

# Supplementary Documents [IFRS]

Financial results for the first three months of the fiscal year 2018 (FY2018)

## Astellas Pharma Inc.

- Q1/FY2018 Financial Results
- Pipeline list

### Cautionary Notes

*In this material, statements made with respect to current plans, estimates, strategies and beliefs and other statements that are not historical facts are forward-looking statements about the future performance of Astellas. These statements are based on management's current assumptions and beliefs in light of the information currently available to it and involve known and unknown risks and uncertainties. A number of factors could cause actual results to differ materially from those discussed in the forward-looking statements. Such factors include, but are not limited to: (i) changes in general economic conditions and in laws and regulations, relating to pharmaceutical markets, (ii) currency exchange rate fluctuations, (iii) delays in new product launches, (iv) the inability of Astellas to market existing and new products effectively, (v) the inability of Astellas to continue to effectively research and develop products accepted by customers in highly competitive markets, and (vi) infringements of Astellas' intellectual property rights by third parties.*

*Information about pharmaceutical products (including products currently in development) which is included in this material is not intended to constitute an advertisement or medical advice.*

1. Consolidated Results (Full Basis)

Unit: B¥

	FY17 APR. - JUN.	FY18 APR. - JUN.	Change	Change (%)
Sales	322.6	329.1	6.5	2.0%
Cost of sales	79.3	70.7	-8.5	-10.8%
Ratio to Sales	24.6%	21.5%		
Gross profit	243.3	258.3	15.1	6.2%
SG&A expenses	112.3	112.9	0.6	0.5%
Ratio to Sales	34.8%	34.3%		
Advertising and Sales Promotion	34.6	36.8	2.2	6.5%
Personnel expenses	43.6	44.4	0.8	1.8%
Other	34.1	31.7	-2.5	-7.2%
R&D expenses	56.5	52.1	-4.3	-7.7%
Ratio to Sales	17.5%	15.8%		
Amortisation of intangible assets	9.0	9.0	0.1	0.8%
Share of profits/losses of associates and joint ventures	-0.4	-0.3	0.1	-
Other income	9.7	4.2	-5.5	-56.3%
Gain on sales of property, plant and equipment	0.1	3.6	3.5	-
Fair value remeasurements on contingent consideration	9.2	0.1	-9.1	-98.8%
Other expense	31.3	24.7	-6.6	-21.0%
Impairment losses	26.0	3.0	-22.9	-88.4%
Restructuring costs	-	8.8	8.8	-
Net foreign exchange losses	5.1	1.6	-3.5	-67.9%
Litigation costs	0.1	11.0	10.9	-
Operating profit	43.5	63.5	20.0	46.0%
Ratio to Sales	13.5%	19.3%		
Finance income	5.2	1.2	-4.1	-77.7%
Gain on sales of available-for-sale financial assets	4.7	-	-4.7	-
Finance expense	0.3	0.2	-0.1	-22.0%
Profit before tax	48.5	64.5	16.0	33.1%
Ratio to Sales	15.0%	19.6%		
Income tax expense	6.0	9.9	3.9	65.5%
Profit for the period	42.5	54.6	12.1	28.5%
Ratio to Sales	13.2%	16.6%		
Comprehensive income	83.5	70.9	-12.7	-15.2%

Forecasts	Change from FY17
FY18 Full Year	Change (%)
1,278.0	-1.7%
214.0	-3.1%
16.7%	
265.0	24.3%
20.7%	
266.0	22.0%
20.8%	
213.0	29.3%
16.7%	

