

Supplementary Documents [IFRS]

Financial results for the first six months of the fiscal year 2023 (FY2023)

Astellas Pharma Inc.

- Q2/FY2023 Financial Results
 - Six months ended September 30, 2023
 - Three months ended September 30, 2023
- 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, 2023]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY22 APR. - SEP.	FY23 APR. - SEP.	Change	Change (%)
Revenue	762.2	767.1	5.0	0.6%
Cost of sales	151.7	143.4	-8.3	-5.5%
Ratio to Revenue	19.9%	18.7%		
Gross profit	610.5	623.8	13.2	2.2%
SG&A expenses	308.0	347.5	39.5	12.8%
Ratio to Revenue	40.4%	45.3%		
XTANDI co-promotion fee in the United States	89.7	93.0	3.4	3.8%
Personnel expenses	104.8	116.2	11.4	10.9%
Advertising and Sales Promotion and Other	113.5	138.2	24.7	21.8%
R&D expenses	139.2	141.9	2.8	2.0%
Ratio to Revenue	18.3%	18.5%		
Amortisation of intangible assets	20.0	33.7	13.8	68.9%
Gain on divestiture of intangible assets	0.2	9.4	9.2	-
Share of profit (loss) of investments accounted for using equity method	1.8	-0.2	-2.0	-
Other income	16.2	7.1	-9.2	-56.4%
Net foreign exchange gains	13.9	-	-13.9	-
Fair value remeasurements on contingent consideration	1.5	2.6	1.1	74.7%
Other expenses	41.7	65.9	24.1	57.8%
Impairment losses	22.8	13.2	-9.6	-42.0%
Fair value remeasurements on contingent consideration	15.8	11.3	-4.5	-28.5%
Replacement awards with business combination*	-	36.7	36.7	-
Operating profit	119.9	51.0	-68.9	-57.4%
Ratio to Revenue	15.7%	6.7%		
Finance income	4.5	6.2	1.7	36.9%
Finance expenses	3.9	5.0	1.1	27.8%
Profit before tax	120.5	52.2	-68.3	-56.7%
Ratio to Revenue	15.8%	6.8%		
Income tax expense	24.0	20.5	-3.5	-14.7%
Profit	96.4	31.7	-64.8	-67.2%
Ratio to Revenue	12.7%	4.1%		
Comprehensive income	243.7	188.3	-55.4	-22.7%

(*) Payment for Iveric Bio's unvested share-based payments, such as share options

	Previous Forecasts		Revised Forecasts		Change from FY22
	FY23 Full Year	FY23 Full Year	FY23 Full Year	FY23 Full Year	Change (%)
FY22 Full Year	1,518.6				
	288.4	1,520.0	1,608.0		5.9%
	19.0%				
	1,230.3				
	630.3	661.0	737.0		16.9%
	41.5%	43.5%	45.8%		
	175.5	176.0	187.0		6.6%
	211.4				
	243.4				
	276.1	251.0	290.0		5.0%
	18.2%	16.5%	18.0%		
	38.4				
	0.2				
	1.3				
	3.6				
	-				
	2.3				
	157.5				
	84.6				
	53.1				
	-				
	133.0	259.0	123.0		-7.5%
	8.8%	17.0%	7.6%		
	8.1				
	8.8				
	132.4	260.0	121.0		-8.6%
	8.7%	17.1%	7.5%		
	33.6				
	98.7	204.0	85.0		-13.9%
	6.5%	13.4%	5.3%		
	205.3				

