

## Supplementary Documents [IFRS]

Financial results for the first nine months of the fiscal year 2019 (FY2019)

### Astellas Pharma Inc.

- Q3/FY2019 Financial Results
  - Nine months ended December 31, 2019
  - Three months ended December 31, 2019
- 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.*

Classification of revenue by region

The Company changed its commercial organizational structure at the beginning of FY2019, and its revenue by region is reported based on the new classification; namely Japan, United States, Established Markets, Greater China and International.  
The following table presents the new classification.

Region	Main constitutes of revenue
Japan	Product sales in Japan Licensing revenue for Japan local products
United States	Product sales in United States
Established Markets	Product sales in Europe, Canada, and Australia
Greater China	Product sales in China, Hong Kong, and Taiwan
International	Product sales in Russia, Latin America, Middle East, Africa, South East Asia, South Asia, and, Korea Export sales, etc.
Others	Amortisation of deferred revenue for business transfer, etc. ex-US Tarceva royalty

## [Nine months ended December 31,2019]

### 1. Consolidated Results (Full Basis)

	Unit: B¥				FY18 Full Year	Forecasts	
	FY18 APR. - DEC.	FY19 APR. - DEC.	Change	Change (%)		FY19 Full Year	Change (%)
Revenue	1,005.0	988.5	-16.5	-1.6%	1,306.3	1,256.0	-3.9%
Cost of sales	227.7	221.6	-6.1	-2.7%	292.0		
Ratio to Revenue	22.7%	22.4%			22.4%		
Gross profit	777.3	766.9	-10.4	-1.3%	1,014.3		
SG&A expenses	355.8	353.6	-2.2	-0.6%	490.3		
Ratio to Revenue	35.4%	35.8%			37.5%		
Advertising and Sales Promotion	115.0	126.5	11.4	9.9%	158.1		
Personnel expenses	133.7	129.6	-4.1	-3.0%	182.2		
Other	107.0	97.5	-9.6	-8.9%	150.0		
R&D expenses	150.0	159.8	9.8	6.5%	208.7	216.0	3.5%
Ratio to Revenue	14.9%	16.2%			16.0%	17.2%	
Amortisation of intangible assets	26.5	15.4	-11.0	-41.7%	35.2		
Share of profit (loss) of investments accounted for using equity method	-1.1	-2.2	-1.1	-	-1.6		
Other income	13.1	15.1	1.9	14.8%	14.2		
Gain on sales of property, plant and equipment	3.8	3.9	0.1	3.1%	4.1		
Net foreign exchange gains	-	4.6	4.6	-	0.7		
Gain from remeasurement relating to business combinations	5.9	-	-5.9	-	5.8		
Other expense	47.8	13.4	-34.4	-72.0%	48.8		
Impairment losses	11.4	0.1	-11.3	-99.3%	11.4		
Restructuring costs	18.7	-	-18.7	-	19.3		
Net foreign exchange losses	1.7	-	-1.7	-	-		
Litigation costs	12.2	0.2	-12.0	-98.1%	12.3		
Fair value remeasurements on contingent consideration	2.9	11.9	9.0	307.4%	3.8		
Operating profit	209.4	237.7	28.3	13.5%	243.9	263.0	7.8%
Ratio to Revenue	20.8%	24.0%			18.7%	20.9%	
Finance income	4.4	3.8	-0.5	-12.0%	6.4		
Finance expense	0.9	2.3	1.4	156.5%	1.3		
Profit before tax	212.8	239.2	26.4	12.4%	249.0	263.0	5.6%
Ratio to Revenue	21.2%	24.2%			19.1%	20.9%	
Income tax expense	21.3	49.2	27.9	130.9%	26.7		
Profit	191.5	190.0	-1.5	-0.8%	222.3	210.0	-5.5%
Ratio to Revenue	19.1%	19.2%			17.0%	16.7%	
Comprehensive income	196.2	170.4	-25.8	-13.1%	222.2		

2. Consolidated Results (Core Basis)

		Unit: B¥				Forecasts		Change from FY18
		FY18 APR. - DEC.	FY19 APR. - DEC.	Change	Change (%)	FY18 Full Year	FY19 Full Year	Change (%)
Revenue		1,005.0	988.5	-16.5	-1.6%	1,306.3	1,256.0	-3.9%
Cost of sales		227.7	221.6	-6.1	-2.7%	292.0		
	Ratio to Revenue	22.7%	22.4%			22.4%		
Gross profit		777.3	766.9	-10.4	-1.3%	1,014.3		
SG&A expenses		355.8	353.6	-2.2	-0.6%	490.3		
	Ratio to Revenue	35.4%	35.8%			37.5%		
Advertising and Sales Promotion		115.0	126.5	11.4	9.9%	158.1		
Personnel expenses		133.7	129.6	-4.1	-3.0%	182.2		
Other		107.0	97.5	-9.6	-8.9%	150.0		
R&D expenses		150.0	159.8	9.8	6.5%	208.7	216.0	3.5%
	Ratio to Revenue	14.9%	16.2%			16.0%	17.2%	
Amortisation of intangible assets		26.5	15.4	-11.0	-41.7%	35.2		
Share of profit (loss) of investments accounted for using equity method		-1.1	-2.2	-1.1	-	-1.6		
Operating profit		244.0	235.9	-8.0	-3.3%	278.5	264.0	-5.2%
	Ratio to Revenue	24.3%	23.9%			21.3%	21.0%	
Finance income		4.4	3.8	-0.5	-12.0%	6.3		
Finance expense		0.9	2.3	1.4	156.5%	1.3		
Profit before tax		247.4	237.5	-10.0	-4.0%	283.6		
	Ratio to Revenue	24.6%	24.0%			21.7%		
Income tax expense		29.6	45.6	16.1	54.3%	34.2		
Profit		217.9	191.9	-26.0	-11.9%	249.3	214.0	-14.2%
	Ratio to Revenue	21.7%	19.4%			19.1%	17.0%	

3. Exchange Rate

		Unit: yen				Forecasts	
		FY18 APR. - DEC.Ave.	FY19 APR. - DEC.Ave.	FY18 End	FY19 Q3 End	FY18 Full Year	FY19 Full Year
USD/Yen		111	109	111	110	111	108
EUR/Yen		129	121	125	123	128	120

