

Supplementary Documents [IFRS]

Financial results for the first six months of the fiscal year 2021 (FY2021)

Astellas Pharma Inc.

- Q2/FY2021 Financial Results
 - Six months ended September 30, 2021
 - Three months ended September 30, 2021
- 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.

[Six months ended September 30, 2021]

1. Consolidated Results (Full Basis)

	Unit: B¥				Change (%)	FY20 Full Year	Previous Forecasts Full Year	Latest Forecasts Full Year	Change from FY20 (%)
	FY20 APR. - SEP.	FY21 APR. - SEP.	Change	Change (%)					
Revenue	615.5	651.7	36.2	5.9%	1,249.5	1,323.0	1,323.0	5.9%	
Cost of sales	119.5	124.7	5.2	4.3%	246.1				
Ratio to Revenue	19.4%	19.1%			19.7%				
Gross profit	495.9	526.9	31.0	6.3%	1,003.5				
SG&A expenses	242.1	270.5	28.4	11.7%	504.3	541.0	541.0	7.3%	
Ratio to Revenue	39.3%	41.5%			40.4%	40.9%	40.9%		
XTANDI co-promotion fee in the United states	60.9	71.1	10.2	16.8%	120.2				
Personnel expenses	90.2	96.0	5.8	6.4%	182.2				
Advertising and Sales Promotion and Other	91.0	103.4	12.4	13.6%	201.9				
R&D expenses	111.7	119.1	7.4	6.6%	224.5	242.0	242.0	7.8%	
Ratio to Revenue	18.1%	18.3%			18.0%	18.3%	18.3%		
Amortisation of intangible assets	11.5	12.4	0.8	7.2%	23.8				
Share of profit (loss) of investments accounted for using equity method	-0.3	0.3	0.6	-	0.5				
Other income	4.3	2.8	-1.4	-33.2%	7.6				
Net foreign exchange gains	-	2.3	2.3	-	-				
Fair value remeasurements on contingent consideration	3.9	-	-3.9	-100.0%	3.6				
Other expense	47.7	38.0	-9.7	-20.3%	123.0				
Impairment losses	34.6	26.1	-8.5	-24.6%	101.7				
Restructuring costs	0.9	2.5	1.6	177.2%	9.3				
Net foreign exchange losses	5.2	-	-5.2	-100.0%	2.3				
Fair value remeasurements on contingent consideration	4.2	8.7	4.5	105.2%	6.0				
Operating profit	86.9	90.2	3.3	3.8%	136.1	227.0	218.0	60.2%	
Ratio to Revenue	14.1%	13.8%			10.9%	17.2%	16.5%		
Finance income	3.4	1.9	-1.6	-45.2%	11.6				
Finance expenses	1.2	3.0	1.7	142.3%	2.3				
Profit before tax	89.1	89.1	-0.0	-0.0%	145.3	225.0	216.0	48.6%	
Ratio to Revenue	14.5%	13.7%			11.6%	17.0%	16.3%		
Income tax expense	16.3	17.5	1.2	7.5%	24.7				
Profit	72.8	71.6	-1.2	-1.7%	120.6	183.0	174.0	44.3%	
Ratio to Revenue	11.8%	11.0%			9.7%	13.8%	13.1%		
Comprehensive income	78.1	70.1	-8.0	-10.3%	181.5				

2. Consolidated Results (Core Basis)

	Unit: B¥				FY20 Full Year	Previous Forecasts FY21 Full Year	Latest Forecasts FY21 Full Year	Change from FY20 Change (%)
	FY20 APR. - SEP.	FY21 APR. - SEP.	Change	Change (%)				
Revenue	615.5	651.7	36.2	5.9%	1,249.5	1,323.0	1,323.0	5.9%
Cost of sales	119.5	124.7	5.2	4.3%	246.1			
Ratio to Revenue	19.4%	19.1%			19.7%			
Gross profit	495.9	526.9	31.0	6.3%	1,003.5			
SG&A expenses	242.1	270.5	28.4	11.7%	504.3	541.0	541.0	7.3%
Ratio to Revenue	39.3%	41.5%			40.4%	40.9%	40.9%	
XTANDI co-promotion fee in the United states	60.9	71.1	10.2	16.8%	120.2			
Personnel expenses	90.2	96.0	5.8	6.4%	182.2			
Advertising and Sales Promotion and Other	91.0	103.4	12.4	13.6%	201.9			
R&D expenses	111.7	119.1	7.4	6.6%	224.5	242.0	242.0	7.8%
Ratio to Revenue	18.1%	18.3%			18.0%	18.3%	18.3%	
Amortisation of intangible assets	11.5	12.4	0.8	7.2%	23.8			
Share of profit (loss) of investments accounted for using equity method	-0.3	0.3	0.6	-	0.5			
Operating profit	130.3	125.3	-5.0	-3.8%	251.4	270.0	270.0	7.4%
Ratio to Revenue	21.2%	19.2%			20.1%	20.4%	20.4%	
Finance income	3.4	1.9	-1.6	-45.2%	11.6			
Finance expenses	1.2	3.0	1.7	142.3%	2.3			
Profit before tax	132.5	124.2	-8.3	-6.3%	260.6			
Ratio to Revenue	21.5%	19.1%			20.9%			
Income tax expense	26.3	25.5	-0.9	-3.4%	50.7			
Profit	106.2	98.8	-7.4	-7.0%	209.9	213.0	213.0	1.5%
Ratio to Revenue	17.2%	15.2%			16.8%	16.1%	16.1%	

- The Company has left its business forecasts on a core basis unchanged from the consolidated full-year business forecasts announced in July 2021.