2. Consolidated Results (Core Basis)

Unit: B¥

	FY22 APR. - SEP.	FY23 APR. - SEP.	Change	Change (%)
Revenue	762.2	767.1	5.0	0.6%
Cost of sales	151.7	143.4	-8.3	-5.5%
Ratio to Revenue	19.9%	18.7%		
Gross profit	610.5	623.8	13.2	2.2%
SG&A expenses	308.0	347.5	39.5	12.8%
Ratio to Revenue	40.4%	45.3%		
XTANDI co-promotion fee in the United States	89.7	93.0	3.4	3.8%
Personnel expenses	104.8	116.2	11.4	10.9%
Advertising and Sales Promotion and Other	113.5	138.2	24.7	21.8%
R&D expenses	139.2	141.9	2.8	2.0%
Ratio to Revenue	18.3%	18.5%		
Amortisation of intangible assets	20.0	33.7	13.8	68.9%
Gain on divestiture of intangible assets	0.2	9.4	9.2	-
Share of profit (loss) of investments accounted for using equity method	1.8	-0.2	-2.0	-
Operating profit	145.4	109.8	-35.6	-24.5%
Ratio to Revenue	19.1%	14.3%		
Finance income	4.5	6.2	1.7	36.9%
Finance expenses	3.9	5.0	1.1	27.8%
Profit before tax	146.0	111.0	-35.0	-24.0%
Ratio to Revenue	19.2%	14.5%		
Income tax expense	26.0	21.2	-4.8	-18.4%
Profit	120.0	89.8	-30.2	-25.2%
Ratio to Revenue	15.7%	11.7%		

	Previous Forecasts		Revised Forecasts		Change from FY22
FY22 Full Year	FY23 Full Year	FY23 Full Year	FY23 Full Year	Change (%)	
1,518.6	1,520.0	1,608.0		5.9%	
288.4					
19.0%					
1,230.3					
630.3	661.0	737.0		16.9%	
41.5%	43.5%	45.8%			
175.5	176.0	187.0		6.6%	
211.4					
243.4					
276.1	251.0	290.0		5.0%	
18.2%	16.5%	18.0%			
38.4					
0.2					
1.3					
286.9	290.0	199.0		-30.6%	
18.9%	19.1%	12.4%			
8.1					
8.8					
286.2					
18.8%					
61.6					
224.6	228.0	154.0		-31.4%	
14.8%	15.0%	9.6%			

3. Exchange Rate

Unit: yen

	FY22 APR. - SEP.Ave.	FY23 APR. - SEP.Ave.	FY22 End	FY23 Q2 End
USD/Yen	134	141	133	149
EUR/Yen	139	153	144	158

	Previous Forecasts		Revised Forecasts	
FY22 Full Year	FY23 Full Year	FY23 Full Year	FY23 Full Year	
135	130	140		
141	140	152		

* Fx impacts: Revenue +37.8 billion yen and Core operating profit +11.0 billion yen

4. Reconciliation of Full Basis to Core Basis

Unit: B¥

	FY22 APR. - SEP.			FY23 APR. - SEP.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
Revenue	762.2	-	762.2	767.1	-	767.1
Cost of sales	151.7	-	151.7	143.4	-	143.4
Gross profit	610.5	-	610.5	623.8	-	623.8
SG&A expenses	308.0	-	308.0	347.5	-	347.5
R&D expenses	139.2	-	139.2	141.9	-	141.9
Amortisation of intangible assets	20.0	-	20.0	33.7	-	33.7
Gain on divestiture of intangible assets	0.2	-	0.2	9.4	-	9.4
Share of profit (loss) of investments accounted for using equity method	1.8	-	1.8	-0.2	-	-0.2
Other income *	16.2	-16.2	-	7.1	-7.1	-
Other expenses *	41.7	-41.7	-	65.9	-65.9	-
Operating profit	119.9	25.5	145.4	51.0	58.8	109.8
Finance income	4.5	-	4.5	6.2	-	6.2
Finance expenses	3.9	-	3.9	5.0	-	5.0
Profit before tax	120.5	25.5	146.0	52.2	58.8	111.0
Income tax expense	24.0	2.0	26.0	20.5	0.7	21.2
Profit	96.4	23.5	120.0	31.7	58.1	89.8

* "Other income" and "Other expenses" are excluded from Core 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¥

