

19 Eisai

4-6-10 Koishikawa, Bunkyo-ku, Tokyo 112-8088 (Japan)
Tel: (81) 3 3817 3700 Fax: (81) 3 3811 3077
www.eisai.co.jp

HEADCOUNT	9,649
YEAR ESTABLISHED	2005
PHARMA REVENUES	\$5,589 +9%
TOTAL REVENUES	\$5,770 +8%
NET INCOME	\$604 +8%
R&D BUDGET	\$927 +12%

DRUGS APPROVED/LAUNCHED

Drug	Indication
inovelon	Lennox-Gastaut syndrome
aricept	severe Alzheimer's disease
pariet	<i>h.pylori</i> eradication
fragmin	venous thromboembolism and/or pulmonary embolism in cancer patients

DRUGS PENDING APPROVAL

Drug	Indication
gasmotin	functional dyspepsia
e2014	cervical dystonia
vasolan	atrial fibrillation and paroxysmal supraventricular tachycardia
rufinamide	epilepsy - adjunctive therapy for Lennox-Gastaut syndrome

DRUGS IN PHASE IIB AND BEYOND

Drug	Indication
e5564	severe sepsis
e2007	Parkinson's disease

e7389	breast cancer
d2E7	Crohn's disease
e0302	amyotrophic lateral sclerosis (ALS)

EARLY RESEARCH PROJECTS

Drug	Indication
morab-003	ovarian cancer
morab-009	pancreatic/lung cancer
e5555	critical care-acute coronary syndrome
aciphex	gastrointestinal disorder (ER formulation)
e7080	cancer

TOP SELLING DRUGS

Drug	Indication	\$	(+/- %)
aricept	Alzheimer's disease	\$2,165	24%
aciphex	acid reflux	\$1,492	9%

Account for 65% of total pharma sales, up from 61% in 2005.

20 Merck KgA

Frankfurter Str. 250, D-64293 Darmstadt (Germany)
Tel: (49) 6151-72-0 Fax: (49) 6151-72-2000
www.merck.de

HEADCOUNT	30,000
YEAR ESTABLISHED	1668
PHARMA REVENUES*	\$4,674 +3%
TOTAL REVENUES	\$7,863 -3%
NET INCOME	\$1,257 -13%
R&D BUDGET	\$945 +4%

DRUGS PENDING APPROVAL

Drug	Indication
rebif	multiple sclerosis (formulation)

DRUGS IN PHASE IIB AND BEYOND

Drug	Indication
cladribine	multiple sclerosis (fast track designation)
safinamide	Parkinson's disease
phenoptin	phenylketonuria
zanolimumab	cutaneous T-cell lymphoma

EARLY RESEARCH PROJECTS

Drug	Indication
atacept	systemic lupus erythematosus, relapsed / refractory B-cell malignancies, multiple myeloma
hyperglycosylated FSH	infertility
mmp-12 inhibitor	multiple sclerosis

ni-0401 anti-cd3	Crohn's disease
r763 aurora kinase inhibitor	solid tumors
oxytocin receptor antagonist	pre-term labor
jnk inhibitor	multiple sclerosis
adecatumumab + docetaxel	metastatic breast cancer

TOP SELLING DRUGS

Drug	Indication	\$	(+/- %)
concor group	heart failure	\$437	6%
erbitux	oncology	\$423	55%
glucophage	diabetes	\$313	1%
euthyrox	thyroid	\$130	13%

Account for 55% of branded pharma sales, up from 52% in 2005.

* Includes branded and generic sales