



# **FY2004 Financial Results & POC Results**

# Safe Harbor Statement

- Materials and information provided during this presentation may contain “forward-looking statements” as defined in the Private Securities Litigation Reform Act of 1995. These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties which could cause actual outcomes and results to differ materially from these statements.
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- Also, 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 disclaims any intention or obligation to update or revise any forward-looking statements whether as a result of new information, future events or otherwise.

# FY2004 Consolidated Results

(billions of yen, %)

|                  | FY2003  |       | FY2004       |       |         |           |
|------------------|---------|-------|--------------|-------|---------|-----------|
|                  | Results | %     | Results      | %     | YOY (%) | Inc./Dec. |
| Net Sales        | 500.2   | 100.0 | <b>533.0</b> | 100.0 | 107     | 32.8      |
| Cost of Sales    | 97.2    | 19.4  | <b>98.5</b>  | 18.5  | 101     | 1.3       |
| Gross Profit     | 402.9   | 80.6  | <b>434.5</b> | 81.5  | 108     | 31.6      |
| R&D Expenses     | 69.0    | 13.8  | <b>78.3</b>  | 14.7  | 113     | 9.3       |
| SG&A Expenses    | 250.9   | 50.2  | <b>269.4</b> | 50.5  | 107     | 18.5      |
| Operating Income | 83.1    | 16.6  | <b>86.8</b>  | 16.3  | 105     | 3.7       |
| Ordinary Income  | 83.4    | 16.7  | <b>89.1</b>  | 16.7  | 107     | 5.7       |
| Net Income       | 50.1    | 10.0  | <b>55.5</b>  | 10.4  | 111     | 5.4       |
| EPS (yen)        | 172.1   |       | <b>193.4</b> |       | 112     | 21.3      |

# Sales of Major Products

(billions of yen, %)

| Product Name  | Area       | FY2003  | FY2004       |         |           |
|---|------------|---------|--------------|---------|-----------|
|   |            | Results | Results      | YOY (%) | Inc./Dec. |
| <i>Aricept</i> <sup>®</sup><br>Alzheimer's Disease<br>Treatment                         | Total      | 141.6   | <b>162.9</b> | 115     | 21.3      |
|   | Japan      | 28.4    | <b>35.1</b>  | 123     | 6.7       |
|   | US         | 87.9    | <b>97.6</b>  | 111     | 9.7       |
|   | \$ million | 777     | <b>907</b>   | 117     | 130       |
|   | Europe     | 22.8    | <b>27.2</b>  | 120     | 4.5       |
|   | Asia       | 2.5     | <b>2.9</b>   | 118     | 0.4       |
| <i>Aciphex</i> <sup>®</sup> /<br><i>Pariet</i> <sup>®</sup><br>Proton Pump<br>Inhibitor | Total      | 129.0   | <b>132.3</b> | 103     | 3.3       |
|   | Japan      | 14.6    | <b>19.4</b>  | 133     | 4.8       |
|   | US         | 105.5   | <b>104.1</b> | 99      | (1.4)     |
|   | \$ million | 933     | <b>968</b>   | 104     | 35        |
|   | Europe     | 7.3     | <b>6.8</b>   | 92      | (0.6)     |
|   | Asia       | 1.6     | <b>2.1</b>   | 133     | 0.5       |

# Performance of Eisai Inc.

(millions of dollars, %)

|   | FY2003  |       | FY2004       |       |         |           |
|---|---------|-------|--------------|-------|---------|-----------|
|   | Results | %     | Results      | %     | YOY (%) | Inc./Dec. |
| Net Sales                                   | 1,734   | 100.0 | <b>2,001</b> | 100.0 | 115     | 267       |
| <i>Aricept</i> <sup>®</sup>                 | 777     | 44.8  | <b>907</b>   | 45.3  | 117     | 130       |
| <i>Aciphex</i> <sup>®</sup>                 | 933     | 53.8  | <b>968</b>   | 48.4  | 104     | 35        |
| <i>Zonegran</i> <sup>®</sup>                | -       | -     | <b>104</b>   | 5.2   | -       | 104       |
| Operating Income                            | 88      | 5.1   | <b>96</b>    | 4.8   | 109     | 8         |
| Net Income                                  | 53      | 3.1   | <b>62</b>    | 3.1   | 115     | 8         |
| Operating Income<br>(Pre-royalty deduction) | 301     | 17.4  | <b>402</b>   | 20.1  | 133     | 101       |

# Consolidated Free Cash Flow

(billions of yen)

|        | Cash Flow from Operating Activities |               | Capital Expenditures |             | Free Cash Flow |               |
|--------|-------------------------------------|---------------|----------------------|-------------|----------------|---------------|
|        | Results                             | Inc./Dec.     | Results              | Inc./Dec.   | Results        | Inc./Dec.     |
| FY2002 | 57.6                                | 0.7           | 26.5                 | 1.8         | 31.1           | (1.0)         |
| FY2003 | 72.7                                | 15.1          | 23.8                 | (2.7)       | 48.9           | 17.8          |
| FY2004 | <b>49.2</b>                         | <b>(23.5)</b> | <b>38.7</b>          | <b>14.9</b> | <b>10.5</b>    | <b>(38.4)</b> |

# Active Investment to Enhance Corporate Value

## - To Improve Capital Efficiency -

### Operating cash flow

- Earlier disposition of liability for retirement benefit allowance
  - Contribution to employee retirement benefit trust: ¥20.0 billion

### Investing cash flow

- Strategic acquisition of products
  - Cash-out for acquisition of *Zonegran*<sup>®</sup>: ¥13.9 billion
- Active investment in CAPEX worldwide
  - Fixed asset procurement: ¥21.7 billion

Japan: PF Building (Kashima), Formulation Facility (Misato),  
Tsukuba Research Laboratories (Tsukuba), etc.

Overseas: RTP Plant (North Carolina), Eisai Research  
Institute (Boston), Suzhou Plant (China), etc.

# **Status of 4 Proof Of Concept (POC) Studies**

## **E2007**

Accomplished the world's first POC for Parkinson's disease  
in an oral AMPA receptor antagonist

## **E7389**

Accomplished the world's first POC for anti-cancer agent based on  
microtubule growth suppression  
Good response rate in breast cancer and  
non-small cell lung cancer (NSCLC)

## **E5564**

Phase IIb study for sepsis is in data analysis  
and plan a meeting with FDA  
Statistically significant efficacy not achieved in all-patient  
analysis of CABG

## **E7070**

Usefulness not confirmed in 4<sup>th</sup> line monotherapy study in breast cancer  
Explore POCs globally as combination therapy for colorectal cancer  
(CRC) and breast cancer and as therapy for small cell lung cancer  
(SCLC), and gastric cancer in Japan