		FY22 APR. - SEP.	FY23 APR. - SEP.	Change	Change (%)
Revenue		762.2	767.1	5.0	0.6%
Japan		133.3	137.6	4.3	3.2%
	Ratio to Revenue	17.5%	17.9%		
United States		328.3	306.7	-21.6	-6.6%
	Ratio to Revenue	43.1%	40.0%		
Established Markets		175.6	199.1	23.6	13.4%
	Ratio to Revenue	23.0%	26.0%		
Greater China		45.0	44.9	-0.1	-0.3%
	Ratio to Revenue	5.9%	5.9%		
International Markets		67.9	74.6	6.8	10.0%
	Ratio to Revenue	8.9%	9.7%		
Others		12.1	4.2	-7.9	-65.6%
	Ratio to Revenue	1.6%	0.5%		

FY22 Full Year	Previous Forecasts	Revised Forecasts	Change from FY22
	FY23 Full Year	FY23 Full Year	Change (%)
1,518.6	1,520.0	1,608.0	5.9%
262.3	278.6	278.4	6.1%
17.3%	18.3%	17.3%	
652.4	655.3	691.0	5.9%
43.0%	43.1%	43.0%	
359.8	364.5	398.4	10.7%
23.7%	24.0%	24.8%	
80.0	78.1	85.1	6.3%
5.3%	5.1%	5.3%	
143.3	137.7	150.0	4.6%
9.4%	9.1%	9.3%	
20.7	5.7	5.2	-75.1%
1.4%	0.4%	0.3%	

- Established Markets: Europe, Canada, etc.
- Greater China: China, Hong Kong, Taiwan
- International Markets: Latin America, Middle East, Africa, South East Asia, South Asia, Russia, Korea, Australia, Export sales, etc.
- From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change

6. Per Share Information

	FY22 APR. - SEP.	FY23 APR. - SEP.
The number of shares issued (thousand)	1,835,851	1,809,663
Treasury Shares (thousand)	13,238	16,796
The number of shares issued after deducting Treasury Shares (thousand)	1,822,613	1,792,866
Earnings per share (yen)	52.87	17.66
Earnings per share (yen) core basis	65.78	50.05
Dividend per share (yen)	30	35

FY22 Full Year	Previous Forecasts	Revised Forecasts
	FY23 Full Year	FY23 Full Year
1,809,663		
12,900		
1,796,762		
54.24	113.54	47.39
123.42	126.89	85.87
60	70	70

- The numbers of shares stated in the business report are presented by disregarding any number of shares less than the specified units.

7. Investment in Property, Plant and Equipment

Depreciation/Amortisation

Unit: B¥

	FY22 APR. - SEP.	FY23 APR. - SEP.	Change	Change (%)
Investment in Property, Plant and Equipment	17.5	16.7	-0.8	-4.4%
Depreciation (PP&E)	19.8	20.3	0.6	2.9%
Amortisation of Intangible Assets (incl. software, etc.)	40.0	41.9	1.9	4.8%

FY22 Full Year	Previous Forecasts	Revised Forecasts	Change from FY22
	FY23 Full Year	FY23 Full Year	Change (%)
36.6	39.0	39.0	6.7%
40.0	43.0	43.0	7.4%
65.7	48.0	112.0	70.4%

- Investment in Property, Plant and Equipment does not include right-of-use asset.