2. Consolidated Results (Core Basis)	Unit: B¥				Change from FY17	
	FY17 APR. - JUN.	FY18 APR. - JUN.	Change	Change (%)	Forecasts FY18 Full Year	Change (%)
Sales	322.6	329.1	6.5	2.0%	1,278.0	-1.7%
Cost of sales	79.3	70.7	-8.5	-10.8%		
Ratio to Sales	24.6%	21.5%				
Gross profit	243.3	258.3	15.1	6.2%		
SG&A expenses	112.3	112.9	0.6	0.5%		
Ratio to Sales	34.8%	34.3%				
Advertising and Sales Promotion	34.6	36.8	2.2	6.5%		
Personnel expenses	43.6	44.4	0.8	1.8%		
Other	34.1	31.7	-2.5	-7.2%		
R&D expenses	56.5	52.1	-4.3	-7.7%	214.0	-3.1%
Ratio to Sales	17.5%	15.8%			16.7%	
Amortisation of intangible assets	9.0	9.0	0.1	0.8%		
Share of profits/losses of associates and joint ventures	-0.4	-0.3	0.1	-		
Operating profit	65.1	84.0	18.9	29.0%	262.0	-2.5%
Ratio to Sales	20.2%	25.5%			20.5%	
Finance income	0.5	1.2	0.7	142.8%		
Finance expense	0.2	0.2	-0.0	-12.1%		
Profit before Tax	65.4	85.0	19.6	30.0%		
Ratio to Sales	20.3%	25.8%				
Income tax expense	13.4	14.6	1.2	8.9%		
Profit for the period	51.9	70.4	18.4	35.5%	210.0	2.8%
Ratio to Sales	16.1%	21.4%			16.4%	

## 3. Exchange Rate

	Unit: yen				Forecasts
	FY17 APR. - JUN.Ave.	FY18 APR. - JUN.Ave.	FY17 End	FY18 1Q End	FY18 Full Year
USD/Yen	111	109	106	111	105
EUR/Yen	122	130	131	128	130

\* Exchange rate fluctuations had positive impact by 4.0 billion yen on sales and positive impact by 4.9 billion yen on Core operating profit in Q1/FY2018

#### 4. Reconciliation of Full Basis to Core Basis

Unit: B¥

	FY17 APR. - JUN.			FY18 APR. - JUN.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
<b>Sales</b>	<b>322.6</b>	-	<b>322.6</b>	<b>329.1</b>	-	<b>329.1</b>
Cost of sales	79.3	-	79.3	70.7	-	70.7
<b>Gross profit</b>	<b>243.3</b>	-	<b>243.3</b>	<b>258.3</b>	-	<b>258.3</b>
SG&A expenses	112.3	-	112.3	112.9	-	112.9
R&D expenses	56.5	-	56.5	52.1	-	52.1
Amortisation of intangible assets	9.0	-	9.0	9.0	-	9.0
Share of losses of associates and joint ventures	-0.4	-	-0.4	-0.3	-	-0.3
Other income *1	9.7	-9.7	-	4.2	-4.2	-
Other expense *1	31.3	-31.3	-	24.7	-24.7	-
<b>Operating profit</b>	<b>43.5</b>	<b>21.6</b>	<b>65.1</b>	<b>63.5</b>	<b>20.5</b>	<b>84.0</b>
Finance income *2	5.2	-4.7	0.5	1.2	-	1.2
Finance expense *2	0.3	-0.0	0.2	0.2	-	0.2
<b>Profit before tax</b>	<b>48.5</b>	<b>16.9</b>	<b>65.4</b>	<b>64.5</b>	<b>20.5</b>	<b>85.0</b>
Income tax expense	6.0	7.4	13.4	9.9	4.7	14.6
<b>Profit for the period</b>	<b>42.5</b>	<b>9.4</b>	<b>51.9</b>	<b>54.6</b>	<b>15.8</b>	<b>70.4</b>

\*1. "Other income" and "Other expense" are excluded from Full basis results.

"Other income" and "Other expense" include gain/loss on sale and disposal of property, plant and equipment, impairment losses, loss on the restructuring, litigation costs and foreign exchange gains/losses, etc.

\*2. Gain/loss on sale of available-for-sale ("AFS") and impairment losses of AFS included in "Finance income" and "Finance expense" of FY17 are excluded from Full basis results as non-core items.