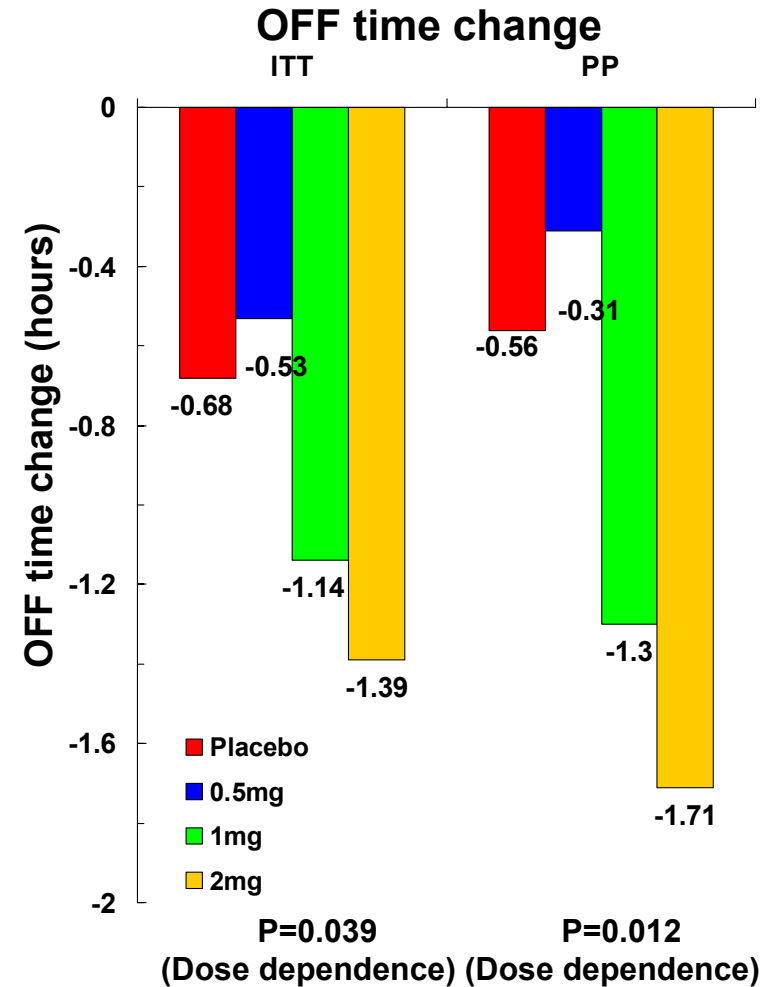
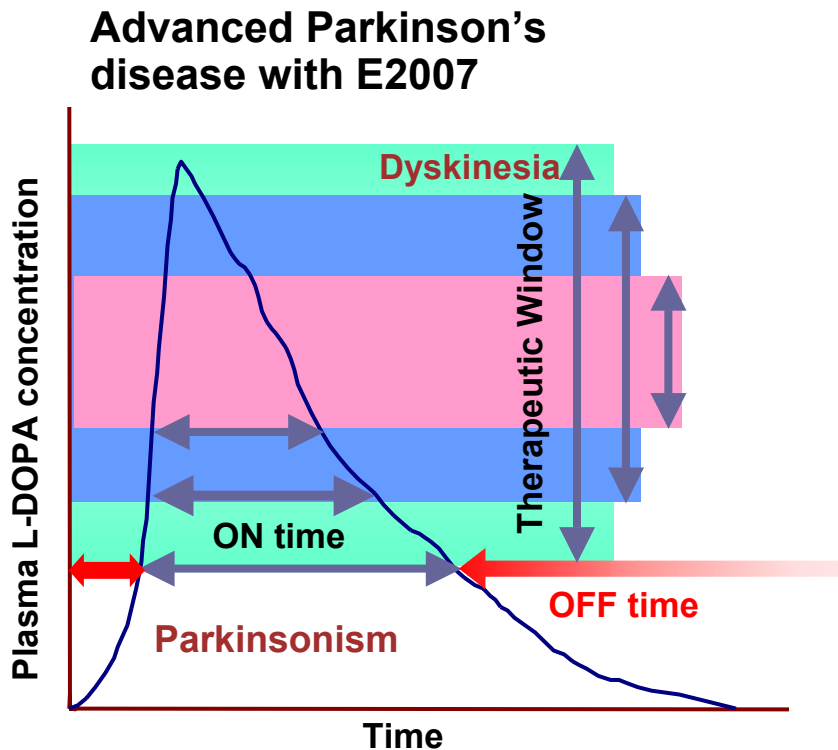
# **E2007 Accomplished World's First POC for Parkinson's Disease in an Oral AMPA Receptor Antagonist**

- In the placebo-controlled Phase IIb study for Parkinson's disease, demonstrated statistically significant dose dependency in OFF time reduction while showing clinically meaningful reduction in high-dose group (per protocol)
- Well tolerated and no worsening of dyskinesia
- Pursue Phase III studies after end-of-Phase II meeting with US and EU regulatory authorities in June – September 2005 (studies expected to start in 3Q FY2005)
- Target NDA/MAA submission in US and EU in FY2006

# E2007: Target Product Profile (PD)

|                   |   |
|-------------------|---|
| Indication        | Adjunctive therapy with levodopa for Parkinson's disease (First-in-class as AMPA receptor antagonist) |
| Efficacy          | Similar to or better than MAO-B inhibitor and COMT inhibitor in shortening OFF time                   |
| Safety            | Excellent safety profile<br>No worsening of dyskinesia  |
| Drug Interactions | No major drug-drug interactions   |
| Administration    | Once a day, oral administration   |
| Formulation       | Small tablets   |

# E2007: Primary Endpoint and Results



# E2007: Future Plans

- Phase III studies in PD to be initiated after the end-of-Phase II meeting with regulatory authorities in June-September 2005
  - Two placebo-controlled Phase III studies
  - One Phase III study with active control  
(Expected 3Q FY2005)
- Pursue NDA/MAA submission in US and EU in FY2006
- Complete POC for epilepsy in FY2006
- Continue Phase I studies in Japan

# **E7389 Accomplished World's First POC for Microtubule Growth Suppressor**

- Partial response (PR) as monotherapy in breast cancer and NSCLC has been demonstrated in Phase II studies
  - PR for breast cancer (3<sup>rd</sup> line):
    - 6 patients out of 22 in interim analysis
  - PR for NSCLC (2<sup>nd</sup> line):
    - 3 patients out of 10 in interim analysis

