

January 28, 2008

To: Those in the Media

Abbott Japan Co., Ltd.

Eisai Co., Ltd.

**Abbott and Eisai Announce Changes in the Sales Scheme in Japan for Adalimumab,  
A Fully Human Monoclonal Anti-TNF- $\alpha$  Antibody**

Eisai Co., Ltd., (Headquarters in Tokyo, President: Haruo Naito), Abbott Japan Co., Ltd., (Pharmaceutical Products Group in Osaka, President: Glenn S. Warner), and Abbott Biotechnology Ltd., (Director and President: Thomas C. Freyman) concluded changes to the sales scheme for adalimumab, a fully human monoclonal antibody on January 24. With these changes, Eisai and Abbott have finalized the basic agreement concerning co-development and marketing for adalimumab in Japan. The following changes were made:

1. As the Marketing Authorization Holder for the adalimumab, Abbott Japan will obtain approval for marketing and distribution in Japan. Eisai will use its distribution network for adalimumab in Japan.
2. Once approved, both companies will promote adalimumab, replacing the two-brand, two-channel, two-promotion scheme with a one-brand, one-channel, two-promotion scheme.
3. Use of HUMIRA<sup>®</sup>, the name used in the United States and Europe, as the single trade name for adalimumab in Japan.

In Japan, adalimumab has been submitted to the Ministry of Health and Welfare for approval to treat rheumatoid arthritis and psoriasis. It is now under in Phase II/III clinical studies for the treatment of Crohn's disease. After approval, Eisai and Abbott Japan are expected to provide information on the proper use of adalimumab via specialist medical representatives (MRs) from both companies who will coordinate with Eisai's general sales force.

Adalimumab is the only fully-human monoclonal antibody for the treatment of autoimmune diseases, such as rheumatoid arthritis. Adalimumab works by neutralizing the activity of tumor necrosis factor (TNF- $\alpha$ ), a protein that plays a central role in inflammatory reactions in patients with autoimmune diseases. To date,

## References

### 1. Summary of changes in the sales scheme for adalimumab

	Before	After
Marketing/distribution approval	Eisai and Abbott Japan will obtain approval.	Abbott will obtain approval.

## **5) About Abbott**

Abbott, headquartered in Chicago, Ill., is a global, broad-based health care company devoted to the discovery, development, manufacture and marketing of pharmaceuticals and medical products,