\* Fx impacts: Revenue -30.6 billion yen and Core operating profit -12.0 billion yen

\* Fx impact on elimination of unrealized gain: COGs ratio -0.2ppt

4. Reconciliation of Full Basis to Core Basis

Unit: B¥

	FY18 APR. - DEC.			FY19 APR. - DEC.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
<b>Revenue</b>	<b>1,005.0</b>	-	<b>1,005.0</b>	<b>988.5</b>	-	<b>988.5</b>
Cost of sales	227.7	-	227.7	221.6	-	221.6
<b>Gross profit</b>	<b>777.3</b>	-	<b>777.3</b>	<b>766.9</b>	-	<b>766.9</b>
SG&A expenses	355.8	-	355.8	353.6	-	353.6
R&D expenses	150.0	-	150.0	159.8	-	159.8
Amortisation of intangible assets	26.5	-	26.5	15.4	-	15.4
Share of profit (loss) of investments accounted for using equity method	-1.1	-	-1.1	-2.2	-	-2.2
Other income *	13.1	-13.1	-	15.1	-15.1	-
Other expense *	47.8	-47.8	-	13.4	-13.4	-
<b>Operating profit</b>	<b>209.4</b>	<b>34.6</b>	<b>244.0</b>	<b>237.7</b>	<b>-1.7</b>	<b>235.9</b>
Finance income	4.4	-	4.4	3.8	-	3.8
Finance expense	0.9	-	0.9	2.3	-	2.3
<b>Profit before tax</b>	<b>212.8</b>	<b>34.6</b>	<b>247.4</b>	<b>239.2</b>	<b>-1.7</b>	<b>237.5</b>
Income tax expense	21.3	8.3	29.6	49.2	-3.5	45.6
<b>Profit</b>	<b>191.5</b>	<b>26.3</b>	<b>217.9</b>	<b>190.0</b>	<b>1.8</b>	<b>191.9</b>

\* "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, restructuring costs, litigation costs and foreign exchange gains/losses, etc.

5. Revenue by Region

Unit: B¥

		FY18 APR. - DEC.	FY19 APR. - DEC.	Change	Change (%)
Revenue		1,005.0	988.5	-16.5	-1.6%
	Japan	291.9	276.2	-15.7	-5.4%
	Ratio to Revenue	29.0%	27.9%		
	United States	321.2	331.9	10.7	3.3%
	Ratio to Revenue	32.0%	33.6%		
	Established Market	228.9	218.0	-10.9	-4.8%
	Ratio to Revenue	22.8%	22.1%		
	Greater China	45.1	44.4	-0.7	-1.5%
	Ratio to Revenue	4.5%	4.5%		
	International	94.6	102.8	8.2	8.7%
	Ratio to Revenue	9.4%	10.4%		
	Others	23.4	15.3	-8.1	-34.7%
	Ratio to Revenue	2.3%	1.5%		

FY18 Full Year
1,306.3
369.5
28.3%
421.6
32.3%
300.0
23.0%
62.4
4.8%
122.7
9.4%
30.2
2.3%

Forecasts		Change from FY18
FY19 Full Year	Change (%)	
1,256.0	-3.9%	
334.9	-9.4%	
26.7%		
427.8	1.5%	
34.1%		
283.8	-5.4%	
22.6%		
62.5	0.1%	
5.0%		
129.1	5.2%	
10.3%		
18.0	-40.6%	
1.4%		

- Established Market: Europe, Canada, Australia

- Greater China: China, Hong Kong, Taiwan

- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

6. Addition to Property, Plant and Equipment

Depreciation/Amortisation

Unit: B¥

		FY18 APR. - DEC.	FY19 APR. - DEC.	Change	Change (%)
Addition to Property, Plant and Equipment					
	Consolidated	20.0	31.9	12.0	59.9%
Depreciation (PP&E)					
	Consolidated	15.8	27.4	11.6	73.1%
Amortisation (Intangible Assets (Including amortisation of software, etc.))					
	Consolidated	31.9	20.9	-11.0	-34.6%

FY18 Full Year
27.7
21.0
42.5

Forecasts		Change from FY18
FY19 Full Year	Change (%)	
44.0	58.6%	
35.0	66.6%	
27.5	-35.2%	

- Addition to Property, Plant and Equipment does not include right-of-use asset.

7. Sales of major products

1) Global

		Unit: B¥				Forecasts		Change from FY18
		FY18 APR. - DEC.	FY19 APR. - DEC.	Change	Change (%)	FY18 Full Year	FY19 Full Year	Change (%)
XTANDI		253.4	297.9	44.5	17.6%	333.1	383.9	15.3%
	United States	126.2	151.9	25.7	20.4%	164.7	195.0	18.4%
	ex-US	127.2	146.0	18.8	14.8%	168.3	189.0	12.3%
	Japan	25.1	27.8	2.7	10.7%	32.3	35.5	9.7%
	Established Market	89.6	99.1	9.6	10.7%	119.0	131.1	10.2%
	Greater China	1.5	1.7	0.2	13.2%	2.2	2.6	21.0%
	International	11.0	17.3	6.4	58.0%	14.8	19.8	33.0%
XOSPATA		0.6	9.8	9.1	-	2.5	13.9	-
	Japan	0.2	2.1	2.0	-	0.6	2.5	-
	United States	0.4	7.5	7.0	-	2.0	11.1	-
	Established Market	-	0.2	0.2	-	-	0.3	-
Betanis/Myrbetriq/BETMIGA		109.9	121.0	11.1	10.1%	147.2	158.8	7.9%
	Japan	24.8	27.5	2.7	11.0%	32.7	34.9	6.8%
	United States	60.0	65.5	5.5	9.2%	80.8	86.8	7.4%
	Established Market	19.1	20.8	1.8	9.3%	25.3	27.1	6.9%
	Greater China	0.9	0.9	0.1	11.3%	1.2	1.4	14.1%
	International	5.2	6.3	1.1	20.0%	7.2	8.6	20.3%
Vesicare		74.4	36.2	-38.2	-51.4%	95.0	42.2	-55.5%
	Japan	17.4	16.1	-1.3	-7.5%	22.3	19.4	-13.0%
	United States	29.8	4.5	-25.3	-84.9%	36.9	3.8	-89.7%
	Established Market	22.5	10.8	-11.6	-51.7%	29.4	13.1	-55.4%
	Greater China	1.4	1.4	0.1	4.2%	1.9	2.0	6.2%
	International	3.4	3.3	-0.1	-3.2%	4.6	4.0	-13.1%
Prograf		150.0	146.2	-3.8	-2.5%	195.7	190.3	-2.8%
	Japan	35.8	34.9	-0.8	-2.4%	45.4	42.7	-6.1%
	United States	11.2	10.9	-0.3	-2.4%	14.0	16.8	19.4%
	Established Market	57.5	51.6	-6.0	-10.4%	74.4	67.0	-10.0%
	Greater China	22.6	23.2	0.6	2.9%	31.3	32.4	3.4%
	International	23.0	25.6	2.6	11.2%	30.5	31.5	3.3%
Harnal/Omnic		35.9	33.3	-2.7	-7.4%	47.4	43.0	-9.3%
Funguard/MYCAMINE		26.7	27.3	0.5	2.0%	34.5	32.6	-5.5%
Eligard		11.5	10.7	-0.8	-7.2%	14.8	13.8	-7.0%