3. Exchange Rate

	Unit: yen				FY20 Full Year	Previous Forecasts FY21 Full Year	Latest Forecasts FY21 Full Year
	FY20 APR. - SEP.Ave.	FY21 APR. - SEP.Ave.	FY20 End	FY21 Q2 End			
USD/Yen	107	110	111	111	106	110	110
EUR/Yen	121	131	130	129	124	130	130

* Fx impacts: Revenue +24.5 billion yen and Core operating profit +11.5 billion yen

* Fx impact on elimination of unrealized gain: COGs ratio -0.1ppt

4. Reconciliation of Full Basis to Core Basis

Unit: B¥

	FY20 APR. - SEP.			FY21 APR. - SEP.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
Revenue	615.5	-	615.5	651.7	-	651.7
Cost of sales	119.5	-	119.5	124.7	-	124.7
Gross profit	495.9	-	495.9	526.9	-	526.9
SG&A expenses	242.1	-	242.1	270.5	-	270.5
R&D expenses	111.7	-	111.7	119.1	-	119.1
Amortisation of intangible assets	11.5	-	11.5	12.4	-	12.4
Share of profit (loss) of investments accounted for using equity method	-0.3	-	-0.3	0.3	-	0.3
Other income *	4.3	-4.3	-	2.8	-2.8	-
Other expenses *	47.7	-47.7	-	38.0	-38.0	-
Operating profit	86.9	43.4	130.3	90.2	35.1	125.3
Finance income	3.4	-	3.4	1.9	-	1.9
Finance expenses	1.2	-	1.2	3.0	-	3.0
Profit before tax	89.1	43.4	132.5	89.1	35.1	124.2
Income tax expense	16.3	10.1	26.3	17.5	8.0	25.5
Profit	72.8	33.3	106.2	71.6	27.1	98.8

* "Other income" and "Other expenses" are excluded from Full basis results.

"Other income" and "Other expenses" 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¥			
		FY20	FY21	Change	Change
		APR. - SEP.	APR. - SEP.		(%)
Revenue		615.5	651.7	36.2	5.9%
	Japan	144.2	130.5	-13.7	-9.5%
	Ratio to Revenue	23.4%	20.0%		
	United States	236.7	270.1	33.4	14.1%
	Ratio to Revenue	38.5%	41.5%		
	Established Markets	138.9	157.4	18.5	13.3%
	Ratio to Revenue	22.6%	24.1%		
	Greater China	29.6	33.1	3.5	11.8%
	Ratio to Revenue	4.8%	5.1%		
	International Markets	56.7	55.3	-1.4	-2.5%
	Ratio to Revenue	9.2%	8.5%		
	Others	9.3	5.3	-4.0	-42.9%
	Ratio to Revenue	1.5%	0.8%		

- Established Markets: Europe, Canada, Australia

- Greater China: China, Hong Kong, Taiwan

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

FY20	Previous Forecasts		Latest Forecasts		Change from FY20
	FY21 Full Year	FY21 Full Year	FY21 Full Year	FY21 Full Year	
FY20 Full Year	1,249.5	1,323.0	1,323.0		5.9%
	279.1	249.8	252.1		-9.7%
	22.3%	18.9%	19.0%		
	473.2	544.6	552.5		16.8%
	37.9%	41.2%	41.8%		
	293.2	331.9	322.1		9.9%
	23.5%	25.1%	24.3%		
	59.3	63.8	65.0		9.6%
	4.7%	4.8%	4.9%		
	111.1	122.7	122.5		10.2%
	8.9%	9.3%	9.3%		
	33.6	10.1	8.9		-73.5%
	2.7%	0.8%	0.7%		

6. Per Share Information

	FY20	FY21
	APR. - SEP.	APR. - SEP.
The number of shares issued (thousand)	1,861,787	1,861,787
Treasury Shares (thousand)	4,313	8,904
The number of shares issued after deducting Treasury Shares (thousand)	1,857,473	1,852,882
Earnings per share (yen)	39.21	38.65
Earnings per share (yen) core basis	57.15	53.30
Dividend per share (yen)	21	25

FY20	Previous Forecasts		Latest Forecasts	
	FY21 Full Year	FY21 Full Year	FY21 Full Year	FY21 Full Year
FY20 Full Year	1,861,787			
	8,758			
	1,853,029			
	64.93	98.76	93.90	
	113.03	114.95	114.95	
	42	50	50	

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

		Unit: B¥			
		FY20	FY21	Change	Change
		APR. - SEP.	APR. - SEP.		(%)
Addition to Property, Plant and Equipment					
	Consolidated	14.6	13.0	-1.6	-10.8%
Depreciation (PP&E)					
	Consolidated	20.0	19.9	-0.1	-0.4%
Amortisation of Intangible Assets (incl. software, etc.)					
	Consolidated	16.0	17.2	1.2	7.6%

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

FY20	Previous Forecasts		Latest Forecasts		Change from FY20
	FY21 Full Year	FY21 Full Year	FY21 Full Year	FY21 Full Year	
FY20 Full Year	33.7	36.0	34.0		0.9%
	40.0	43.0	42.0		5.0%
	32.7	39.0	38.0		16.3%