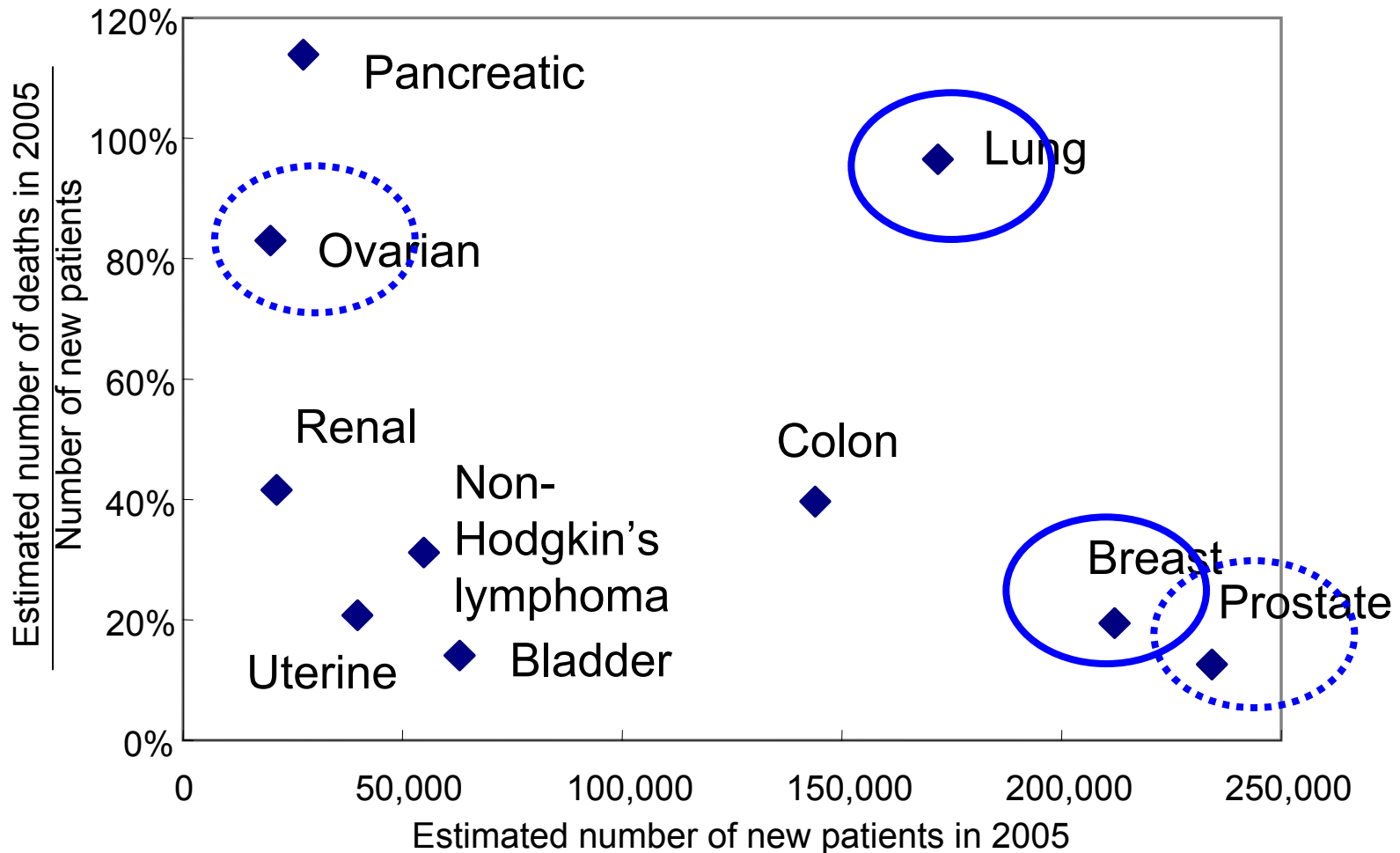
Note: PR cases include unconfirmed cases
- Showed good tolerability
  - Neurotoxicity was infrequent and not severe
- Pursue NDA submission under Subpart H in FY2006 after consultation with FDA for both cancer types in August-September 2005
- Initiate clinical studies for soft tissue sarcoma, prostate cancer and ovarian cancer

# E7389: Target Product Profile

|                       |  |
|-----------------------|--|
| <p>Indications</p>    | <p>Breast cancer: 3<sup>rd</sup> line + 2<sup>nd</sup> line + 1<sup>st</sup> line<br/> NSCLC: 2<sup>nd</sup> line + 1<sup>st</sup> line<br/> Soft tissue sarcoma: 2<sup>nd</sup> line + 1<sup>st</sup> line<br/> Prostate cancer (hormone resistant): 2<sup>nd</sup> line<br/> Ovarian cancer: 2<sup>nd</sup> line + 1<sup>st</sup> line</p> |
| <p>Efficacy</p>       | <p>Also effective for taxane refractory tumors<br/> Effective for wide variety of cancers</p>  |
| <p>Safety</p>         | <p>No severe peripheral neurotoxicity<br/> Fewer hypersensitivity reactions (no need for premedication with steroid or anti-histamine)</p>   |
| <p>Administration</p> | <p>Bolus (5-minute IV)<br/> Day 1, 8, 15, every 4 weeks</p>  |
| <p>Formulation</p>    | <p>Vials (solution)</p>  |

# E7389 is to be Studied with Additional Indications

Number of new patients by cancer type and death rate (US)



Source: American Cancer Society, 2005

# **E5564 - Endotoxin Antagonist - Progress and Future Plan**

- Coronary artery bypass graft surgery complication (CABG)
  - Statistically significant efficacy not achieved in all-patient analysis but lower incidence of new organ dysfunction and mortality was demonstrated at high dose group and the effect was most apparent in the high-risk subgroup of patients
- Sepsis
  - Clinical phase was completed for targeted 300 patients
  - Data analysis to be completed in early August 2005
- Future plan
  - Complete data analysis of Phase IIb sepsis study by August 2005
  - Plan to hold meetings with FDA in 3Q FY2005 for both sepsis and CABG studies



# **E7070 - G1 Phase Targeting Agent - Progress and Future Plan**

- Breast cancer: Monotherapy (4<sup>th</sup> line)
  - Discontinue monotherapy study – interim analysis of 51 breast cancer patients did not demonstrate PR
- Future plan
  - Continue clinical studies for colorectal cancer in combination with irinotecan and breast cancer with capecitabine
  - Continue Phase I/II study for gastric cancer in Japan
  - Potential further development in combination with irinotecan for SCLC will be evaluated based on positive Phase I study results

# POC Studies in FY2005 and FY2006

- FY2005

- E7070: Cell cycle G1 phase targeting agent
  - Colorectal cancer in combination with irinotecan and gastric cancer
  - Potential further development for SCLC will be evaluated based on positive Phase I study results in combination with irinotecan
- E5564: Endotoxin antagonist
  - Sepsis

- FY2006

- E2007: AMPA receptor antagonist
  - Epilepsy
- E7389: Microtubule growth suppressor
  - Soft tissue sarcoma, prostate cancer and ovarian cancer
- E5555: Orally active PAR-1 antagonist
  - Anti-thrombotic, Small Muscle Cell (SMC) proliferation inhibitor:  
Expect effective prevention of angio-stenosis, low risk of bleeding  
(First-in-class)
  - Acute coronary syndrome  
(including secondary prevention of Myocardial dysfunction )