- Sales of products in Japan are shown in a gross sales basis
- EM(Established Market): Europe, Canada, Australia
- Greater China: China, Hong Kong, Taiwan
- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

2) Revenue by region

(1) Japan

Unit: B¥

<Global>	FY18 APR. - DEC.	FY19 APR. - DEC.	Change	Change (%)
XTANDI	25.1	27.8	2.7	10.7%
XOSPATA	0.2	2.1	2.0	-
Betanis	24.8	27.5	2.7	11.0%
Vesicare	17.4	16.1	-1.3	-7.5%
Prograf (Including Gracaptor)	35.8	34.9	-0.8	-2.4%
Harnal	4.1	3.3	-0.8	-19.5%
Funguard	6.1	6.2	0.1	1.2%
<Main products>				
Suglat [Family]	13.4	18.4	5.0	37.3%
Sujanu	3.0	6.8	3.8	125.7%
Repatha	1.9	2.4	0.5	24.7%
Linzess	2.9	4.3	1.4	50.2%
BLINCYTO	0.4	3.5	3.1	-
EVENITY	-	16.5	16.5	-
Celecox	38.8	38.9	0.1	0.1%
Symbicort	32.0	14.1	-17.9	-55.9%
Geninax	6.5	6.3	-0.1	-2.1%
Vaccines	27.0	11.4	-15.7	-58.0%
Gonax	3.7	4.0	0.3	7.9%
Cimzia	7.3	7.2	-0.1	-1.0%
Micardis [Family]	18.2	14.3	-3.9	-21.4%
Bonoteo	7.5	4.9	-2.6	-34.7%
Lipitor	12.1	10.2	-1.9	-15.8%
Myslee	8.5	7.2	-1.3	-14.9%
Total Rx Sales In Japanese market	288.9	273.8	-15.0	-5.2%

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

	FY18 Full Year	Forecasts FY19 Full Year	Change from FY18 Change (%)
	32.3	35.5	9.7%
	0.6	2.5	-
	32.7	34.9	6.8%
	22.3	19.4	-13.0%
	45.4	42.7	-6.1%
	5.2	3.9	-23.7%
	7.6	6.7	-11.5%
	17.8	24.4	36.9%
	4.4		
	2.5		
	3.9	5.4	38.3%
	1.1		
	0.6		
	49.4	49.6	0.4%
	41.2		
	8.4	8.2	-2.7%
	29.8	11.2	-62.6%
	4.8	4.9	3.9%
	9.4	9.2	-2.4%
	22.6	17.2	-23.9%
	9.0	5.9	-34.7%
	15.2	12.3	-18.6%
	10.7	8.8	-17.9%
	366.2	331.7	-9.4%



## (2) United States

Unit: M\$

	FY18 APR. - DEC.	FY19 APR. - DEC.	Change	Change (%)
Revenue	2,890	3,054	164	5.7%
XTANDI	1,135	1,398	262	23.1%
XOSPATA	4	69	65	-
Myrbetriq	540	602	63	11.7%
VESicare	268	41	-226	-84.5%
Prograf	101	101	-0	-0.1%
MYCAMINE	73	80	8	10.6%
AmBisome	86	86	-1	-0.6%
CRESEMBA	88	116	27	31.0%
Scan	513	536	23	4.5%
Tarceva	82	26	-57	-68.9%

FY18 Full Year
3,801
1,485
18
728
333
127
97
110
119
690
95

Forecasts		Change from FY18
FY19 Full Year	Change (%)	
3,949	3.9%	
1,800	21.2%	
102	-	
801	10.0%	
35	-89.5%	
155	22.2%	
99	2.3%	
111	0.8%	
143	20.2%	
679	-1.6%	

## (3) Established Market

Unit: M€

	FY18 APR. - DEC.	FY19 APR. - DEC.	Change	Change (%)
Revenue	1,768	1,801	33	1.9%
XTANDI	692	819	127	18.4%
XOSPATA	-	1	-	-
BETMIGA	147	172	25	16.9%
Vesicare	174	90	-84	-48.4%
Prograf	444	426	-18	-4.1%
Omnice	53	53	-0	-0.7%
MYCAMINE	47	43	-4	-8.0%
Eligard	78	73	-5	-6.7%

FY18 Full Year
2,336
926
-
197
229
580
71
60
102

Forecasts		Change from FY18
FY19 Full Year	Change (%)	
2,370	1.5%	
1,095	18.2%	
3	-	
226	14.7%	
109	-52.1%	
559	-3.5%	
68	-4.0%	
53	-11.2%	
94	-7.3%	

- Established Market: Europe, Canada, Australia

## (4) Greater China

Unit: B¥

	FY18 APR. - DEC.	FY19 APR. - DEC.	Change	Change (%)
Revenue	45.1	44.4	-0.7	-1.5%
XTANDI	1.5	1.7	0.2	13.2%
BETMIGA	0.9	0.9	0.1	11.3%
Vesicare	1.4	1.4	0.1	4.2%
Prograf	22.6	23.2	0.6	2.9%
Harnal	11.1	10.2	-0.9	-8.2%
MYCAMINE	2.5	3.0	0.5	18.4%
Eligard	0.2	0.2	0.0	20.1%
Feburic	1.9	1.9	0.0	1.8%