5. Sales by Region

Unit: B¥

		FY17 APR. - JUN.	FY18 APR. - JUN.	Change	Change (%)
Sales		322.6	329.1	6.5	2.0%
	Japan	114.2	100.2	-14.0	-12.3%
	Ratio to Sales	35.4%	30.4%		
	Americas	101.6	112.9	11.3	11.2%
	Ratio to Sales	31.5%	34.3%		
	EMEA	83.4	90.8	7.4	8.9%
	Ratio to Sales	25.9%	27.6%		
	Asia and Oceania	23.4	25.2	1.8	7.5%
	Ratio to Sales	7.3%	7.7%		

Forecasts		Change from FY17
FY18 Full Year	Change (%)	
1,278.0	-1.7%	
396.8	-5.8%	
31.0%		
424.4	-2.1%	
33.2%		
343.9	0.0%	
26.9%		
112.9	10.7%	
8.8%		

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East and Africa

6. Depreciation/Amortisation

Unit: B¥

		FY17 APR. - JUN.	FY18 APR. - JUN.	Change	Change (%)
Depreciation (PP&E)					
	Consolidated	5.4	5.2	-0.1	-2.4%
Amortisation (Intangible Assets) *					
	Consolidated	10.6	10.9	0.2	2.0%

Forecasts		Change from FY17
FY18 Full Year	Change (%)	
22.0	-0.2%	
40.0	-6.6%	

\* Amortisation (Intangible Assets): Including amortisation of software, etc.

7. Sales of major products

1) Sales of global products

Unit: B¥

	Unit: B¥				Forecasts	
	FY17 APR. - JUN.	FY18 APR. - JUN.	Change	Change (%)	FY18 Full Year	Change from FY17 (%)
XTANDI	67.9	81.2	13.3	19.6%	310.3	5.5%
US	33.4	39.3	5.9	17.7%	142.3	-1.4%
ex-US	34.5	41.9	7.4	21.4%	168.1	12.1%
Japan	6.5	8.5	2.0	31.4%	28.2	8.2%
Americas (ex-US)	2.5	3.2	0.7	29.8%	12.4	10.5%
EMEA	24.4	28.6	4.2	17.4%	119.7	12.2%
Asia and Oceania	1.2	1.5	0.4	31.2%	7.7	31.0%
Eligard	4.4	4.1	-0.3	-6.6%	17.0	2.9%
EMEA	4.3	4.0	-0.3	-7.4%	16.4	1.7%
Asia and Oceania	0.1	0.1	0.0	34.2%	0.6	56.1%
Vesicare	24.6	24.9	0.3	1.4%	96.9	-5.2%
Japan	6.4	6.1	-0.3	-5.3%	22.7	-4.8%
Americas	9.3	9.8	0.4	4.8%	39.5	-4.1%
EMEA	7.5	7.9	0.4	5.8%	29.7	-6.0%
Asia and Oceania	1.3	1.2	-0.2	-12.2%	4.5	-11.2%
Betanis/Myrbetriq/BETMIGA	27.2	34.4	7.2	26.3%	146.2	16.3%
Japan	7.2	8.1	0.8	11.7%	32.0	8.8%
Americas	15.0	19.4	4.4	29.6%	84.7	16.3%
EMEA	3.9	5.3	1.3	33.1%	22.0	20.4%
Asia and Oceania	1.1	1.7	0.6	53.1%	7.5	43.0%
Harnal/Omic	12.1	11.4	-0.7	-5.5%	46.9	-5.4%
Sales by Astellas	11.8	11.0	-0.8	-6.9%	45.8	-3.5%
Japan	2.1	1.5	-0.6	-29.5%	5.1	-31.7%
EMEA	3.8	4.1	0.2	6.2%	15.8	0.1%
Asia and Oceania	5.7	5.2	-0.5	-8.7%	23.8	2.4%
Bulk and Royalties	0.3	0.4	0.1	47.8%	1.1	-47.0%
Prograf	49.4	52.2	2.8	5.7%	190.7	-3.9%
Sales by Astellas	48.1	51.8	3.7	7.8%	188.9	-3.2%
Japan (Including Graceptor)	12.7	12.2	-0.5	-4.0%	46.3	-4.1%
Americas	6.2	6.4	0.1	2.1%	20.1	-21.8%
EMEA	19.6	21.9	2.2	11.4%	76.0	-3.4%
Advagraf	8.6	10.1	1.5	17.0%		
Asia and Oceania	9.5	11.4	1.9	19.9%	46.5	9.3%
Exports to third parties	1.4	0.4	-1.0	-69.8%	1.8	-46.2%
Funguard/MYCAMINE	10.3	8.8	-1.5	-14.7%	34.8	-15.2%
Japan	2.7	1.8	-0.9	-33.1%	7.8	-26.3%
Americas	3.0	2.8	-0.2	-7.7%	9.9	-19.5%
EMEA	2.9	3.1	0.2	5.8%	9.1	-21.5%
Asia and Oceania	1.6	1.1	-0.6	-34.0%	7.9	22.9%

- Sales of products in Japan are shown in a gross sales basis.