8. Sales of major products

1) Global

Unit: B¥

	FY20 APR. - SEP.	FY21 APR. - SEP.	Change	Change (%)
XTANDI	225.5	267.6	42.1	18.7%
United States	121.1	141.1	20.0	16.5%
ex-US	104.4	126.5	22.1	21.2%
Japan	19.9	23.6	3.6	18.2%
Established Markets	68.8	83.9	15.1	21.9%
Greater China	2.3	3.6	1.3	59.3%
International Markets	13.4	15.4	2.1	15.4%
XOSPATA	11.0	16.5	5.5	50.3%
Japan	1.8	2.1	0.2	12.2%
United States	7.3	9.0	1.7	24.0%
Established Markets	1.8	4.1	2.3	124.9%
Greater China	-	1.0	1.0	-
International Markets	0.0	0.3	0.2	-
PADCEV	6.0	9.1	3.1	51.5%
United States	6.0	9.1	3.1	51.5%
EVRENZO	0.3	1.4	1.1	319.1%
Japan	0.3	1.3	1.0	285.7%
Established Markets	-	0.1	0.1	-
Betanis/Myrbetriq/BETMIGA	80.0	84.4	4.4	5.5%
Japan	16.6	18.7	2.1	12.4%
United States	44.0	42.0	-2.0	-4.5%
Established Markets	14.3	17.9	3.6	24.9%
Greater China	0.9	1.3	0.4	38.8%
International Markets	4.0	4.4	0.4	10.5%
Vesicare	16.2	12.8	-3.4	-21.2%
Japan	9.4	6.5	-2.8	-30.2%
United States	1.6	0.9	-0.7	-44.6%
Established Markets	2.9	3.0	0.1	2.6%
Greater China	0.5	0.5	0.0	5.0%
International Markets	1.8	1.8	0.0	1.1%
Prograf	89.6	92.3	2.7	3.0%
Japan	21.1	19.7	-1.4	-6.7%
United States	6.6	4.8	-1.8	-27.4%
Established Markets	30.4	34.4	4.0	13.2%
Greater China	16.2	19.5	3.3	20.2%
International Markets	15.3	13.9	-1.4	-9.0%
Eligard	6.1	-	-6.1	-

	Previous Forecasts FY21 Full Year	Latest Forecasts FY21 Full Year	Change from FY20 Change (%)
	458.4	557.2	20.9%
	238.6	288.0	21.6%
	219.8	269.2	20.1%
	40.2	45.4	17.2%
	149.3	183.0	17.9%
	4.9	7.0	68.2%
	25.5	33.8	28.0%
	23.8	36.7	48.3%
	3.8	4.4	15.9%
	15.5	20.0	24.1%
	4.4	9.8	114.8%
	0.0	1.6	-
	0.2	0.9	315.8%
	12.8	20.1	61.4%
	12.8	19.1	53.4%
	1.1	8.6	540.8%
	1.1	4.1	262.8%
	-	4.5	-
	163.6	175.2	7.8%
	35.1	35.8	4.5%
	88.0	94.2	5.7%
	29.9	35.6	19.7%
	2.2	2.5	23.1%
	8.5	7.1	-3.6%
	31.6	16.1	-40.3%
	18.5	5.5	-59.0%
	2.2	1.2	-33.2%
	6.2	4.9	-17.1%
	1.0	0.8	1.5%
	3.7	3.7	-2.4%
	182.7	192.6	1.7%
	40.7	38.5	-6.3%
	11.8	11.1	-23.1%
	64.2	69.8	5.0%
	34.2	37.1	10.8%
	31.7	36.2	4.8%
	9.5	-	-

- Sales of products in Japan are shown in a gross sales basis
- Established Markets: Europe, Canada, Australia
- Greater China: China, Hong Kong, Taiwan
- International Markets: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc
- Astellas' EVRENZO territories: Japan, Europe, the Commonwealth of Independent States, Middle East, South Africa, etc

2) Revenue by region

(1) Japan

Unit: B¥

<Global>	FY20 APR. - SEP.	FY21 APR. - SEP.	Change	Change (%)
XTANDI	19.9	23.6	3.6	18.2%
XOSPATA	1.8	2.1	0.2	12.2%
EVRENZO	0.3	1.3	1.0	285.7%
Betanis	16.6	18.7	2.1	12.4%
Vesicare	9.4	6.5	-2.8	-30.2%
Prograf (Including Gracaptor)	21.1	19.7	-1.4	-6.7%
Harnal	1.6	1.3	-0.3	-17.8%
Funguard	2.9	0.9	-2.0	-69.5%

<Main products>

Suglat [Family]	13.8	15.4	1.6	11.3%
Sujanu	5.5	6.3	0.8	14.4%
Repatha	2.4	2.9	0.4	17.2%
Linzess	3.1	3.5	0.4	12.3%
BLINCYTO	2.2	2.9	0.7	33.5%
EVENITY	12.7	14.5	1.8	14.0%
Smyraf	0.6	1.2	0.6	100.8%
Celecox	14.2	-	-14.2	-
Geninax	1.1	1.3	0.2	17.1%
Vaccines	2.8	2.0	-0.8	-29.3%
Gonax	2.9	2.6	-0.3	-10.0%
Cimzia	5.0	5.6	0.7	13.2%
Lipitor	5.5	-	-5.5	-
Myslee	4.0	3.6	-0.4	-11.1%
Total Rx Sales In Japanese market	143.1	129.7	-13.4	-9.4%

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

	Previous Forecasts	Latest Forecasts	Change from FY20
FY20 Full Year	FY21 Full Year	FY21 Full Year	Change (%)
40.2	45.4	47.1	17.2%
3.8	4.4	4.4	15.9%
1.1	4.1	4.1	262.8%
35.1	35.8	36.7	4.5%
18.5	5.5	7.6	-59.0%
40.7	38.5	38.2	-6.3%
3.0	2.1	2.4	-19.9%
4.4	1.8	1.5	-65.3%