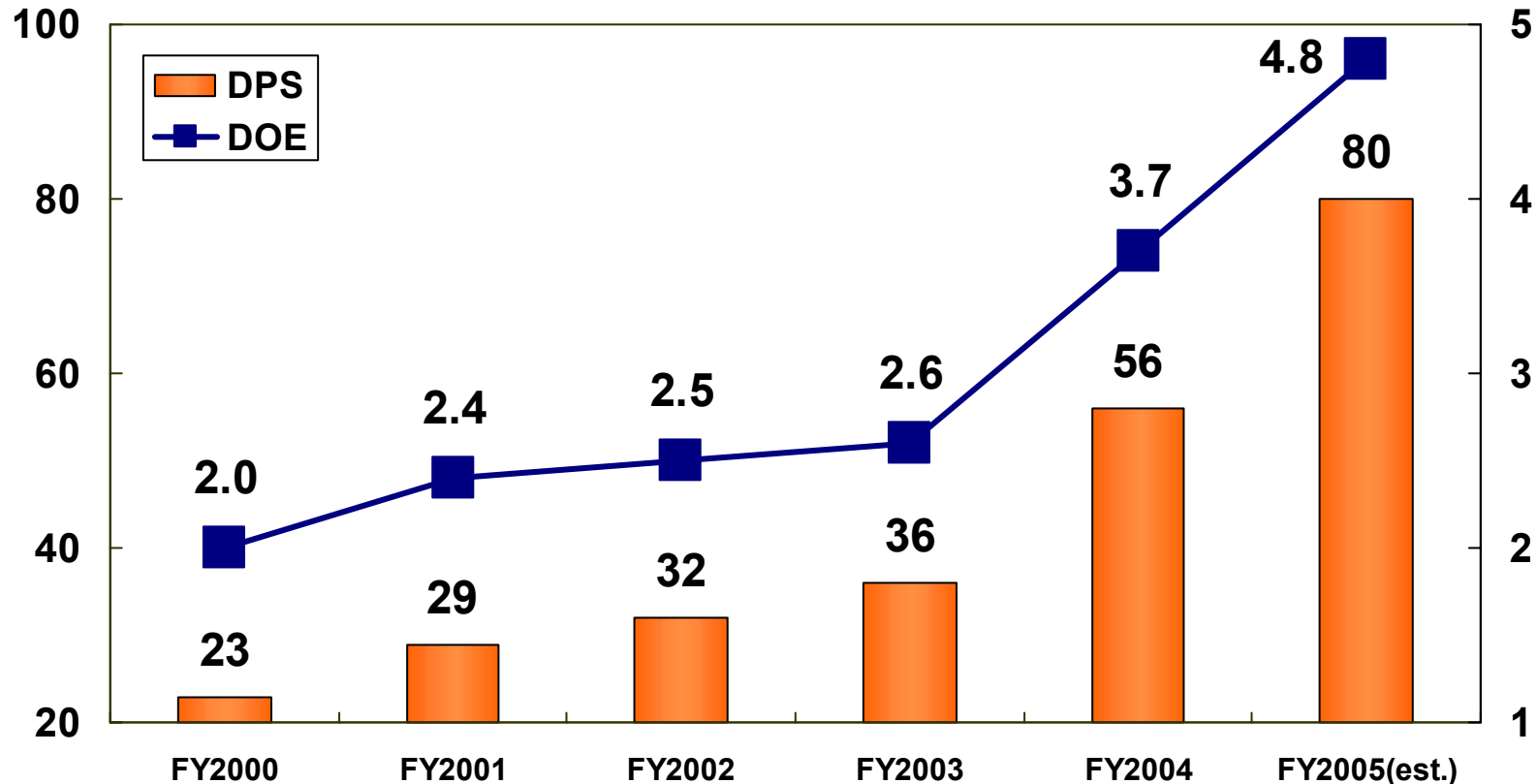
# 4 POC Projects in Summary

- Achievement of POCs for E2007 and E7389 substantially increased the possibility of development for two first-in-class products in focused areas where significant unmet medical needs exist
- Continue to pursue rapid completion of POC studies for E5564 and E7070

# Strive for Early Achievement of DOE 5% in FY2007

(DPS: Yen)

(DOE: %)



DOE = Dividends On Equity (= ROE x Dividend Payout Ratio)  
 DPS = Dividends Per Share

# Dividend Yield Top 20 Ranking in Japan

|           | Company                   | Yield (%)   |
|-----------|---------------------------|-------------|
| 1         | Showa Shell Sekiyu        | 3.42        |
| 2         | Mitsui O.S.K. Line        | 2.86        |
| 3         | Kawasaki Kisen Kaisha     | 2.84        |
| 4         | Nippon Yusen Kaisha       | 2.79        |
| 5         | Sumitomo Metal Industries | 2.74        |
| 6         | Nissan*                   | 2.68        |
| 7         | Konami                    | 2.50        |
| 8         | Kansai Electric Power     | 2.39        |
| 9         | NTT DoCoMo                | 2.38        |
| 10        | Chubu Electric Power      | 2.38        |
| 11        | Tokyo Electric Power      | 2.37        |
| 12        | Nippon Steel*             | 2.35        |
| 13        | Shiseido                  | 2.30        |
| <b>14</b> | <b>Eisai</b>              | <b>2.23</b> |
| 15        | Heiwa Real Estate         | 2.16        |
| 16        | Kobe Steel*               | 2.15        |
| 17        | Sumitomo Corp.*           | 2.15        |
| 18        | Osaka Gas                 | 2.12        |
| 19        | NSK (Nippon Seiko)        | 2.11        |
| 20        | Oji Paper                 | 2.09        |

## Reference Rates

|                                  | Rate (%) |
|----------------------------------|----------|
| 10-year Japanese Government Bond | 1.284    |
| 20-year Japanese Government Bond | 1.932    |

| Planned Dividends | Share Price as of 5/24 |
|-------------------|------------------------|
| <b>80 Yen</b>     | <b>3,570 Yen</b>       |



Source: Nikkei

Notes: Ranking is based on companies listed for Nikkei Average

# Performance Forecast

(billions of yen, %)

|                                   | FY2004  |       |     | FY2005   |       |     |
|-----------------------------------|---------|-------|-----|----------|-------|-----|
|                                   | Results | %     | YOY | Forecast | %     | YOY |
| Net Sales                         | 533.0   | 100.0 | 107 | 575.0    | 100.0 | 108 |
| Cost of Sales                     | 98.5    | 18.5  | 101 | 103.0    | 17.9  | 105 |
| Gross Profit                      | 434.5   | 81.5  | 108 | 472.0    | 82.1  | 109 |
| R&D Expenses                      | 78.3    | 14.7  | 113 | 89.0     | 15.5  | 114 |
| SG&A Expenses                     | 269.4   | 50.5  | 107 | 292.0    | 50.8  | 108 |
| Operating Income                  | 86.8    | 16.3  | 105 | 91.0     | 15.8  | 105 |
| (R&D Expenses + Operating Income) | 165.1   | 31.0  | 109 | 180.0    | 31.3  | 109 |
| Net Income                        | 55.5    | 10.4  | 111 | 58.0     | 10.1  | 104 |
| EPS (yen)                         | 193.4   |       | 112 | 203.0    |       | 105 |
| Dividend (yen)                    | 56.0    |       |     | 80.0     |       |     |
| DOE (%)                           | 3.7     |       |     | 4.8      |       |     |
| Dividend Payout Ratio (%)         | 29.0    |       |     | 39.4     |       |     |

Currency exchange rate: FY2004: ¥107.54/\$, FY2005 (est.) ¥103/\$

# **Resolution for Shareholder Approval (1)**

## **THE 93<sup>RD</sup> ORDINARY GENERAL MEETING OF SHAREHOLDERS**

### **Partial Amendments to the Articles of Incorporation**

- 1. It is proposed that a new provision be added to state the Company's corporate concept and corporate vision to be realized.**
2. The "Partial Revision to the Commercial Code for the Introduction of Electronic Advertisements" (2004, Law No. 87), which became effective on February 1, 2005, allows companies to change the distribution of public notices from conventional public notices to electronic ones. Accordingly, it is proposed that the related article concerning this matter be amended.
- 3. It is proposed that the number of shares the Company is authorized to issue be increased for flexible capital strategies. (700→1,100million)**
4. In accordance with the change of position for convening the Board of Directors meeting, it is proposed that the contents of the related articles be amended.
5. In accordance with the preceding revisions, corresponding changes shall be made to the number of articles.