8. Sales of major products

1) Global

Unit: B¥

	FY22 APR. - SEP.	FY23 APR. - SEP.	Change	Change (%)
XTANDI	332.0	360.9	28.9	8.7%
United States	174.9	181.3	6.4	3.7%
ex-US	157.2	179.6	22.5	14.3%
Japan	27.5	28.8	1.3	4.9%
Established Markets	96.9	112.1	15.2	15.7%
Greater China	6.0	10.1	4.1	68.1%
International Markets	26.8	28.6	1.8	6.8%
PADCEV	20.8	32.7	11.9	57.4%
Japan	4.0	4.4	0.3	8.7%
United States	14.1	23.0	8.8	62.4%
Established Markets	2.6	5.1	2.5	96.9%
International Markets	0.0	0.2	0.2	-
XOSPATA	23.5	26.3	2.8	12.1%
Japan	2.1	2.3	0.1	5.5%
United States	12.5	14.0	1.5	12.4%
Established Markets	5.6	7.2	1.6	29.5%
Greater China	2.4	1.2	-1.2	-48.9%
International Markets	0.9	1.6	0.7	80.8%
VEOZAH	-	1.3	1.3	-
United States	-	1.3	1.3	-
IZERVAY	-	1.2	1.2	-
United States	-	1.2	1.2	-
EVRENZO	1.5	2.0	0.5	32.6%
Japan	1.3	1.1	-0.1	-11.5%
Established Markets	0.2	0.7	0.5	244.4%
International Markets	0.0	0.2	0.1	265.4%
BETANIS/MYRBETRIQ/BETMIGA	93.4	95.8	2.4	2.6%
Japan	17.5	14.1	-3.3	-19.0%
United States	47.4	48.7	1.3	2.8%
Established Markets	20.8	24.3	3.5	16.9%
Greater China	2.0	1.8	-0.1	-7.4%
International Markets	5.8	6.9	1.1	18.7%
PROGRAF	100.4	100.0	-0.3	-0.3%
Japan	18.5	15.3	-3.1	-16.9%
United States	5.1	5.0	-0.2	-3.3%
Established Markets	35.1	35.9	0.8	2.2%
Greater China	25.4	24.5	-1.0	-3.8%
International Markets	16.2	19.4	3.1	19.2%
VESICARE	8.1	7.4	-0.7	-9.0%

- FY2022 sales of products in Japan are shown in a gross sales basis. FY2023 sales and forecasts are shown in a net sales basis, as in other regions.

- Established Markets: Europe, Canada, etc.

- Greater China: China, Hong Kong, Taiwan

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

- From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

- PADCEV (United States): Co-promotion revenue from Seagen

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

	FY22 Full Year	Previous Forecasts FY23 Full Year	Revised Forecasts FY23 Full Year	Change from FY22 (%)
	661.1	669.9	719.8	8.9%
	341.8	342.6	363.8	6.4%
	319.3	327.3	356.1	11.5%
	54.7	58.2	58.2	6.3%
	197.9	198.7	221.8	12.1%
	11.1	14.5	16.1	45.4%
	55.6	55.9	60.0	7.8%
	44.4	66.7	85.2	91.6%
	8.4	9.9	9.9	18.2%
	29.2	44.3	60.2	106.4%
	6.8	11.5	14.0	106.6%
	0.1	0.9	0.8	775.4%
	46.6	49.3	55.2	18.6%
	4.3	4.1	4.6	6.3%
	25.5	26.7	29.5	15.4%
	12.1	13.0	14.5	20.2%
	2.5	2.2	2.9	17.4%
	2.2	3.4	3.8	71.3%
	-	49.3	53.3	-
	-	48.7	52.6	-
	-	-	11.0	-
	-	-	11.0	-
	3.2	8.0	5.1	57.8%
	2.4	2.8	2.2	-8.2%
	0.6	4.0	2.0	212.3%
	0.2	1.2	0.9	435.1%
	188.6	179.5	194.4	3.1%
	33.5	29.7	29.0	-13.5%
	96.5	90.7	99.3	3.0%
	42.9	44.8	49.2	14.8%
	3.9	2.7	3.6	-9.0%
	11.8	11.6	13.3	12.7%
	198.8	187.9	196.5	-1.1%
	35.6	30.0	29.8	-16.2%
	10.7	10.2	10.3	-3.8%
	69.8	67.8	70.7	1.3%
	46.8	45.8	48.0	2.6%
	35.8	34.1	37.6	5.0%
	15.9	13.5	13.9	-12.7%

2) Revenue by region - FY2022 sales of products in Japan are shown in a gross sales basis. FY2023 sales and forecasts are shown in a net sales basis, as in other regions.