- EMEA: Europe, Middle East and Africa

2) Sales of products in Japan

Unit: B¥

	FY17 APR. - JUN.	FY18 APR. - JUN.	Change	Change (%)
<Global products>				
XTANDI	6.5	8.5	2.0	31.4%
Vesicare	6.4	6.1	-0.3	-5.3%
Betanis	7.2	8.1	0.8	11.7%
Harnal	2.1	1.5	-0.6	-29.5%
Prograf (Including Graceptor )	12.7	12.2	-0.5	-4.0%
Funguard	2.7	1.8	-0.9	-33.1%
<Local products in Japan>				
Micardis [Family]	23.1	6.7	-16.4	-71.0%
Micombi	2.4	0.8	-1.6	-66.3%
Micamlo	6.7	2.0	-4.7	-69.5%
Celecox	12.4	12.8	0.4	3.0%
Symbicort	10.2	10.5	0.3	2.9%
Bonoteo	3.5	3.3	-0.2	-4.5%
Geninax	2.3	2.1	-0.2	-8.6%
Vaccines	3.4	3.2	-0.2	-5.6%
Argamate	1.5	1.4	-0.1	-6.3%
Gonax	1.2	1.2	0.0	3.9%
Cimzia	2.2	2.4	0.2	8.1%
Suglat[Family]	2.9	4.9	2.1	71.8%
Sujanu	-	1.5	1.5	-
Repatha	0.3	0.6	0.3	84.0%
Linzees	0.1	0.8	0.7	561.3%
Lipitor	5.4	4.2	-1.2	-22.1%
Myslee	3.5	2.9	-0.6	-17.8%
Seroquel	1.8	1.4	-0.4	-23.0%
Total Rx Sales In Japanese market	106.1	93.0	-13.1	-12.3%

- Sales of products in Japan are shown in a gross Sales basis.

- Sujanu was launched in May 2018.

Forecasts	Change from FY17
FY18 Full Year	Change (%)
28.2	8.2%
22.7	-4.8%
32.0	8.8%
5.1	-31.7%
46.3	-4.1%
7.8	-26.3%

17.7	-61.7%
49.4	2.1%
10.4	-21.7%
8.7	-5.2%
36.8	25.4%
5.3	-7.5%
5.1	9.2%
9.8	8.8%
17.8	52.7%
9.2	562.7%
15.3	-21.9%
10.9	-18.1%
4.5	-27.6%
365.3	-4.7%

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3) Sales of products in Americas and EMEA

Unit: B¥

	FY17 APR. - JUN.	FY18 APR. - JUN.	Change	Change (%)
Tarceva	8.3	5.4	-2.9	-35.3%
(US)	6.2	3.5	-2.7	-43.7%
(ex-US)	2.2	1.9	-0.3	-11.5%
Scan (Americas)	18.7	19.8	1.1	6.0%
AmBisome (Americas)	2.9	3.1	0.2	8.3%
CRESEMBA (Americas)	2.1	3.2	1.1	52.3%

Forecasts	Change from FY17
FY18 Full Year	Change (%)
69.4	-5.7%
11.5	1.2%
10.5	8.8%

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

Americas	FY17 APR. - JUN.	FY18 APR. - JUN.	Change	Change (%)
Sales	914	1,035	121	13.2%
XTANDI	323	390	67	20.8%
US	301	361	60	19.9%
Americas (ex-US)	22	29	7	32.3%
Tarceva	75	49	-26	-34.1%
US	55	32	-24	-42.7%
ex-US	20	18	-2	-9.9%
VESicare	84	90	6	6.8%
Myrbetriq	135	178	43	32.0%
Prograf	56	58	2	4.0%
Scan	168	182	13	8.0%
MYCAMINE	27	25	-2	-6.0%
AmBisome	26	29	3	10.3%
CRESEMBA	19	29	10	55.1%