27.9	30.3	30.5	9.4%
11.3			
5.1			
6.4	6.9	7.0	9.4%
4.5			
24.8			
1.7	3.1	3.1	89.3%
18.9			
2.5	4.5	3.1	24.2%
7.9	7.7	5.2	-34.6%
5.1	5.0	5.0	-1.7%
10.0			
10.6			
7.8	6.7	6.9	-12.3%
276.6	247.6	250.3	-9.5%

(2) United States

Unit: M\$

	FY20 APR. - SEP.	FY21 APR. - SEP.	Change	Change (%)
Revenue	2,214	2,461	246	11.1%
XTANDI	1,133	1,286	153	13.5%
XOSPATA	68	82	14	20.7%
PADCEV	56	83	27	47.6%
Myrbetriq	412	383	-29	-7.0%
Vesicare	15	8	-7	-46.1%
Prograf	61	43	-18	-29.3%
MYCAMINE	46	30	-15	-33.3%
AmBisome	52	68	17	32.2%
CRESEMBA	76	94	19	24.6%
Lexiscan	291	382	91	31.3%

	Previous Forecasts		Latest Forecasts	Change from FY20
	FY21 Full Year	FY21 Full Year	FY21 Full Year	Change (%)
FY20 Full Year	4,462	4,951	5,022	12.6%
	2,250	2,618	2,638	17.3%
	146	182	175	19.6%
	121	174	179	47.9%
	829	856	845	1.9%
	20	11	13	-35.6%
	112	101	83	-25.8%
	83	17	45	-45.3%
	114	115	127	12.3%
	160	176	185	16.0%
	623	700	732	17.5%

(3) Established Markets

Unit: M€

	FY20 APR. - SEP.	FY21 APR. - SEP.	Change	Change (%)
Revenue	1,145	1,203	58	5.0%
XTANDI	567	641	74	13.0%
XOSPATA	15	32	16	108.5%
EVRENZO	-	1	1	-
BETMIGA	118	137	19	15.8%
Vesicare	24	23	-1	-4.9%
Prograf	251	263	12	4.9%
Omnice	32	35	4	12.1%
MYCAMINE	25	13	-12	-47.6%
Eligard	43	-	-43	-

	Previous Forecasts		Latest Forecasts	Change from FY20
	FY21 Full Year	FY21 Full Year	FY21 Full Year	Change (%)
FY20 Full Year	2,370	2,553	2,477	4.5%
	1,207	1,408	1,354	12.2%
	36	75	73	104.4%
	-	34	24	-
	241	274	275	13.9%
	50	38	40	-21.1%
	519	537	518	-0.1%
	65	63	65	0.0%
	45	22	23	-48.0%
	64	-	-	-

- Established Markets: Europe, Canada, Australia

(4) Greater China

Unit: B¥

	FY20 APR. - SEP.	FY21 APR. - SEP.	Change	Change (%)
Revenue	29.6	33.1	3.5	11.8%
XTANDI	2.3	3.6	1.3	59.3%
XOSPATA	-	1.0	1.0	-
BETMIGA	0.9	1.3	0.4	38.8%
Vesicare	0.5	0.5	0.0	5.0%
Prograf	16.2	19.5	3.3	20.2%
Harnal	6.7	4.0	-2.7	-40.8%
MYCAMINE	1.2	1.3	0.1	11.4%
Feburic	1.2	1.4	0.2	12.5%

- Greater China: China, Hong Kong, Taiwan

FY20 Full Year	Previous Forecasts	Latest Forecasts	Change from FY20
	FY21 Full Year	FY21 Full Year	Change (%)
59.3	63.8	65.0	9.6%
4.9	7.0	8.2	68.2%
0.0	1.6	1.7	-
2.2	2.5	2.7	23.1%
1.0	0.8	1.0	1.5%
34.2	37.1	37.9	10.8%
10.8	8.0	7.9	-27.5%
2.5	3.4	2.2	-13.0%
2.6	3.0	2.7	1.9%

(5) International Markets

Unit: B¥

	FY20 APR. - SEP.	FY21 APR. - SEP.	Change	Change (%)
Revenue	56.7	55.3	-1.4	-2.5%
XTANDI	13.4	15.4	2.1	15.4%
XOSPATA	0.0	0.3	0.2	-
BETMIGA	4.0	4.4	0.4	10.5%
Vesicare	1.8	1.8	0.0	1.1%
Prograf	15.3	13.9	-1.4	-9.0%
Harnal	8.1	8.1	-0.0	-0.1%
MYCAMINE	2.0	3.6	1.6	81.2%

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

FY20 Full Year	Previous Forecasts	Latest Forecasts	Change from FY20
	FY21 Full Year	FY21 Full Year	Change (%)
111.1	122.7	122.5	10.2%
25.5	33.8	32.6	28.0%
0.2	0.9	0.6	315.8%
8.5	7.1	8.2	-3.6%
3.7	3.7	3.6	-2.4%
31.7	36.2	33.2	4.8%
15.1	16.1	16.2	7.2%
4.4	4.7	6.1	40.2%

9. Consolidated statements of financial position

Unit: B¥

	FY20 End	FY21 Q2 End	Change
Assets	2,273.6	2,261.5	-12.1
Non-current assets	1,401.0	1,385.1	-16.0
Property, plant and equipment	264.6	266.7	2.0
Goodwill	284.0	285.0	1.0
Intangible assets	651.4	641.0	-10.4
Trade and other receivables	33.9	32.4	-1.5
Investments accounted for using equity method	7.1	8.6	1.5
Deferred tax assets	54.2	55.1	0.9
Other financial assets	95.9	87.1	-8.8
Other non-current assets	9.9	9.3	-0.6
Current assets	872.6	876.5	3.9
Inventories	164.1	148.7	-15.3
Trade and other receivables	343.2	357.8	14.6
Income tax receivable	14.0	17.6	3.6
Other financial assets	5.6	10.0	4.4
Other current assets	19.7	24.1	4.4
Cash and cash equivalents	326.1	318.3	-7.8