# Corporate Concept

1. The Company's corporate concept is to give first thought to patients and their families, and to increase the benefits that health care provides. Under this concept, the Company endeavors to become a human health care (hhc) company.
2. The Company's mission is the enhancement of patient satisfaction. The Company believes that revenues and earnings will be generated as a consequence of the fulfillment of the mission. The Company places importance on this positive sequence of the mission and the ensuing results.
3. Positioning compliance, the observance of legal and ethical standards as a core in all business activities, the Company strives to fulfill corporate social responsibilities.
4. The Company's principal stakeholders are patients, customers, shareholders and employees. The Company seeks to foster a good relationship with stakeholders and to enhance their value through making the following efforts:
  - Satisfying unmet medical needs, ensuring stable supply of high quality products, and providing useful information of safety and efficacy.
  - Timely disclosure of corporate managerial information, enhancement of corporate value, and proactive return to shareholders.
  - Ensuring stable employment, offering challenging and fulfilling duties, and providing full opportunities for the development and enhancement of employees' capabilities.



# Resolution for Shareholder Approval (2)<sup>24</sup>

## THE 93<sup>RD</sup> ORDINARY GENERAL MEETING OF SHAREHOLDERS

### Election of twelve (12) Directors

The candidates for the position of Director are as follows ;

1. Haruo Naito: President and CEO
2. Yuji Naito: Senior Advisor
3. Hiromasa Nakai: Chairman
4. Tadashi Tenmyo: Director
5. Shintaro Kataoka: Senior Vice President (New candidate)
6. Stuart Meiklejohn: Partner, Sullivan & Cromwell
7. Mitsuo Minami: Professor, Graduate School of Business Administration, Bunkyo Gakuin University
8. Tadashi Kurachi: Chairman, Kanematsu Corporation
9. Naoto Nakamura: Partner, Nakamura, Tsunoda and Matsumoto
10. Ikujiro Nonaka: Professor, Graduate School of Hitotsubashi University
11. Tadahiro Yoshida: Chairman and President, YKK Corporation
12. Yoshiyuki Kishimoto: Director of Strategy, Booz Allen Hamilton (Japan) Inc.

# **Appendices**

## **Financial Data**

## **POC Studies Detail**

**E2007**

**E7389**

**E5564**

**E7070**

# Sales to Customers by Geographic Area

(billions of yen, %)

|               | FY2003  |       | FY2004       |       |            |           |
|---------------|---------|-------|--------------|-------|------------|-----------|
|               | Results | %     | Results      | %     | YOY<br>(%) | Inc./Dec. |
| Japan         | 260.9   | 52.2  | <b>268.3</b> | 50.3  | 103        | 7.3       |
| North America | 194.5   | 38.9  | <b>214.5</b> | 40.3  | 110        | 20.0      |
| Europe        | 34.8    | 7.0   | <b>38.3</b>  | 7.2   | 110        | 3.5       |
| Asia & others | 9.9     | 2.0   | <b>11.9</b>  | 2.2   | 121        | 2.0       |
| Overseas      | 239.2   | 47.8  | <b>264.7</b> | 49.7  | 111        | 25.5      |
| Total         | 500.2   | 100.0 | <b>533.0</b> | 100.0 | 107        | 32.8      |

# Operating Income by Geographic Area

(Pre-royalty deduction)

(billions of yen, %)

|                           | FY2003  |       | FY2004       |       |         |           |
|---------------------------|---------|-------|--------------|-------|---------|-----------|
|                           | Results | %     | Results      | %     | YOY (%) | Inc./Dec. |
| Japan                     | 46.7    | 53.0  | <b>40.1</b>  | 43.9  | 86      | (6.6)     |
| North America             | 35.0    | 39.8  | <b>44.3</b>  | 48.5  | 126     | 9.3       |
| Europe                    | 4.6     | 5.2   | <b>4.9</b>   | 5.3   | 107     | 0.3       |
| Asia & others             | 1.8     | 2.1   | <b>2.1</b>   | 2.3   | 113     | 0.2       |
| Overseas                  | 41.4    | 47.0  | <b>51.3</b>  | 56.1  | 124     | 9.8       |
| Sub Total                 | 88.1    | 100.0 | <b>91.3</b>  | 100.0 | 104     | 3.3       |
| Elimination/<br>Corporate | (5.0)   |       | <b>(4.5)</b> |       | 90      | 0.5       |
| Total                     | 83.1    |       | <b>86.8</b>  |       | 105     | 3.7       |