(1) Japan

<Global>	Unit: B¥				FY22 Full Year	Previous Forecasts		Revised Forecasts		Change from FY22 (%)
	FY22 APR. - SEP.	FY23 APR. - SEP.	Change	Change (%)		FY23 Full Year	FY23 Full Year	Change (%)		
XTANDI	27.5	28.8	1.3	4.9%	54.7	58.2	58.2	6.3%		
PADCEV	4.0	4.4	0.3	8.7%	8.4	9.9	9.9	18.2%		
XOSPATA	2.1	2.3	0.1	5.5%	4.3	4.1	4.6	6.3%		
EVRENZO	1.3	1.1	-0.1	-11.5%	2.4	2.8	2.2	-8.2%		
BETANIS	17.5	14.1	-3.3	-19.0%	33.5	29.7	29.0	-13.5%		
PROGRAF (Including GRACEPTOR)	18.5	15.3	-3.1	-16.9%	35.6	30.0	29.8	-16.2%		
HARNAL	0.9	0.7	-0.2	-24.8%	1.8	1.3	1.4	-24.2%		
<Main products>										
SUGLAT [Family]	15.6	14.4	-1.1	-7.2%	30.3	29.7	29.1	-3.9%		
SUJANU	6.3	5.6	-0.7	-11.1%	12.3					
REPATHA	3.2	3.3	0.1	3.8%	6.4					
LINZESS	3.5	3.2	-0.3	-9.1%	7.0	7.3	7.2	2.5%		
BLINCYTO	3.8	5.0	1.3	34.0%	7.9					
EVENITY	20.1	23.5	3.4	16.7%	42.1					
SMYRAF	1.3	1.2	-0.0	-1.7%	2.5	2.7	2.7	10.8%		
Vaccines	3.2	3.2	0.0	0.8%	5.5	5.1	5.1	-6.9%		
CIMZIA	5.8	5.2	-0.6	-10.3%	11.2					
Total Rx Sales In Japanese market	132.0	137.0	5.0	3.8%	260.1	277.5	277.3	6.6%		

(2) United States

Revenue	Unit: M\$				FY22 Full Year	Previous Forecasts		Revised Forecasts		Change from FY22 (%)
	FY22 APR. - SEP.	FY23 APR. - SEP.	Change	Change (%)		FY23 Full Year	FY23 Full Year	Change (%)		
	2,448	2,175	-273	-11.1%	4,816	5,041	4,919	2.1%		
XTANDI	1,304	1,286	-18	-1.4%	2,523	2,635	2,589	2.6%		
PADCEV	105	163	57	54.5%	215	341	428	99.0%		
XOSPATA	93	99	6	6.9%	188	205	210	11.3%		
VEOZAH	-	9	9	-	-	375	375	-		
IZERVAY	-	8	8	-	-	-	79	-		
MYRBETRIQ	353	346	-8	-2.2%	712	698	707	-0.7%		
PROGRAF	38	35	-3	-8.0%	79	78	74	-7.2%		
AMBISOME	58	51	-6	-10.9%	118	128	100	-15.2%		
CRESEMBA	106	125	19	18.3%	228	291	272	19.3%		
LEXISCAN	377	47	-330	-87.6%	725	274	75	-89.6%		

(3) Established Markets

Unit: M€

	FY22 APR. - SEP.	FY23 APR. - SEP.	Change	Change (%)
Revenue	1,266	1,298	32	2.6%
XTANDI	698	731	32	4.6%
PADCEV	19	33	15	78.0%
XOSPATA	40	47	7	17.1%
EVRENZO	2	5	3	211.4%
BETMIGA	150	158	9	5.7%
PROGRAF	253	234	-19	-7.6%
OMNIC	34	33	-1	-3.6%

FY22 Full Year
2,554
1,405
48
86
4
304
495
69

Previous Forecasts	Revised Forecasts	Change from FY22
FY23 Full Year	FY23 Full Year	Change (%)
2,604	2,626	2.8%
1,419	1,462	4.1%
82	93	91.9%
93	96	11.6%
29	13	190.1%
320	324	6.7%
485	466	-5.9%
67	65	-5.2%

- Established Markets: Europe, Canada, etc.

- From FY2022 Q3, the commercial segment of Australia was changed From Established Markets to International Markets. All figures above reflect this change.