Unit: B¥

	FY20 End	FY21 Q2 End	Change
Equity and Liabilities	2,273.6	2,261.5	-12.1
Equity	1,386.1	1,417.6	31.5
Equity attributable to owners of the parent	1,386.1	1,417.6	31.5
Share capital	103.0	103.0	-
Capital surplus	177.8	178.5	0.7
Treasury shares	-15.4	-15.6	-0.2
Retained earnings	953.3	985.2	31.9
Other components of equity	167.4	166.5	-0.9
Liabilities	887.5	843.9	-43.6
Non-current liabilities	295.1	289.1	-6.0
Trade and other payables	0.4	0.4	0.0
Deferred tax liabilities	18.2	9.4	-8.8
Retirement benefit liabilities	39.0	37.1	-1.9
Provisions	5.8	4.1	-1.7
Other financial liabilities	199.0	204.8	5.8
Other non-current liabilities	32.8	33.3	0.5
Current liabilities	592.4	554.8	-37.6
Trade and other payables	124.8	111.6	-13.2
Income tax payable	8.4	12.4	4.0
Provisions	22.2	15.3	-6.8
Other financial liabilities	148.2	106.1	-42.0
Other current liabilities	288.9	309.4	20.5

10. Employees

Number of employees

	FY20 2Q End	FY21 2Q End
Total	15,791	15,133

FY20 4Q End
15,455

11. Shareholders

	FY20 2Q End	FY21 2Q End
Banks	36.6%	38.0%
Securities	3.6%	5.4%
Other companies	3.2%	3.1%
Foreign companies	47.7%	44.9%
Individuals and others	8.8%	8.4%
Treasury Stock*	0.1%	0.1%

* Treasury Stock does not include shares owned by the executive compensation BIP (Board Incentive Plan) trust and ESOP (Employee Stock Ownership Plan) trust.

[Three months ended September 30, 2021]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY21			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	326.1	6.2%	325.5	5.5%
Cost of sales	62.2	4.3%	62.5	4.4%
Ratio to Revenue	19.1%		19.2%	
Gross profit	263.9	6.7%	263.0	5.8%
SG&A expenses	137.1	13.5%	133.4	9.9%
Ratio to Revenue	42.0%		41.0%	
XTANDI co-promotion fee in the United states	34.5	9.4%	36.6	24.8%
Personnel expenses	49.0	7.3%	47.0	5.5%
Advertising and Sales Promotion and Other	53.6	23.0%	49.8	4.9%
R&D expenses	58.3	1.8%	60.7	11.6%
Ratio to Revenue	17.9%		18.7%	
Amortisation of intangible assets	6.0	1.8%	6.4	12.7%
Share of profit (loss) of investments accounted for using equity method	0.3	-	0.0	-
Other income	0.4	-82.0%	2.4	-24.6%
Net foreign exchange gains	0.3	-70.5%	2.0	-
Other expense	27.1	465.2%	10.8	-75.4%
Impairment losses	26.1	690.7%	0.0	-100.0%
Restructuring costs	0.6	-	2.0	116.7%
Fair value remeasurements on contingent consideration	0.0	91.4%	8.7	109.5%
Operating profit	36.1	-40.7%	54.1	107.5%
Ratio to Revenue	11.1%		16.6%	
Finance income	1.5	284.3%	0.4	-85.9%
Finance expenses	1.7	79.6%	1.3	363.6%
Profit before tax	35.8	-40.5%	53.3	84.6%
Ratio to Revenue	11.0%		16.4%	
Income tax expense	5.1	-47.7%	12.3	91.9%
Profit	30.7	-39.1%	40.9	82.5%
Ratio to Revenue	9.4%		12.6%	
Comprehensive income	36.2	-34.7%	33.9	49.4%

2. Consolidated Results (Core Basis)

Unit: B¥

	FY21			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	326.1	6.2%	325.5	5.5%
Cost of sales	62.2	4.3%	62.5	4.4%
Ratio to Revenue	19.1%		19.2%	
Gross profit	263.9	6.7%	263.0	5.8%
SG&A expenses	137.1	13.5%	133.4	9.9%
Ratio to Revenue	42.0%		41.0%	
XTANDI co-promotion fee in the United states	34.5	9.4%	36.6	24.8%
Personnel expenses	49.0	7.3%	47.0	5.5%
Advertising and Sales Promotion and Other	53.6	23.0%	49.8	4.9%
R&D expenses	58.3	1.8%	60.7	11.6%
Ratio to Revenue	17.9%		18.7%	
Amortisation of intangible assets	6.0	1.8%	6.4	12.7%
Share of profit (loss) of investments accounted for using equity method	0.3	-	0.0	-
Operating profit	62.8	-0.9%	62.5	-6.6%
Ratio to Revenue	19.3%		19.2%	
Finance income	1.5	284.3%	0.4	-85.9%
Finance expenses	1.7	79.6%	1.3	363.6%
Profit before Tax	62.6	-0.4%	61.7	-11.6%
Ratio to Revenue	19.2%		18.9%	
Income tax expense	13.3	23.3%	12.1	-21.9%
Profit	49.2	-5.3%	49.5	-8.6%
Ratio to Revenue	15.1%		15.2%	