- Greater China: China, Hong Kong, Taiwan

FY18 Full Year
62.4
2.2
1.2
1.9
31.3
15.2
3.6
0.3
2.5

Forecasts		Change from FY18
FY19 Full Year	Change (%)	
62.5	0.1%	
2.6	21.0%	
1.4	14.1%	
2.0	6.2%	
32.4	3.4%	
14.7	-3.2%	
3.6	0.3%	
0.3	18.4%	
3.0	21.8%	

## (5) International

Unit: B¥

	FY18 APR. - DEC.	FY19 APR. - DEC.	Change	Change (%)
Revenue	94.6	102.8	8.2	8.7%
XTANDI	11.0	17.3	6.4	58.0%
BETMIGA	5.2	6.3	1.1	20.0%
Vesicare	3.4	3.3	-0.1	-3.2%
Prograf	23.0	25.6	2.6	11.2%
Harnal	13.9	13.4	-0.5	-3.6%
MYCAMINE	3.9	4.1	0.2	5.0%

- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

FY18 Full Year
122.7
14.8
7.2
4.6
30.5
18.0
4.9

Forecasts		Change from FY18
FY19 Full Year	Change (%)	
129.1	5.2%	
19.8	33.0%	
8.6	20.3%	
4.0	-13.1%	
31.5	3.3%	
16.3	-9.6%	
5.2	6.2%	

8. Consolidated statements of financial position

Unit: B¥

	FY18 End	FY19 Q3 End	Change
<b>Assets</b>	<b>1,897.6</b>	<b>1,989.8</b>	<b>92.1</b>
<b>Non-current assets</b>	<b>1,040.5</b>	<b>1,155.6</b>	<b>115.1</b>
Property, plant and equipment	173.5	260.9	87.4
Goodwill	225.9	226.9	1.1
Intangible assets	429.7	455.4	25.7
Trade and other receivables	25.2	33.4	8.2
Investments accounted for using equity method	3.7	3.6	-0.0
Deferred tax assets	93.0	84.9	-8.0
Other financial assets	81.5	81.5	0.0
Other non-current assets	8.1	9.0	0.8
<b>Current assets</b>	<b>857.2</b>	<b>834.1</b>	<b>-23.0</b>
Inventories	151.5	149.3	-2.2
Trade and other receivables	342.6	366.9	24.3
Income tax receivable	20.1	16.8	-3.4
Other financial assets	2.6	4.5	1.9
Other current assets	25.1	19.0	-6.0
Cash and cash equivalents	311.1	277.6	-33.5
Assets held for sale	4.1	-	-4.1

Unit: B¥

	FY18 End	FY19 Q3 End	Change
<b>Equity and Liabilities</b>	<b>1,897.6</b>	<b>1,989.8</b>	<b>92.1</b>
<b>Equity</b>	<b>1,258.4</b>	<b>1,317.4</b>	<b>59.0</b>
<b>Equity attributable to owners of the parent</b>	<b>1,258.4</b>	<b>1,317.4</b>	<b>59.0</b>
Share capital	103.0	103.0	-
Capital surplus	177.3	177.3	-0.0
Treasury shares	-164.6	-42.4	122.2
Retained earnings	992.0	949.9	-42.1
Other components of equity	150.8	129.7	-21.0
<b>Liabilities</b>	<b>639.3</b>	<b>672.3</b>	<b>33.1</b>
<b>Non-current liabilities</b>	<b>141.6</b>	<b>206.3</b>	<b>64.7</b>
Trade and other payables	1.6	3.2	1.6
Deferred tax liabilities	5.2	5.1	-0.1
Retirement benefit liabilities	40.2	40.2	0.1
Provisions	5.4	3.1	-2.3
Other financial liabilities	52.9	125.8	72.9
Other non-current liabilities	36.4	28.9	-7.5
<b>Current liabilities</b>	<b>497.7</b>	<b>466.1</b>	<b>-31.6</b>
Trade and other payables	185.3	139.9	-45.4
Income tax payable	17.6	27.5	9.9
Provisions	22.8	11.8	-11.0
Other financial liabilities	14.1	33.5	19.4
Other current liabilities	255.9	253.4	-2.5
Liabilities directly associated with assets held for sale	1.9	-	-1.9

## [Three months ended December 31, 2019]

### 1. Consolidated Results (Full Basis)

Unit: B¥

	FY19					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	334.1	1.5%	316.3	-0.5%	338.1	-5.6%
Cost of sales	70.5	-0.3%	68.4	-6.1%	82.8	-1.7%
Ratio to Revenue	21.1%		21.6%		24.5%	
Gross profit	263.6	2.0%	248.0	1.1%	255.3	-6.7%
SG&A expenses	117.5	4.1%	108.6	-8.5%	127.5	2.6%
Ratio to Revenue	35.2%		34.3%		37.7%	
Advertising and Sales Promotion	41.3	12.2%	40.3	9.3%	44.8	8.5%
Personnel expenses	43.6	-1.8%	42.8	-4.6%	43.3	-2.7%
Other	32.6	2.9%	25.5	-30.9%	39.4	2.4%
R&D expenses	53.5	2.6%	51.5	8.5%	54.8	8.7%
Ratio to Revenue	16.0%		16.3%		16.2%	
Amortisation of intangible assets	7.2	-20.6%	4.0	-53.4%	4.2	-52.0%
Share of profit (loss) of investments accounted for using equity method	-0.7	-	-0.7	-	-0.8	-
Other income	4.5	6.7%	2.7	494.9%	7.8	-22.3%
Gain on sales of property, plant and equipment	0.0	-	0.0	-	3.9	-
Net foreign exchange gains	0.5	-	1.4	-	2.7	63.3%
Other expense	12.2	-50.8%	0.8	-88.7%	0.4	-97.9%
Fair value remeasurements on contingent consideration	11.4	-	0.5	470.0%	0.1	-98.0%
Operating profit	77.1	21.3%	85.1	34.5%	75.5	-8.6%
Ratio to Revenue	23.1%		26.9%		22.3%	
Finance income	0.8	-34.3%	0.6	-39.4%	2.5	10.9%
Finance expense	1.3	504.1%	0.6	45.0%	0.4	42.8%
Profit before tax	76.5	18.7%	85.1	33.3%	77.6	-8.2%
Ratio to Revenue	22.9%		26.9%		23.0%	
Income tax expense	18.0	81.3%	15.0	3.8%	16.1	-613.2%
Profit	58.5	7.3%	70.0	42.0%	61.5	-29.9%
Ratio to Revenue	17.5%		22.1%		18.2%	
Comprehensive income	27.0	-61.8%	47.5	-40.1%	95.8	108.5%