Forecasts	Change from FY17
FY18 Full Year	Change (%)
4,042	3.4%
1,474	5.0%
1,355	4.0%
119	16.7%
377	1.2%
806	22.8%
191	-17.4%
661	-0.4%
94	-15.1%
109	6.8%
100	14.9%

Unit: M€

EMEA	FY17 APR. - JUN.	FY18 APR. - JUN.	Change	Change (%)
Sales	683	698	16	2.3%
XTANDI	200	220	20	10.3%
Eligard	35	31	-5	-13.0%
Vesicare	61	61	-0	-0.6%
BETMIGA	32	40	8	25.0%
Omnice	34	35	1	2.6%
Sales by Astellas	31	31	-0	-0.2%
Bulk and Royalties	2	3	1	38.9%
Prograf	172	171	-0	-0.3%
Sales by Astellas	161	168	8	4.7%
Advagraf	71	78	7	10.0%
Exports to third parties	11	3	-8	-71.6%
MYCAMINE	24	24	-0	-0.6%

Forecasts	Change from FY17
FY18 Full Year	Change (%)
2,645	-0.2%
921	11.9%
126	1.4%
229	-6.3%
169	20.1%
130	-5.8%
121	-0.2%
9	-47.2%
598	-5.4%
584	-3.6%
14	-46.3%
70	-21.7%

- EMEA: Europe, Middle East and Africa



8.Consolidated statements of financial position

Unit: B¥

	31-Mar-18	30-Jun-18	
	Amount	Amount	Change
<b>Assets</b>	<b>1,858.2</b>	<b>1,866.6</b>	<b>8.3</b>
<b>Non-current assets</b>	<b>1,012.6</b>	<b>1,021.8</b>	<b>9.2</b>
Property, plant and equipment	181.3	179.8	-1.5
Goodwill	213.0	219.2	6.3
Other intangible assets	416.9	409.0	-7.9
Trade and other receivables	25.3	25.6	0.3
Investments in associates and joint ventures	3.1	3.0	-0.1
Deferred tax assets	97.2	95.2	-2.0
Other financial assets	67.4	81.9	14.5
Other non-current assets	8.4	8.1	-0.3
<b>Current assets</b>	<b>845.6</b>	<b>844.7</b>	<b>-0.9</b>
Inventories	147.6	145.6	-2.0
Trade and other receivables	319.5	333.5	14.0
Income tax receivable	8.4	14.8	6.4
Other financial assets	13.5	23.7	10.2
Other current assets	14.4	17.4	2.9
Cash and cash equivalents	331.7	309.7	-22.0
Assets held for sale	10.4	-	-10.4

Unit: B¥

	31-Mar-18	30-Jun-18	
	Amount	Amount	Change
<b>Equity and Liabilities</b>	<b>1,858.2</b>	<b>1,866.6</b>	<b>8.3</b>
<b>Equity</b>	<b>1,268.3</b>	<b>1,275.9</b>	<b>7.6</b>
<b>Equity attributable to owners of the parent</b>	<b>1,268.3</b>	<b>1,275.9</b>	<b>7.6</b>
Share capital	103.0	103.0	-
Capital surplus	177.2	177.1	-0.2
Treasury shares	-136.0	-33.0	103.0
Retained earnings	976.1	864.7	-111.3
Other components of equity	147.9	164.1	16.1
<b>Liabilities</b>	<b>589.9</b>	<b>590.6</b>	<b>0.7</b>
<b>Non-current liabilities</b>	<b>168.3</b>	<b>152.0</b>	<b>-16.3</b>
Trade and other payables	3.5	3.5	-0.0
Deferred tax liabilities	26.4	22.1	-4.3
Retirement benefit liabilities	36.7	36.7	-0.0
Provisions	4.9	4.7	-0.1
Other financial liabilities	49.4	44.7	-4.7
Other non-current liabilities	47.4	40.3	-7.1
<b>Current liabilities</b>	<b>421.6</b>	<b>438.6</b>	<b>17.0</b>
Trade and other payables	140.9	138.1	-2.8
Income tax payable	25.2	22.0	-3.2
Provisions	126.2	39.9	-86.3
Other financial liabilities	7.6	18.5	11.0
Other current liabilities	121.7	220.1	98.4