# E2007 (AMPA-Receptor Antagonist)

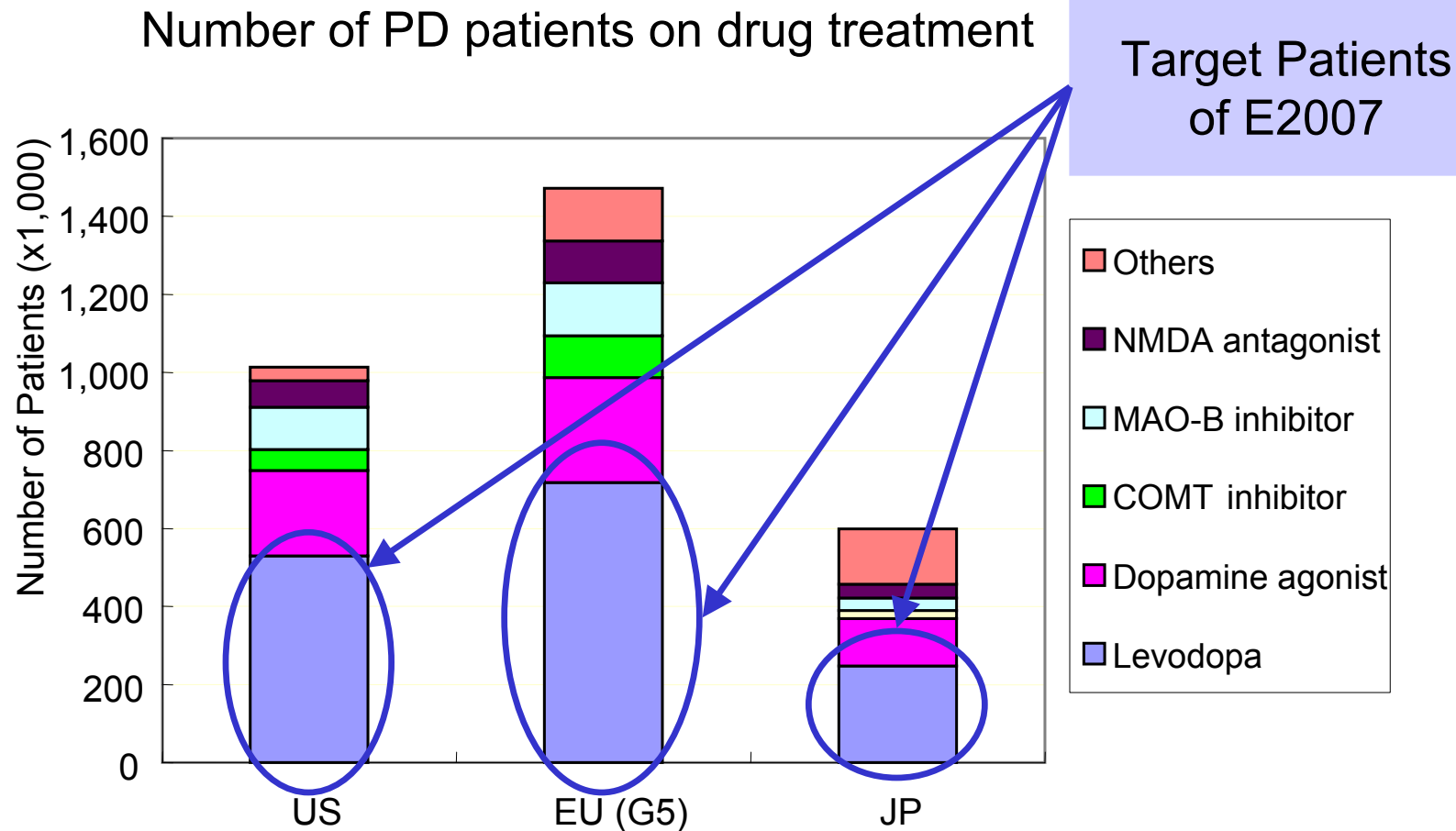
- Concept

- Suppress neuronal damage caused by stimulation with excessive amount of glutamate based on AMPA-receptor antagonism. Expect good efficacy and safety profile for neurodegenerative diseases: Parkinson's disease, epilepsy and multiple sclerosis
- Aim for first-in-class oral AMPA-receptor antagonist with excellent ADME profile (once a day, fewer drug-drug interaction)
- Equal or better OFF time reduction than current therapy as well as dose dependency in combination with levodopa in Phase IIb studies of Parkinson's disease
- No worsening of dyskinesias in Parkinson's disease
- Excellent safety profile

- Proof of concept

- Long half-life and possible once-a-day administration
- Clinically meaningful OFF time reduction and statistically significant dose dependency in Phase IIb in Parkinson's disease
- Excellent safety profile and no worsening of dyskinesias

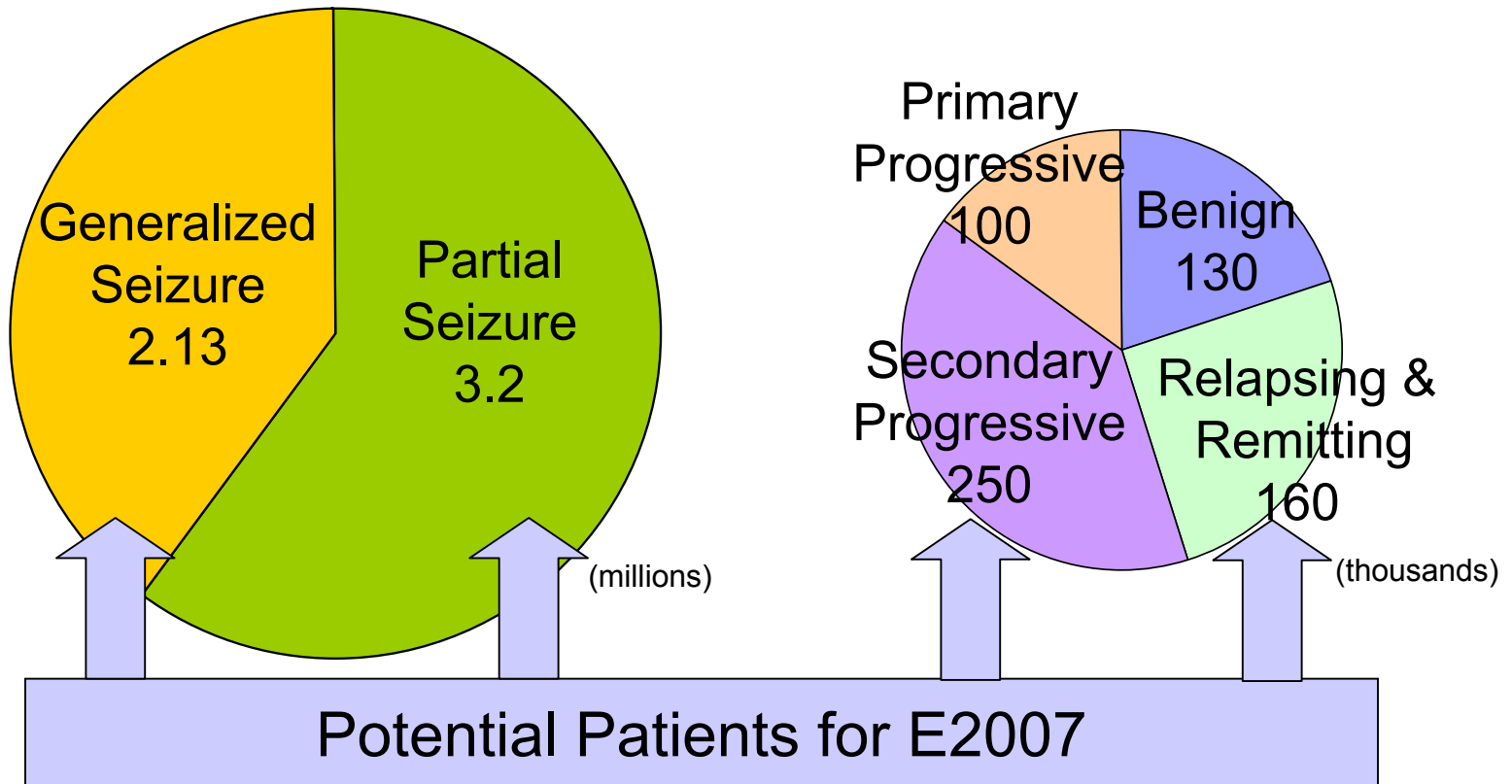
# E2007, as a Novel PD Treatment, Has Potential to Reach 1.5 Million Patients



# POC for Epilepsy Initiated and Planned for Multiple Sclerosis

Epilepsy Patients (JP, US, EU)

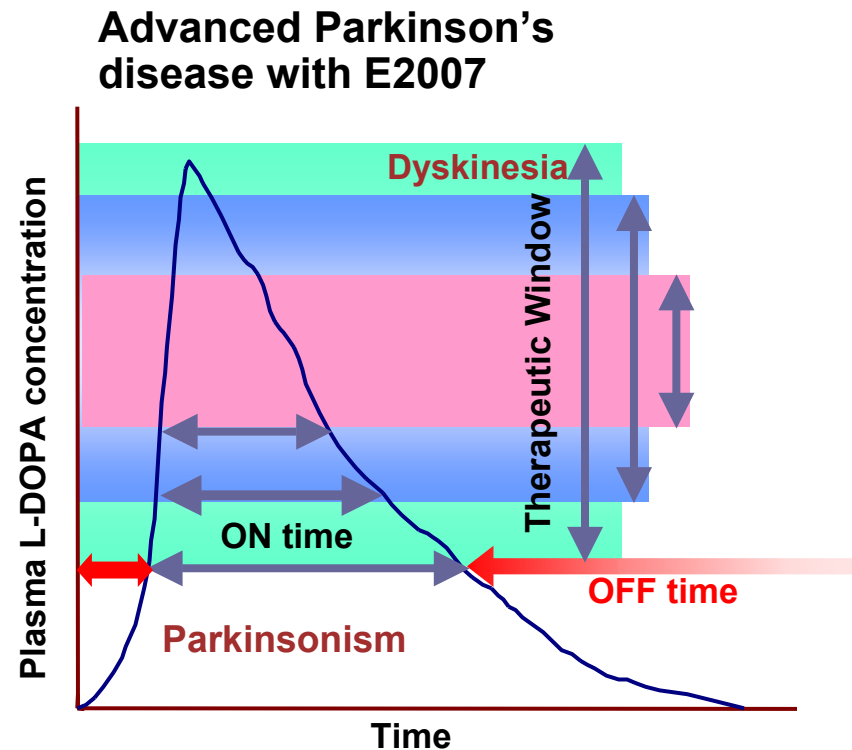
MS Patients (JP, US, EU)