2. Consolidated Results (Core Basis)

Unit: B¥

		FY19					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue		334.1	1.5%	316.3	-0.5%	338.1	-5.6%
Cost of sales		70.5	-0.3%	68.4	-6.1%	82.8	-1.7%
	Ratio to Revenue	21.1%		21.6%		24.5%	
Gross profit		263.6	2.0%	248.0	1.1%	255.3	-6.7%
SG&A expenses		117.5	4.1%	108.6	-8.5%	127.5	2.6%
	Ratio to Revenue	35.2%		34.3%		37.7%	
Advertising and Sales Promotion		41.3	12.2%	40.3	9.3%	44.8	8.5%
Personnel expenses		43.6	-1.8%	42.8	-4.6%	43.3	-2.7%
Other		32.6	2.9%	25.5	-30.9%	39.4	2.4%
R&D expenses		53.5	2.6%	51.5	8.5%	54.8	8.7%
	Ratio to Revenue	16.0%		16.3%		16.2%	
Amortisation of intangible assets		7.2	-20.6%	4.0	-53.4%	4.2	-52.0%
Share of profit (loss) of investments accounted for using equity method		-0.7	-	-0.7	-	-0.8	-
Operating profit		84.7	0.8%	83.2	18.6%	68.0	-24.3%
	Ratio to Revenue	25.4%		26.3%		20.1%	
Finance income		0.8	-34.2%	0.6	-39.4%	2.5	11.0%
Finance expense		1.3	504.1%	0.6	45.0%	0.4	42.8%
Profit before Tax		84.2	-0.9%	83.2	17.7%	70.1	-23.6%
	Ratio to Revenue	25.2%		26.3%		20.7%	
Income tax expense		17.1	16.7%	14.4	-11.5%	14.2	-1197.9%
Profit		67.1	-4.6%	68.8	26.4%	55.9	-39.9%
	Ratio to Revenue	20.1%		21.7%		16.5%	

3. Revenue by Region (FY2019 Forecast)

Unit: B¥

		FY19					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue		334.1	1.5%	316.3	-0.5%	338.1	-5.6%
	Japan	98.5	4.6%	84.9	-2.0%	92.8	-16.5%
		Ratio to Revenue	29.5%	26.8%	27.5%		
	United States	105.3	2.5%	111.4	5.9%	115.1	1.7%
		Ratio to Revenue	31.5%	35.2%	34.1%		
	Established Market	75.8	-1.4%	71.0	-2.4%	71.2	-10.2%
		Ratio to Revenue	22.7%	22.4%	21.1%		
	Greater China	14.7	7.4%	14.7	-5.9%	14.9	-5.1%
		Ratio to Revenue	4.4%	4.6%	4.4%		
	International	34.2	6.6%	29.1	-6.2%	39.5	25.6%
		Ratio to Revenue	10.2%	9.2%	11.7%		
	Others	5.6	-41.0%	5.3	-23.2%	4.4	-37.4%
		Ratio to Revenue	1.7%	1.7%	1.3%		

- Established Market: Europe, Canada, Australia

- Greater China: China, Hong Kong, Taiwan

- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

4. Addition to Property, Plant and Equipment  
Depreciation/Amortisation

Unit: B¥

		FY19					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Addition to Property, Plant and Equipment							
	Consolidated	12.6	103.6%	9.9	28.6%	9.4	55.0%
Depreciation (PP&E)							
	Consolidated	8.0	53.5%	8.3	54.8%	11.1	110.9%
Amortisation (Intangible Assets (Including amortisation of software, etc.))							
	Consolidated	9.0	-17.2%	5.9	-43.7%	6.0	-43.3%

- Addition to Property, Plant and Equipment does not include right-of-use asset.

5. Sales of major products

1) Global

Unit: B¥

		FY19					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI		96.0	18.2%	99.0	19.6%	102.9	15.1%
	United States	46.9	19.3%	51.8	23.1%	53.2	18.7%
	ex-US	49.1	17.3%	47.2	16.0%	49.7	11.4%
	Japan	9.3	9.2%	9.4	13.9%	9.1	9.1%
	Established Market	33.6	14.5%	32.5	12.5%	33.1	5.5%
	Greater China	0.5	24.1%	0.5	-7.0%	0.7	23.5%
	International	5.7	58.7%	4.8	58.3%	6.8	57.2%
XOSPATA		2.5	-	3.3	-	4.0	-
	Japan	0.6	-	0.7	-	0.9	-
	United States	1.9	-	2.6	-	3.0	-
	Established Market	-	-	-	-	0.2	-
Betanis/Myrbetriq/BETMIGA		39.9	16.1%	38.9	13.6%	42.2	2.3%
	Japan	9.4	16.6%	8.5	13.2%	9.6	4.1%
	United States	21.3	16.4%	21.2	13.0%	23.0	0.3%
	Established Market	6.8	9.6%	6.9	13.4%	7.2	5.4%
	Greater China	0.4	52.0%	0.3	2.2%	0.3	-12.7%
	International	2.1	29.2%	2.0	25.5%	2.2	8.2%
Vesicare		13.6	-45.6%	11.5	-50.4%	11.1	-57.8%
	Japan	5.7	-5.3%	4.8	-7.2%	5.5	-9.9%
	United States	0.2	-97.8%	2.5	-72.7%	1.8	-83.9%
	Established Market	6.1	-22.4%	2.6	-63.7%	2.2	-71.0%
	Greater China	0.5	14.6%	0.5	0.7%	0.5	-1.6%
	International	1.1	-6.6%	1.1	-7.6%	1.1	5.2%
Prograf		50.4	-3.4%	45.7	-5.0%	50.0	0.8%
	Japan	12.2	0.2%	10.7	-4.8%	12.0	-2.7%
	United States	3.2	-15.9%	3.8	-2.8%	3.9	13.1%
	Established Market	17.7	-10.1%	16.7	-7.0%	17.2	-13.6%
	Greater China	7.7	13.2%	7.8	-1.8%	7.7	-1.4%
	International	9.6	-1.0%	6.8	-5.5%	9.2	50.1%
Harnal/Omnic		10.9	-4.7%	11.3	-6.2%	11.1	-11.0%
Funguard/MYCAMINE		9.0	3.2%	8.7	-7.6%	9.5	11.3%
Eligard		3.6	-11.7%	3.2	-6.2%	3.8	-3.2%