3. Revenue by Region

Unit: B¥

		FY21			
		APR.-JUN.	Change	JUL.-SEP.	Change
		(Quarterly)	(%)	(Quarterly)	(%)
Revenue		326.1	6.2%	325.5	5.5%
	Japan	67.5	-13.2%	63.0	-5.2%
	Ratio to Revenue	20.7%		19.4%	
	United States	133.6	14.1%	136.5	14.1%
	Ratio to Revenue	41.0%		41.9%	
	Established Markets	78.0	21.8%	79.4	6.0%
	Ratio to Revenue	23.9%		24.4%	
	Greater China	16.4	15.5%	16.6	8.3%
	Ratio to Revenue	5.0%		5.1%	
	International Markets	27.8	-8.1%	27.5	3.7%
	Ratio to Revenue	8.5%		8.4%	
	Others	2.8	-21.9%	2.5	-55.9%
	Ratio to Revenue	0.9%		0.8%	

- Established Markets: Europe, Canada, Australia

- Greater China: China, Hong Kong, Taiwan

- International Markets: 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¥

		FY21			
		APR.-JUN.	Change	JUL.-SEP.	Change
		(Quarterly)	(%)	(Quarterly)	(%)
Addition to Property, Plant and Equipment					
	Consolidated	5.2	-27.3%	7.8	4.9%
Depreciation (PP&E)					
	Consolidated	9.9	-0.6%	10.0	-0.1%
Amortisation of Intangible Assets (incl. software, etc.)					
	Consolidated	8.2	2.6%	9.0	12.7%

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

5. Sales of major products

1) Global

Unit: B¥

		FY21			
		APR.-JUN.	Change	JUL.-SEP.	Change
		(Quarterly)	(%)	(Quarterly)	(%)
XTANDI		132.9	18.7%	134.7	18.6%
	United States	68.4	9.1%	72.7	24.5%
	ex-US	64.5	31.0%	62.0	12.4%
	Japan	12.0	18.5%	11.5	17.9%
	Established Markets	42.8	36.1%	41.1	9.9%
	Greater China	1.9	165.1%	1.7	11.1%
	International Markets	7.8	12.2%	7.6	18.8%
XOSPATA		8.3	47.7%	8.2	53.0%
	Japan	1.1	6.6%	1.0	19.0%
	United States	4.6	26.9%	4.4	21.1%
	Established Markets	2.0	99.4%	2.1	156.3%
	Greater China	0.5	-	0.5	-
	International Markets	0.1	-	0.1	785.7%
PADCEV		4.2	41.9%	4.9	60.8%
	United States	4.2	41.9%	4.9	60.8%
EVRENZO		0.6	282.9%	0.8	352.1%
	Japan	0.6	282.9%	0.7	288.3%
	Established Markets	-	-	0.1	-
Betanis/Myrbetriq/BETMIGA		44.0	8.8%	40.4	2.2%
	Japan	9.8	16.2%	8.9	8.5%
	United States	22.8	-0.5%	19.3	-8.9%
	Established Markets	8.5	29.4%	9.4	21.0%
	Greater China	0.7	56.9%	0.6	23.5%
	International Markets	2.2	5.8%	2.3	15.3%
Vesicare		7.4	-4.4%	5.4	-36.6%
	Japan	4.6	-7.7%	2.0	-55.3%
	United States	0.2	-39.4%	0.7	-46.3%
	Established Markets	1.4	14.4%	1.5	-6.6%
	Greater China	0.3	22.3%	0.2	-10.2%
	International Markets	0.9	-3.9%	1.0	6.0%
Prograf		45.2	-0.3%	47.1	6.4%
	Japan	10.2	-7.9%	9.4	-5.3%
	United States	2.1	-40.8%	2.7	-11.7%
	Established Markets	16.2	17.0%	18.2	9.9%
	Greater China	9.6	22.9%	9.9	17.7%
	International Markets	7.0	-21.7%	6.9	8.9%

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

- Established Markets: Europe, Canada, Australia

- Greater China: China, Hong Kong, Taiwan

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

- Astellas' EVRENZO territories: Japan, Europe, the Commonwealth of Independent States, Middle East, South Africa, etc

2) Revenue by region

(1) Japan

Unit: B¥

<Global>	FY21			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI	12.0	18.5%	11.5	17.9%
XOSPATA	1.1	6.6%	1.0	19.0%
EVRENZO	0.6	282.9%	0.7	288.3%
Betanis	9.8	16.2%	8.9	8.5%
Vesicare	4.6	-7.7%	2.0	-55.3%
Prograf (Including Graceptor)	10.2	-7.9%	9.4	-5.3%
Harnal	0.7	-20.2%	0.6	-15.1%
Funguard	0.4	-70.7%	0.4	-68.3%

<Main products>

Suglat [Family]	7.9	10.9%	7.5	11.8%
Sujanu	3.2	13.6%	3.1	15.2%
Repatha	1.5	25.3%	1.4	9.8%
Linzess	1.8	12.9%	1.7	11.7%
BLINCYTO	1.4	17.6%	1.5	52.2%
EVENITY	7.0	1.6%	7.4	28.8%
Smyraf	0.6	179.6%	0.6	52.3%
Geninax	0.7	15.4%	0.6	19.3%
Vaccines	0.0	0.0%	2.0	-29.0%
Gonax	1.3	-20.3%	1.3	3.4%
Cimzia	2.8	12.3%	2.8	14.1%
Myslee	1.8	-11.4%	1.8	-10.7%
Total Rx Sales In Japanese market	67.0	-12.9%	62.6	-5.3%