# E2007: Study Synopsis for Phase II

## – Study 204 –

- Subjects
  - Parkinson's disease with motor fluctuations and dyskinesias on levodopa (maintenance dose)
- Study design
  - 12-week dosing
  - Placebo, 0.5 mg, 1 mg, 2 mg (once-a-day treatment)
  - Target enrollment: 180 patients (45 patients/dose)
- Endpoints
  - Reduction of OFF time
  - Extension of ON time
  - Severity of dyskinesias
- Study location
  - Europe

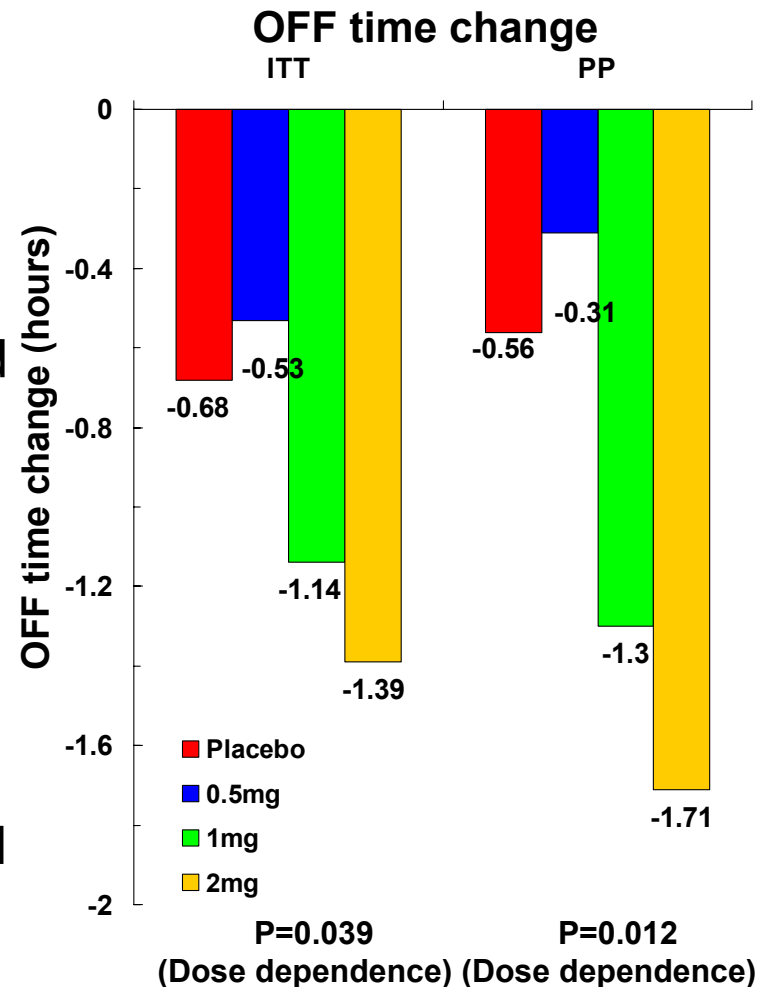




# E2007: Phase II Results

## – Study 204 –

- Enrollment
  - ITT: 258 (62-67/group)
  - Per Protocol: 166 (36-44/group)
- Efficacy
  - Statistically significant dose response ( $p < 0.025$ ) in OFF time reduction observed in cases conforming with the protocol
  - Active group did not show statistical significance in OFF time reduction over placebo group, but showed clinically meaningful reduction at high dose (2 mg) in protocol population
  - Equal or greater efficacy than current therapy in OFF time reduction is expected
- Safety and tolerability
  - Excellent safety profile
  - No worsening of dyskinesias



# E7389 – Microtubule Growth Suppressor –

- Concept
  - New chemical entity featuring unique mechanism of action based on microtubule growth suppression and different from current tubulin polymerization inhibitors (taxanes, vinca alkaloids); effective against taxane-resistant cancers
  - Effective against wide anti-cancer spectrum
  - Better tolerability than current chemotherapy
- Proof of concept
  - Basic research indicates suppression of microtubule growth and no influence on microtubules in stable condition unlike taxanes or vinca alkaloids (paper submitted)
  - Pre-clinical studies showed superior anti-cancer effects in taxane sensitive and resistant cancers than that of taxanes
  - Phase I studies revealed PRs in multiple cancer types, including non-small cell lung cancer (NSCLC), resistant to taxane therapy and has no other treatment options
  - Phase II studies in 2 major cancer types, breast and NSCLS, showed many PRs in patients resistant to combination chemotherapies including standard therapy with taxanes
  - Neurotoxicity was infrequent and not severe
  - No hypersensitivities observed and no required pretreatment with steroid or anti-histamine not required as in cases of taxane therapy

# **E7389: Study Synopsis for Phase II – Study 201– (Breast cancer, Monotherapy)**

- Subjects
  - Breast cancer previously treated with chemotherapy, which must have included anthracycline and taxane
- Study design
  - I.V. bolus on Days 1, 8, and 15 of a 28-day cycle
  - Dose = 1.4mg/m<sup>2</sup>
  - Target enrollment: 61 patients (interim analyses: 19 patients)
- Endpoints
  - Response rate
  - Safety and tolerability, duration of response, TTP, survival
- Study location
  - US

# **E7389: Interim Analysis for Phase II – Study 201– (Breast cancer, Monotherapy)**

- Enrollment
  - 22 patients (all taxane resistant)
- Efficacy
  - 6 patients with PR
    - 3 confirmed PR
    - 3 unconfirmed PR (before cycle 4)
    - All responses reviewed by independent assessors
- Safety
  - Neurotoxicity was infrequent and not severe

# **E7389: Study Synopsis for Phase II – Study 202– (NSCLC, Monotherapy)**

- **Subjects**
  - Advanced NSCLC, progressed during or after platinum-based doublet chemotherapy
- **Study design**
  - I.V. bolus on Days 1, 8, and 15 of a 28-day cycle
  - Dose = 1.4mg/m<sup>2</sup>
  - Target enrollment: 48 patients
- **Endpoints**
  - Response rate
  - Safety and tolerability, duration of response, TTP, survival, and QOL (Lung Cancer Symptom Scale)
- **Study location**
  - US

# **E7389: Interim Analysis for Phase II – Study 202– (NSCLC, Monotherapy)**

- Enrollment
  - 55 patients (all taxane resistant)
  - 10 currently evaluable patients
- Efficacy
  - 3 PRs, 1 confirmed PR (after cycle 3) and 2 unconfirmed PRs (after cycle 2)
  - PRs were evaluated by independent assessors