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

- Established Market: Europe, Canada, Australia

- Greater China: China, Hong Kong, Taiwan

- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

2) Revenue by region

(1) Japan

Unit: B¥

<Global>	FY19					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI	9.3	9.2%	9.4	13.9%	9.1	9.1%
XOSPATA	0.6	-	0.7	-	0.9	-
Betanis	9.4	16.6%	8.5	13.2%	9.6	4.1%
Vesicare	5.7	-5.3%	4.8	-7.2%	5.5	-9.9%
Prograf (Including Graceptor )	12.2	0.2%	10.7	-4.8%	12.0	-2.7%
Harnal	1.2	-17.2%	1.0	-19.8%	1.1	-21.7%
Funguard	2.0	9.5%	1.9	-25.4%	2.2	32.8%
<Main products>						
Suglat [Family]	6.0	22.2%	5.7	63.4%	6.7	34.1%
Sujanu	2.1	43.9%	2.1	811.5%	2.6	96.7%
Repatha	0.8	30.1%	0.7	21.4%	0.9	23.0%
Linzess	1.4	76.4%	1.3	59.0%	1.6	27.7%
BLINCYTO	1.0	-	1.1	-	1.3	231.9%
EVENITY	3.5	-	6.0	-	7.0	-
Celecox	13.1	2.2%	13.1	6.5%	12.6	-7.5%
Symbicort	11.0	4.0%	3.2	-64.2%	-0.0	-100.1%
Geninax	2.2	5.4%	1.8	17.3%	2.3	-18.7%
Vaccines	3.3	2.9%	1.9	-64.2%	6.2	-66.6%
Gonax	1.3	8.8%	1.3	9.2%	1.4	5.9%
Cimzia	2.4	1.6%	2.3	-1.5%	2.5	-3.1%
Micardis [Family]	5.3	-21.2%	4.3	-20.9%	4.7	-21.9%
Bonoteo	1.8	-46.2%	1.5	-25.6%	1.6	-25.5%
Lipitor	3.7	-12.6%	3.2	-16.0%	3.3	-18.9%
Myslee	2.5	-11.9%	2.3	-15.9%	2.4	-16.9%
Total Rx Sales In Japanese market	97.9	5.3%	84.4	-1.6%	91.5	-16.9%

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



## (2) United States

Unit: M\$

		FY19					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue		958	1.7%	1,037	9.9%	1,059	5.5%
	XTANDI	427	18.4%	481	27.5%	489	23.2%
	XOSPATA	17	-	24	-	28	-
	Myrbetriq	194	15.5%	197	17.3%	211	3.9%
	Vesicare	2	-97.8%	23	-72.0%	16	-83.3%
	Prograf	29	-16.6%	35	0.8%	36	17.7%
	MYCAMINE	26	19.0%	28	15.8%	26	-1.3%
	Ambisome	27	-1.2%	29	-0.1%	30	-0.7%
	CRESEMBA	37	27.7%	35	25.5%	44	38.7%
	Scan	185	1.7%	179	4.6%	172	7.6%
	Tarceva	15	-54.0%	5	-83.9%	6	-70.9%

## (3) Established Market

Unit: M€

		FY19					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue		613	3.8%	595	6.0%	592	-3.8%
	XTANDI	272	20.6%	272	22.2%	275	13.0%
	XOSPATA	-	-	-	-	1	-
	BETMIGA	55	15.4%	58	23.1%	60	12.8%
	Vesicare	49	-18.3%	22	-59.8%	18	-68.7%
	Prograf	143	-5.3%	140	1.1%	143	-7.5%
	Omnice	17	-2.2%	17	-2.0%	19	1.8%
	MYCAMINE	15	-11.2%	15	-0.7%	13	-11.8%
	Eligard	25	-8.3%	23	-6.1%	26	-5.7%

- Established Market: Europe, Canada, Australia

## (4) Greater China

Unit: B¥

		FY19					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue		14.7	7.4%	14.7	-5.9%	14.9	-5.1%
	XTANDI	0.5	24.1%	0.5	-7.0%	0.7	23.5%
	BETMIGA	0.4	52.0%	0.3	2.2%	0.3	-12.7%
	Vesicare	0.5	14.6%	0.5	0.7%	0.5	-1.6%
	Prograf	7.7	13.2%	7.8	-1.8%	7.7	-1.4%
	Harnal	3.3	3.0%	3.5	-5.6%	3.3	-19.1%
	MYCAMINE	0.9	10.9%	0.8	-15.8%	1.3	64.0%
	Eligard	0.1	21.1%	0.1	20.8%	0.1	18.7%
	Feburic	0.6	-2.4%	0.7	5.2%	0.6	2.5%

- Greater China: China, Hong Kong, Taiwan

## (5) International

Unit: B¥

		FY19					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue		34.2	6.6%	29.1	-6.2%	39.5	25.6%
	XTANDI	5.7	58.7%	4.8	58.3%	6.8	57.2%
	BETMIGA	2.1	29.2%	2.0	25.5%	2.2	8.2%
	Vesicare	1.1	-6.6%	1.1	-7.6%	1.1	5.2%
	Prograf	9.6	-1.0%	6.8	-5.5%	9.2	50.1%
	Harnal	4.3	-4.8%	4.7	-2.1%	4.4	-4.0%
	MYCAMINE	1.4	-7.9%	1.2	-5.0%	1.5	33.4%

- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

## R&D Pipeline

The list shows the development status in the target diseases for which we aim to obtain approval in Japan, the United States, Europe and/or China.

As of Jan 2020

Underlined items indicate changes from the previous announcement on Oct 31, 2019.