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

(2) United States

Unit: M\$

		FY21			
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Revenue		1,221	12.1%	1,240	10.2%
	XTANDI	625	7.2%	661	20.1%
	XOSPATA	42	24.7%	40	16.9%
	PADCEV	38	39.5%	45	55.3%
	Myrbetriq	208	-2.2%	175	-12.2%
	Vesicare	2	-40.4%	6	-47.9%
	Prograf	19	-41.8%	24	-14.9%
	MYCAMINE	14	-40.4%	16	-25.8%
	Ambisome	30	35.9%	38	29.3%
	CRESEMBA	45	25.8%	49	23.5%
	Lexiscan	196	77.1%	186	3.1%

(3) Established Markets

Unit: M€

		FY21			
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Revenue		591	9.4%	612	1.2%
	XTANDI	325	22.2%	317	4.9%
	XOSPATA	15	79.0%	16	146.7%
	EVRENZO	-	-	1	-
	BETMIGA	65	16.2%	72	15.4%
	Vesicare	11	2.7%	12	-11.1%
	Prograf	123	5.1%	140	4.8%
	Omnice	17	12.2%	19	12.1%
	MYCAMINE	7	-47.6%	6	-47.7%

- Established Markets: Europe, Canada, Australia

(4) Greater China

Unit: B¥

		FY21			
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Revenue		16.4	15.5%	16.6	8.3%
	XTANDI	1.9	165.1%	1.7	11.1%
	XOSPATA	0.5	-	0.5	-
	BETMIGA	0.7	56.9%	0.6	23.5%
	Vesicare	0.3	22.3%	0.2	-10.2%
	Prograf	9.6	22.9%	9.9	17.7%
	Harnal	2.0	-46.8%	2.0	-33.4%
	MYCAMINE	0.6	25.3%	0.7	1.7%
	Feburic	0.6	9.7%	0.7	15.0%

- Greater China: China, Hong Kong, Taiwan

(5) International Markets

Unit: B¥

		FY21			
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Revenue		27.8	-8.1%	27.5	3.7%
	XTANDI	7.8	12.2%	7.6	18.8%
	XOSPATA	0.1	-	0.1	785.7%
	BETMIGA	2.2	5.8%	2.3	15.3%
	Vesicare	0.9	-3.9%	1.0	6.0%
	Prograf	7.0	-21.7%	6.9	8.9%
	Harnal	4.3	2.1%	3.8	-2.4%
	MYCAMINE	1.6	64.6%	2.0	97.2%

- International Markets: 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 Oct 2021

Underlined items indicate changes from the previous announcement in Jul 2021.

XTANDI and Strategic products (1/2)

Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease	Phase *	Licensor **	Remarks
enzalutamide MDV3100 (XTANDI)	Small molecule	Androgen receptor inhibitor	Metastatic castration-sensitive prostate cancer	China P-III	Pfizer	
			Non-metastatic castration-sensitive prostate cancer	P-III		
gilteritinib ASP2215 (XOSPATA)	Small molecule	FLT3 inhibitor	Post-chemotherapy maintenance acute myeloid leukemia	P-III	In-house	
			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		
			Acute myeloid leukemia in pediatric patients	P-III		
enfortumab vedotin ASG-22ME (PADCEV)	Antibody-drug conjugate (ADC)	Nectin-4 targeted ADC	Metastatic urothelial cancer, PD-1/PD-L1 inhibitor and platinum-containing chemotherapy pretreated	Europe Filed (Mar 2021)	In-house [Co-development with Seagen]	
			Metastatic urothelial cancer, progressed after anti-cancer medication	Japan <u>Approved (Sep 2021)</u>		
			Metastatic urothelial cancer, previously untreated (first line; combo with pembrolizumab)	P-III		
			Muscle-invasive bladder cancer (combo with pembrolizumab)	P-III		
			Other solid tumors	P-II		
			Non-muscle-invasive bladder cancer	P-I		

XTANDI and Strategic products (2/2)

Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease	Phase *	Licensor **	Remarks
zolibetuximab IMAB362	Antibody	Anti-Claudin 18.2 monoclonal antibody	Gastric and gastroesophageal junction adenocarcinoma	P-III	In-house (Ganymed)	
			Pancreatic adenocarcinoma	P-II		
roxadustat ASP1517/FG-4592 (EVRENZO)	Small molecule	HIF-PH inhibitor	Anemia associated with chronic kidney disease	Europe <u>Approved (Aug 2021)</u>	FibroGen	Astellas has rights in Japan, Europe, the Commonwealth of Independent States, the Middle East, and South Africa.
			Chemotherapy-induced anemia	P-II		
fezolinetant ESN364	Small molecule	NK3 receptor antagonist	Vasomotor symptoms associated with menopause	P-III	In-house (Ogeda)	
resamirigene bilparovvec AT132	Gene therapy (AAV-based gene therapy)	MTM1 gene replacement to express myotubularin	X-linked myotubular myopathy	P-II	In-house (Audentes Therapeutics)	

* 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 (Jul 2021):

enzalutamide (MDV3100): Removed the description of the approval in Europe in Apr 2021 for metastatic hormone-sensitive prostate cancer.

enfortumab vedotin (ASG-22ME): Removed the description of the approval in US in Jul 2021 for metastatic urothelial cancer, cisplatin-ineligible and who have previously received one or more therapy. Obtained the approval in Japan in Sep 2021 for radically unresectable urothelial carcinoma that has progressed after anti-cancer chemotherapy.

roxadustat (ASP1517/FG-4592): Obtained the approval in Europe in Aug 2021 for the treatment of adult patients with symptomatic anemia associated with chronic kidney disease.