# E7389: Target Indications

- Breast cancer
  - 3<sup>rd</sup> line therapy
  - 2<sup>nd</sup> line therapy
  - 1<sup>st</sup> line combination therapy
- NSCLC
  - 2<sup>nd</sup> line therapy
  - 1<sup>st</sup> line combination therapy
- Soft tissue sarcoma
  - 2<sup>nd</sup> line therapy
  - 1<sup>st</sup> line therapy
- Hormone resistant prostate cancer
  - 2<sup>nd</sup> line therapy
- Ovarian cancer
  - 2<sup>nd</sup> line therapy
  - 1<sup>st</sup> line combination therapy

# E7389: Future Plans

- Initiate registration study based on discussions with FDA (end of Phase II meeting; breast cancer and NSCLC) in August-September 2005
- Potential Subpart H NDA filing in FY2006
- Initiate clinical studies for other indications within FY2005



# E5564 (Endotoxin Antagonist)

- Concept
  - World's first endotoxin antagonist as lipid-A analog that reduce mortality in sepsis
  - Reduce organ dysfunction rate and mortality after CABG surgery
  - Good safety profile
- Proof of concept
  - All patients in Phase IIb of sepsis study, targeting 300 patients, completed clinical phase; data analysis due in August 2005
  - In CABG study, statistically significant efficacy was not achieved between all-pooled active group and placebo group in new organ dysfunction, nor in apparent dose dependency
  - In CABG study, lower incidence of new organ dysfunction and mortality was demonstrated in high dose group and the effect was most apparent in the high-risk subgroup of patients
  - Well tolerated at doses tested in more than 800 patients with CABG
  - Independent data safety management board (DSMB) assessment requested by FDA concluded no safety concerns in interim analysis of sepsis study

# **E5564: Study Synopsis for Phase II**

## **– Study 204 – (CABG)**

- **Subjects**
  - Patients undergoing cardiopulmonary bypass for coronary artery bypass graft and/or valve surgery
- **Study design**
  - Intravenous infusion for 4 hrs starting 1 hr prior to operation
  - Placebo, low-dose (2 mg), mid-dose (12 mg) and high-dose (28 mg)
  - Target enrollment: 1,000 patients (250 patients/dose)
- **Endpoints**
  - Reduction in incidence of new organ dysfunction within 14 days of surgery
  - Duration of organ dysfunction, length of total and organ dysfunction-associated ICU and hospital stays, ventilation assistance and renal dialysis days, volume of blood and blood products infused within 24 hrs of surgery, incidence of hospital readmission, 28-day all-cause mortality, etc.
- **Study location**
  - Europe and Canada

# **E5564: Summary for Phase II**

## **– Study 204 – (CABG)**

- Enrollment
  - 1,018 patients (evaluatable: 982 patients)
- Efficacy
  - Statistically significant efficacy was not achieved between all-pooled active group and placebo group in new organ dysfunction, nor apparent dose dependency
  - A numerically lower incidence of new organ dysfunction was demonstrated in the E5564 high dose (28 mg) group compared to placebo
  - At 28 days and overall, the lower mortality occurred in the E5564 high dose (28 mg) group. The effect was most apparent in the high-risk subgroup of patients
  - No difference in time on artificial respirator adapter or kidney dialysis, volume of blood transfusion within 24 hrs of surgery or in length of ICU stay; no correlation with new organ failure
- Safety and tolerability
  - Confirmed good safety profile

# **E5564: Study Synopsis for Phase II – Study 201– (Sepsis)**

- Subjects
  - Septic patients with acute organ malfunction
- Study design
  - Intravenous infusion up to 6 days
  - Placebo, low-dose (total 45 mg), high-dose (total 105 mg)
  - Target enrollment: 300 patients (100 patients/dose)
- Efficacy endpoints
  - 28-day all-cause mortality
  - Number of patient organ-failure free days, organ failure scores, length of ICU and hospital stays, etc.
- Study location
  - US and Canada

# **E5564: Status for Phase II**

## **– Study 201– (Sepsis)**

- Independent data safety management board (DSMB) did not identify any safety concerns based on the interim analysis
- Enrollment (300 patients) was completed in March 2005 as well as clinical phase of all patients in April  
Data analysis is ongoing
- Data analysis will be completed by early August 2005

# E5564: Future Plan

- Complete data analysis of Phase IIb sepsis study by August 2005
- Plan to hold meetings with FDA for both sepsis and CABG studies in 3Q FY2005

# E7070 – Cell Cycle G1 Phase Targeting Agent –

- Concept

- Exhibit unique anti-tumor spectrum compared to conventional anti-cancer drugs based on a new mechanism of action at cell cycle G1 phase where the control mechanism is most different between normal cells and cancer cells
- Synergistic effects in combination with other agents
- Synergistic effects are especially obvious with down regulation of topoisomerase II when combined with irinotecan that triggers up-regulation of topoisomerase II

- Proof of concept

- Breast cancer 4<sup>th</sup> line monotherapy had no PR case
- Continue Phase II studies for colorectal cancer (CRC) in combination with irinotecan and for breast cancer in combination with capecitabine
- Continue Phase I/II study for gastric cancer in Japan
- Plan to start efficacy confirmation study for SCLC as 3PRs and 4SDs out of 9 patients reported in Phase I study for SCLC in combination with irinotecan

# **E7070: Study Synopsis for Phase II**

## **– Study 211–**

### **(Breast cancer, Monotherapy)**

- **Subjects**
  - Advanced metastatic breast cancer - patients previously treated with anthracycline, taxane, and fluoropyrimidine
- **Study design**
  - Target: 232 patients
    - 1<sup>st</sup> stage: 30 patients, 2<sup>nd</sup> stage: 89 patients
  - 800mg/m<sup>2</sup>, administered once every 3 weeks
- **Efficacy endpoints**
  - Response rate (1<sup>st</sup> interim analysis is intended for 30 evaluable patients)
  - Duration of response, TTP, 6-month survival, safety, tolerability, and QOL
- **Study location**
  - US



# **E7070: Interim Analysis for Phase II – Study 211– (Breast cancer, Monotherapy)**

- Enrollment
  - 51 patients
- Efficacy
  - PR was not demonstrated
  - Average number of administration cycle comes out to 2 (3 weeks per cycle)

# **E7070: Study Synopsis for Phase II – Study 214– (CRC, Phase II in combination with irinotecan)**

- Subjects
  - Metastatic colorectal cancer
  - Received prior therapy with 5-fluorouracil/leucovorin and oxaliplatin; no more than three previous chemotherapy regimens
- Study design
  - Target enrollment: 40 evaluable patients
  - Administered on Days 1 and 8 of a 21-day cycle
  - Treatments (administered consecutively):
    - Irinotecan 125 mg/m<sup>2</sup> IV infusion over 90 minutes
    - E7070 400 mg/m<sup>2</sup> IV infusion over 40 minutes
- Efficacy endpoints
  - Response rate
  - Duration of response, TTP, 6-month survival, tolerability and safety
- Study location
  - Europe

# **E7070: Interim Analysis for Phase II – Study 214– (CRC, Phase II in combination with irinotecan)**

- Enrollment
  - 29 patients
- Best response
  - Stable disease (SD)
- Results of 40 evaluable patients due by September 2005

# E7070: Future Plans

- Discontinue development as monotherapy (4<sup>th</sup> line) for breast cancer
- Continue development for CRC in combination with irinotecan and for breast cancer in combination with capecitabine
- Continue Phase I/II study for gastric cancer
- Plan to start study for SCLC (some responses recognized in the Phase I study for SCLC in combination with irinotecan)