### Key post-POC projects and projects to maximize their VALUE (1/2)

Therapeutic Area	Generic Name Code No. (Brand Name)	Modality / Technology	Classification	Target Disease	Phase *	Dosage Form	Licensor **	Remarks
Oncology	enzalutamide MDV3100 (XTANDI®)	Small molecule	Androgen receptor inhibitor	Metastatic castration-resistant prostate cancer	<u>China</u> <u>Approved (Nov 2019)</u>	Oral	Pfizer	
				Non-metastatic castration-resistant prostate cancer	China Filed (Oct 2019)			
				Metastatic castration-sensitive prostate cancer	<u>US</u> <u>Approved (Dec 2019)</u> Europe Filed (Jul 2019) Japan Filed (Jul 2019) China P-III			
				Non-metastatic castration-sensitive prostate cancer	P-III			
	gilteritinib ASP2215 (XOSPATA®)	Small molecule	FLT3 inhibitor	Relapsed or refractory acute myeloid leukemia	China P-III	Oral	In-house	
				Post-chemotherapy maintenance acute myeloid leukemia	P-III			
				Post-hematopoietic stem cell transplant maintenance acute myeloid leukemia	P-III			
				Newly diagnosed acute myeloid leukemia with low intensity induction of chemotherapy	P-III			
				Newly diagnosed acute myeloid leukemia with high intensity induction of chemotherapy	P-III			
	enfortumab vedotin ASG-22ME (PADCEV®)	Antibody-drug conjugate (ADC)	Nectin-4 targeted ADC	Locally advanced or metastatic urothelial cancer, PD-1/PD-L1 inhibitor and platinum-containing chemotherapy pretreated	<u>US</u> <u>Approved (Dec 2019)</u> Europe P-III Japan P-III	Injection	In-house [Co-development with Seattle Genetics]	
				<u>Metastatic urothelial cancer, previously untreated (first line)</u>	<u>P-III</u>			
				Metastatic urothelial cancer, PD-1/PD-L1 inhibitor pretreated	P-II			
				<u>Other cancers</u>	<u>P-II</u>			
zolbetuximab IMAB362	Antibody	Anti-Claudin 18.2 monoclonal antibody	Gastric and gastroesophageal junction adenocarcinoma	P-III	Injection	In-house (Ganymed)		
			Pancreatic adenocarcinoma	P-II				

**Key post-POC projects and projects to maximize their VALUE (2/2)**

Therapeutic Area	Generic Name Code No. (Brand Name)	Modality / Technology	Classification	Target Disease	Phase *	Dosage Form	Licensors **	Remarks
Urology and Nephrology	roxadustat ASP1517/FG-4592	Small molecule	HIF-PH inhibitor	Anemia associated with chronic kidney disease in patients on dialysis	Europe P-III	Oral	FibroGen	Astellas has rights in Japan, Europe, the Commonwealth of Independent States, the Middle East, and South Africa.
				Anemia associated with chronic kidney disease in patients not on dialysis	Japan Filed (Jan 2020) Europe P-III			
				Chemotherapy-induced anemia	P-II			
Others	fezolinetant ESN364	Small molecule	NK3 receptor antagonist	Menopause-related vasomotor symptoms	P-III	Oral	In-house (Ogeda)	

\* Compounds are developed globally unless noted. The list shows the most advanced stage if the stages are different depending on the region. The list specifies the area if the compound is developed in limited areas.

\*\* Compounds with "In-house" in this column include ones discovered by collaborative research.

**Updates from the previous announcement (Oct 2019):**

**gilteritinib (ASP2215):** Removed the description of the approval in EU for FLT3 mutation positive relapsed or refractory acute myeloid leukemia in Oct 2019.

**roxadustat (ASP1517/FG-4592):** Removed the description of the approval in Japan for anemia associated with chronic kidney disease in patients on dialysis in Sep 2019. Filed in Japan for anemia associated with chronic kidney disease in patients not on dialysis in Jan 2020.

**enzalutamide (MDV3100):** Approved in China for metastatic castration-resistant prostate cancer in Nov 2019 and in US for metastatic castration-sensitive prostate cancer in Dec 2019.

**enfortumab vedotin (ASG-22ME):** Approved in US for locally advanced or metastatic urothelial cancer in patients who have received prior treatment with a PD-1/PD-L1 inhibitor and platinum-containing chemotherapy in Dec 2019. Clinical development for metastatic urothelial cancer in patients who are previously untreated (first line) has been progressed to Phase 3 and for other cancers to Phase 2.

Projects with Focus Area approach (1/2)

Target (Biology)	Generic Name Code No. (Brand Name)	Modality / Technology	Therapeutic Area	Classification	Target Disease	Phase *	Dosage Form	Licensor **	Remarks
Immunology	ASP8374/PTZ-201	Antibody	Oncology	Anti-TIGIT antibody	Cancer	P-I	Injection	In-house (Potenza Therapeutics)	
	ASP1948/PTZ-329	Antibody	Oncology	Anti-NRP1 antibody	Cancer	P-I	Injection	In-house (Potenza Therapeutics)	
	ASP1951/PTZ-522	Antibody	Oncology	GITR agonistic antibody	Cancer	P-I	Injection	In-house (Potenza Therapeutics)	
	ASP9801	Oncolytic virus	Oncology	Oncolytic virus carrying IL-7 and IL-12	Cancer	P-I	Injection	Tottori University [Discovered through collaborative research]	
	ASP7517	Cell therapy (artificial adjuvant vector cells)	Oncology	WT1 loaded artificial adjuvant vector cell	Cancer	P-I	Injection	RIKEN [Discovered through collaborative research]	
Regeneration	ASP7317	Cell therapy	Ophthalmology	Retinal pigment epithelium cells	Dry age-related macular degeneration, Stargardt's disease	P-II	Injection	In-house (Astellas Institute for Regenerative Medicine)	
	FX-322	Small molecule	Otology	Inner ear progenitor cell activator (combination of GSK-3 inhibitor and HDAC inhibitor)	Sensorineural hearing loss	P-II	Injection	Frequency Therapeutics	Astellas has rights in Ex-US markets
	ASP0598	Recombinant protein	Otology	Recombinant human heparin-binding epidermal growth factor-like growth factor	Chronic tympanic membrane perforation	P-I	Topical	Auration Biotech	
Antigen-specific immunomodulation (ASIM)	ASP3772	Next generation vaccine (MAPS technology)	Infectious disease	Pneumococcal vaccine based on a multiple antigen-presenting system (MAPS) platform	Prevention of pneumococcal disease	P-II	Injection	Affinivax	
	ASP0892	Next generation vaccine (LAMP-Vax technology)	Immunology		Peanut allergy	P-I	Injection	Immunomic Therapeutics	
	ASP2390	New generation vaccine (LAMP-Vax technology)	Immunology		House dust mite-induced allergic rhinitis	P-I	Injection	Immunomic Therapeutics [Discovered through collaborative research]	