Projects with Focus Area approach (1/2)

Primary Focus	Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease	Phase *	Licensor **	Remarks
Immunology	ASP1948/PTZ-329	Antibody	Anti-NRP1 antibody	Cancer	P-I	In-house (Potenza Therapeutics)	
	ASP1951/PTZ-522	Antibody	GITR agonistic antibody	Cancer	P-I	In-house (Potenza Therapeutics)	
	ASP9801	Oncolytic virus	Oncolytic virus carrying IL-7 and IL-12	Cancer	P-I	Tottori University [Discovered through collaborative research]	
	ASP7517	Cell therapy (artificial adjuvant vector cells)	WT1 loaded artificial adjuvant vector cell	Acute myeloid leukemia and myelodysplastic syndrome	P-II	RIKEN [Discovered through collaborative research]	
				Solid tumor	P-I		
	ASP0739	Cell therapy (artificial adjuvant vector cells)	NY-ESO-1 loaded artificial adjuvant vector cell	Cancer	P-I	RIKEN [Discovered through collaborative research]	
ASP1570	Small molecule		Cancer	P-I	In-house		
Blindness and Regeneration	ASP7317	Cell therapy	Retinal pigment epithelium cells	Geographic atrophy secondary to age-related macular degeneration, Stargardt disease	P-I	In-house (Ocata Therapeutics)	
Mitochondria Biology	ASP1128/MA-0217	Small molecule	PPAR δ modulator	Acute kidney injury	P-II	In-house (Mitobridge)	
	bocidelpar ASP0367/MA-0211	Small molecule	PPAR δ modulator	Primary mitochondrial myopathies	P-II	In-house (Mitobridge)	
Duchenne muscular dystrophy				P-I			

Projects with Focus Area approach (2/2)

Primary Focus	Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease	Phase *	Licensor **	Remarks
Genetic regulation	resamirigene bilparvovec AT132 ***	Gene therapy (AAV-based gene therapy)	MTM1 gene replacement to express myotubularin	X-linked myotubular myopathy	P-II	In-house (Audentes Therapeutics)	
	AT845	Gene therapy (AAV-based gene therapy)	GAA gene replacement to express GAA enzyme	Pompe disease	P-I	In-house (Audentes Therapeutics)	
(Other projects with Focus Area approach)	ASP3772	Next generation vaccine (MAPS technology)	Pneumococcal vaccine based on a multiple antigen-presenting system (MAPS) platform	Prevention of pneumococcal disease	P-II	Affinivax	
	FX-322	Small molecule	Inner ear progenitor cell activator (combination of GSK-3 inhibitor and HDAC inhibitor)	Sensorineural hearing loss	P-II	Frequency Therapeutics	Astellas has rights in Ex-US markets
	ASP0598	Recombinant protein	Recombinant human heparin-binding epidermal growth factor-like growth factor	Chronic tympanic membrane perforation	P-I	Auration Biotech	
	ASP2390	New generation vaccine (LAMP-Vax technology)		House dust mite-induced allergic rhinitis	P-I	Immunomic Therapeutics [Discovered through collaborative research]	

* 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.

*** AT132 is also listed in "XTANDI and Strategic products".

Updates from the previous announcement (Jul 2021):

ASP7517: Entered into Phase 2 for acute myeloid leukemia and myelodysplastic syndrome.

Others

Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease	Phase *	Licensor **	Remarks
mirabegron YM178	Small molecule	β_3 receptor agonist	Neurogenic detrusor overactivity in pediatric patients	Europe P-III	In-house	
			Overactive bladder in pediatric patients	Europe P-III		
peficitinib ASP015K	Small molecule	JAK inhibitor	Rheumatoid arthritis	China P-III	In-house	
isavuconazole	Small molecule	Azole antifungal	Invasive aspergillosis and mucormycosis in pediatric patients	US P-II	Basilea	
ASP8062	Small molecule	GABA _B receptor positive allosteric modulator	Opioid use disorder	P-II	In-house	
			Alcohol use disorder	P-I		

* 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.

Update from the previous announcement (Jul 2021):

tacrolimus (FK506): Removed the description of the approval in US in Jul 2021 for prevention of organ rejection in adult and pediatric patients receiving lung transplantation.

ASP1617: Discontinued Phase 1 program for systemic lupus erythematosus.

Rx+ Program

As of Oct 2021

Underlined item indicates changes from the previous announcement in Jul 2021.

Sphere (Business area)	Program	Concept	Status *	Partner	Remarks
Chronic disease progression prevention	Game application for exercise support	Smartphone application to support exercise using motion sensing technology for people who needs regular exercise	Under development	BANDAI NAMCO Entertainment	
	Fit-eNce	Service to provide scientifically evidenced exercise programs and systems supporting regular exercise	Launched in limited areas		
	<u>Fit-eNce Home</u>	<u>Service to provide scientifically evidenced exercise programs and systems supporting regular exercise at home</u>	<u>Under test marketing</u>		
	BlueStar	Digital therapeutics for adults with diabetes	Under development	Welldoc	
	<u>EG Holter</u>	<u>Disposable Holter electrocardiography device</u>	Japan <u>Certified as a medical device (Aug 2021)</u>	<u>Nitto Denko M. Heart</u>	
Patient outcome maximization	ASP5354	Precision surgery-guide enabling identification of ureter in hysterectomy and colorectal surgery etc.	P-II		

* The list shows the most advanced stage if the stages are different depending on the region.

Updates from the previous announcement (Jul 2021)

Fit-eNce Home: Added as a new project

EG Holter: Added as a new project