(4) Greater China

Unit: B¥

	FY22 APR. - SEP.	FY23 APR. - SEP.	Change	Change (%)
Revenue	45.0	44.9	-0.1	-0.3%
XTANDI	6.0	10.1	4.1	68.1%
XOSPATA	2.4	1.2	-1.2	-48.9%
BETMIGA	2.0	1.8	-0.1	-7.4%
PROGRAF	25.4	24.5	-1.0	-3.8%
HARNAL	4.9	4.0	-0.9	-18.4%
FEBURIC	1.7	1.7	-0.0	-2.2%

FY22 Full Year
80.0
11.1
2.5
3.9
46.8
8.2
3.4

Previous Forecasts	Revised Forecasts	Change from FY22
FY23 Full Year	FY23 Full Year	Change (%)
78.1	85.1	6.3%
14.5	16.1	45.4%
2.2	2.9	17.4%
2.7	3.6	-9.0%
45.8	48.0	2.6%
8.4	8.7	6.4%
2.7	3.3	-2.2%

- Greater China: China, Hong Kong, Taiwan

(5) International Markets

Unit: B¥

	FY22 APR. - SEP.	FY23 APR. - SEP.	Change	Change (%)
Revenue	67.9	74.6	6.8	10.0%
XTANDI	26.8	28.6	1.8	6.8%
PADCEV	0.0	0.2	0.2	-
XOSPATA	0.9	1.6	0.7	80.8%
EVRENZO	0.0	0.2	0.1	265.4%
BETMIGA	5.8	6.9	1.1	18.7%
PROGRAF	16.2	19.4	3.1	19.2%
HARNAL	8.7	9.0	0.3	3.7%

FY22 Full Year
143.3
55.6
0.1
2.2
0.2
11.8
35.8
17.9

Previous Forecasts	Revised Forecasts	Change from FY22
FY23 Full Year	FY23 Full Year	Change (%)
137.7	150.0	4.6%
55.9	60.0	7.8%
0.9	0.8	775.4%
3.4	3.8	71.3%
1.2	0.9	435.1%
11.6	13.3	12.7%
34.1	37.6	5.0%
17.5	18.7	4.2%

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

- From FY2022 Q3, the commercial segment of Australia was changed From Established Markets to International Markets. All figures above reflect this change.

9. Consolidated statements of financial position

Unit: B¥

	FY22 End	FY23 Q2 End	Change
Assets	2,456.5	3,543.0	1,086.5
Non-current assets	1,406.6	2,426.3	1,019.7
Property, plant and equipment	286.5	296.6	10.1
Goodwill	328.4	403.8	75.4
Intangible assets	562.5	1,532.6	970.1
Trade and other receivables	24.2	21.7	-2.5
Investments accounted for using equity method	12.7	15.3	2.7
Deferred tax assets	84.2	44.3	-39.9
Other financial assets	97.9	103.3	5.4
Other non-current assets	10.3	8.7	-1.6
Current assets	1,050.0	1,116.8	66.8
Inventories	174.4	213.6	39.3
Trade and other receivables	428.0	487.9	59.9
Income tax receivable	17.8	16.7	-1.1
Other financial assets	19.8	29.7	9.9
Other current assets	32.4	33.7	1.2
Cash and cash equivalents	376.8	334.0	-42.8
Assets held for sale	0.7	1.2	0.5

Unit: B¥

	FY22 End	FY23 Q2 End	Change
Equity and Liabilities	2,456.5	3,543.0	1,086.5
Equity	1,508.0	1,639.3	131.4
Equity attributable to owners of the parent	1,508.0	1,639.3	131.4
Share capital	103.0	103.0	-
Capital surplus	181.3	182.1	0.9
Treasury shares	-25.1	-34.4	-9.3
Retained earnings	908.2	884.5	-23.6
Other components of equity	340.6	504.1	163.5
Liabilities	948.6	1,903.7	955.1
Non-current liabilities	222.5	741.4	518.9
Bonds and borrowings	50.0	473.1	423.1
Trade and other payables	4.2	2.3	-1.9
Deferred tax liabilities	6.0	92.7	86.6
Retirement benefit liabilities	24.8	24.5	-0.3
Provisions	6.5	5.4	-1.1
Other financial liabilities	89.9	100.8	10.9
Other non-current liabilities	41.0	42.7	1.7
Current liabilities	726.0	1,162.3	436.2
Bonds and borrowings	75.0	416.6	341.6
Trade and other payables	140.2	147.2	7.0
Income tax payable	5.1	31.3	26.2
Provisions	17.9	12.6	-5.2
Other financial liabilities	105.1	98.7	-6.4
Other current liabilities	382.7	455.8	73.1