**Projects with Focus Area approach (2/2)**

Target (Biology)	Generic Name Code No. (Brand Name)	Modality / Technology	Therapeutic Area	Classification	Target Disease	Phase *	Dosage Form	Licensor **	Remarks
Mitochondria	ASP1128/MA-0217	Small molecule	Nephrology	PPAR $\delta$ modulator	Acute kidney injury	P-II	Injection	In-house (Mitobridge)	
	ASP0367/MA-0211	Small molecule	Muscle disease		Duchenne muscular dystrophy	P-I	Oral	In-house (Mitobridge)	
Genetic regulation	resamirigene bilparvovec AT132	Gene therapy (AAV-based gene therapy)	Muscle disease	MTM1 gene replacement to express myotubularin	X-linked myotubular myopathy	P-II	Injection	In-house (Audentes)	
Others	reldesemtiv CK-2127107	Small molecule	Muscle disease	Fast skeletal muscle troponin activator	Spinal muscular atrophy	P-II	Oral	Cytokinetics	
					Amyotrophic lateral sclerosis	P-II			

\* Compounds are developed globally unless noted. The list shows the most advanced stage if the stages are different depending on the region. The list specifies the area if the compound is developed in limited areas.

\*\* Compounds with "In-house" in this column include ones discovered by collaborative research.

**Updates from the previous announcement (Oct 2019):**

**resamirigene bilparvovec (AT132):** Added a Phase 2 program for X-linked myotubular myopathy.

**ASP0598:** Entered into Phase 1 for chronic tympanic membrane perforation.

**ASP2390:** Entered into Phase 1 for house dust mite-induced allergic rhinitis.

## Others

Therapeutic Area	Generic Name Code No. (Brand Name)	Modality / Technology	Classification	Target Disease	Phase *	Dosage Form	Licensor **	Remarks
Oncology	ASP1650	Antibody	Anti-Claudin 6 monoclonal antibody	Testicular cancer	P-II	Injection	In-house (Ganymed)	
	ASP1235/AGS62P1	Antibody-drug conjugate (ADC)		Acute myeloid leukemia	P-I	Injection	In-house [ADC technology, EuCODE license from Ambrx]	
Urology and Nephrology	solifenacin YM905	Small molecule	Muscarine M <sub>3</sub> receptor antagonist	Neurogenic detrusor overactivity in pediatric patients	US Filed (Feb 2017)	Oral	In-house	
	mirabegron YM178	Small molecule	β <sub>3</sub> receptor agonist	Overactive bladder and neurogenic detrusor overactivity in pediatric patients	P-III	Oral	In-house	
	ASP8302	Small molecule	Muscarine M <sub>3</sub> receptor positive allosteric modulator	Underactive bladder	P-II	Oral	In-house	
Immunology	peficitinib ASP015K	Small molecule	JAK inhibitor	Rheumatoid arthritis	China P-III	Oral	In-house	
	bleseelumab ASKP1240	Antibody	Anti-CD40 monoclonal antibody	Recurrence of focal segmental glomerulosclerosis in de novo kidney transplant recipients	P-II	Injection	Kyowa Kirin	
	ASP1617	Small molecule		Systemic lupus erythematosus	P-I	Oral	In-house	
Others	fidaxomicin	Small molecule	Macrocyclic antibiotic	<i>Clostridium difficile</i> infection in pediatric patients	Europe Filed (Jan 2019)	Oral	Merck	
	micalfungin	Small molecule	Echinocandin antifungal	Invasive candidiasis in neonates and young infants less than 120 days of life	US Approved (Dec 2019)	Injection	In-house	
	isavuconazole	Small molecule	Azole antifungal	Invasive aspergillosis and mucormycosis in pediatric patients	US P-II	Injection	Basilea	
	ASP0819	Small molecule	Ca <sup>2+</sup> activated K <sup>+</sup> channel opener	Fibromyalgia	P-II	Oral	In-house	
	ASP4345	Small molecule	Dopamine D <sub>1</sub> receptor positive allosteric modulator	Cognitive impairment associated with schizophrenia	P-II	Oral	In-house	
	ASP8062	Small molecule	GABA <sub>B</sub> receptor positive allosteric modulator	Substance use disorders	P-I	Oral	In-house	

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\*\* Compounds with "In-house" in this column include ones discovered by collaborative research.

### Update from the previous announcement (Oct 2019):

**micalfungin:** Approved in US for invasive candidiasis in neonates and young infants less than 120 days of life in Dec 2019.

**MucoRice CTB:** Discontinued the development for prophylaxis of diarrhea caused by *Vibrio cholerae*, because it is difficult to continue Phase 1 study and conduct the next phase due to the lack of sufficient and stable supply of the drug substance.

Underlined items indicate changes from the previous announcement on October 31, 2019.

Patient Journey	New Technology	Content	Code Number/ Program Name	Business Concept	Status	Partner
			Prevention/Therapy	Gamification	Digital healthcare solutions using gamification	Smartphone application
Prevention/Therapy	<u>Digital application</u>	<u>Digital healthcare applications for mobile devices</u>	<u>BlueStar</u>	<u>Digital therapeutics for adults with diabetes</u>	<u>Entered into a strategic alliance</u>	<u>Welldoc, Inc.</u>
Therapy support	Fluorescence	Image-guided precision surgery	ASP5354	Precision surgery-guide enabling identification of ureter in hysterectomy etc.	<u>P- II</u>	
Diagnosis/Therapy	Ultra-small implantable medical devices	Biosensing and treatment measures using ultra-small implantable medical devices				iota Biosciences, Inc.
Diagnosis/Therapy	Radioisotope	Theranostics using antibody with radioisotope label				