10. Employees

Number of employees

	FY22 2Q End	FY23 2Q End
Total	14,414	14,698

FY22 4Q End
14,484

11. Shareholders

	FY22 2Q End	FY23 2Q End
Banks	39.1%	37.7%
Securities	4.4%	6.2%
Other companies	3.1%	3.1%
Foreign companies	44.9%	44.0%
Individuals and others	8.4%	8.9%
Treasury Stock*	0.0%	0.0%

* 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, 2023]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY23			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	375.0	-1.8%	392.1	3.1%
Cost of sales	68.9	-22.4%	74.4	18.5%
Ratio to Revenue	18.4%		19.0%	
Gross profit	306.0	4.5%	317.7	0.0%
SG&A expenses	168.2	9.6%	179.3	16.0%
Ratio to Revenue	44.8%		45.7%	
XTANDI co-promotion fee in the United States	44.6	3.4%	48.5	4.2%
Personnel expenses	57.4	12.0%	58.9	9.9%
Advertising and Sales Promotion and Other	66.3	12.2%	71.9	32.1%
R&D expenses	64.6	-12.7%	77.4	18.7%
Ratio to Revenue	17.2%		19.7%	
Amortisation of intangible assets	9.1	-15.6%	24.7	167.4%
Gain on divestiture of intangible assets	0.1	-68.5%	9.4	-
Share of profit (loss) of investments accounted for using equity method	0.7	96.2%	-0.9	-
Other income	3.9	-76.0%	3.3	-
Fair value remeasurements on contingent consideration	2.6	80.0%	0.1	-28.3%
Other expenses	23.1	-40.0%	42.9	-
Impairment losses	10.5	-52.2%	2.7	263.4%
Fair value remeasurements on contingent consideration	10.1	-35.8%	1.3	-
Replacement awards with business combination*	-	-	36.7	-
Operating profit	45.8	38.2%	5.2	-94.0%
Ratio to Revenue	12.2%		1.3%	
Finance income	3.8	307.2%	2.4	-33.4%
Finance expenses	2.7	13.5%	2.3	50.5%
Profit before tax	46.8	47.9%	5.3	-94.0%
Ratio to Revenue	12.5%		1.4%	
Income tax expense	13.7	99.8%	6.8	-60.5%
Profit	33.1	33.5%	-1.5	-
Ratio to Revenue	8.8%		-0.4%	
Comprehensive income	134.5	0.1%	53.8	-50.8%

(*) Payment for Iveric Bio's unvested share-based payments, such as share options

2. Consolidated Results (Core Basis)

Unit: B¥

	FY23			
	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Revenue	375.0	-1.8%	392.1	3.1%
Cost of sales	68.9	-22.4%	74.4	18.5%
Ratio to Revenue	18.4%		19.0%	
Gross profit	306.0	4.5%	317.7	0.0%
SG&A expenses	168.2	9.6%	179.3	16.0%
Ratio to Revenue	44.8%		45.7%	
XTANDI co-promotion fee in the United States	44.6	3.4%	48.5	4.2%
Personnel expenses	57.4	12.0%	58.9	9.9%
Advertising and Sales Promotion and Other	66.3	12.2%	71.9	32.1%
R&D expenses	64.6	-12.7%	77.4	18.7%
Ratio to Revenue	17.2%		19.7%	
Amortisation of intangible assets	9.1	-15.6%	24.7	167.4%
Gain on divestiture of intangible assets	0.1	-68.5%	9.4	-
Share of profit (loss) of investments accounted for using equity method	0.7	96.2%	-0.9	-
Operating profit	64.9	17.4%	44.9	-50.2%
Ratio to Revenue	17.3%		11.4%	
Finance income	3.8	307.2%	2.4	-33.4%
Finance expenses	2.7	13.5%	2.3	50.5%
Profit before Tax	66.0	22.6%	45.0	-51.2%
Ratio to Revenue	17.6%		11.5%	
Income tax expense	14.2	77.7%	7.0	-61.0%
Profit	51.8	13.0%	38.0	-48.8%
Ratio to Revenue	13.8%		9.7%	

3. Revenue by Region

Unit: B¥

		FY23			
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Revenue		375.0	-1.8%	392.1	3.1%
	Japan	68.3	2.2%	69.3	4.2%
	Ratio to Revenue	18.2%		17.7%	
	United States	150.0	-6.8%	156.7	-6.4%
	Ratio to Revenue	40.0%		40.0%	
	Established Markets	96.8	11.8%	102.3	15.0%
	Ratio to Revenue	25.8%		26.1%	
	Greater China	22.5	-2.7%	22.4	2.3%
	Ratio to Revenue	6.0%		5.7%	
	International Markets	34.7	2.4%	39.9	17.5%
	Ratio to Revenue	9.3%		10.2%	
	Others	2.6	-75.1%	1.6	-8.0%
	Ratio to Revenue	0.7%		0.4%	

- Established Markets: Europe, Canada, etc.

- Greater China: China, Hong Kong, Taiwan

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

- From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change

4. Investment in Property, Plant and Equipment

Depreciation/Amortisation

Unit: B¥

	FY23			
	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Investment in Property, Plant and Equipment	9.3	-20.1%	7.4	27.1%
Depreciation (PP&E)	10.2	3.5%	10.1	2.2%
Amortisation of Intangible Assets (incl. software, etc.)	13.1	-51.7%	28.8	123.0%

- Investment in Property, Plant and Equipment does not include right-of-use asset.

5. Sales of major products

1) Global

Unit: B¥

		FY23			
		APR.-JUN.	Change	JUL.-SEP.	Change
		(Quarterly)	(%)	(Quarterly)	(%)
XTANDI		174.1	7.2%	186.9	10.2%
	United States	86.8	3.4%	94.5	3.9%
	ex-US	87.3	11.2%	92.4	17.4%
	Japan	14.4	2.3%	14.4	7.6%
	Established Markets	54.6	16.7%	57.5	14.9%
	Greater China	4.4	22.6%	5.7	135.3%
	International Markets	13.8	-1.0%	14.8	15.2%
PADCEV		15.2	44.2%	17.5	71.0%
	Japan	2.2	13.1%	2.1	4.4%
	United States	10.5	43.0%	12.5	83.3%
	Established Markets	2.4	94.2%	2.7	99.3%
	International Markets	0.1	-	0.1	621.6%
XOSPATA		13.0	24.2%	13.3	2.3%
	Japan	1.2	6.6%	1.1	4.2%
	United States	7.1	20.2%	6.9	5.4%
	Established Markets	3.3	24.4%	3.9	34.2%
	Greater China	0.6	22.9%	0.7	-65.4%
	International Markets	0.9	155.3%	0.8	36.4%
VEOZAH		0.6	-	0.7	-
	United States	0.6	-	0.7	-
IZERVAY		-	-	1.2	-
	United States	-	-	1.2	-
EVRENZO		1.0	31.0%	1.1	34.1%
	Japan	0.6	-12.1%	0.5	-10.8%
	Established Markets	0.3	382.8%	0.4	179.2%
	International Markets	0.0	-	0.1	169.5%
BETANIS/MYRBETRIQ/BETMIGA		49.2	2.7%	46.6	2.5%
	Japan	7.3	-21.3%	6.8	-16.5%
	United States	26.1	5.6%	22.7	-0.2%
	Established Markets	11.5	14.0%	12.8	19.6%
	Greater China	1.0	-3.4%	0.9	-11.5%
	International Markets	3.4	19.3%	3.5	18.0%
PROGRAF		49.1	-5.3%	51.0	5.0%
	Japan	8.0	-16.4%	7.3	-17.5%
	United States	2.4	-6.4%	2.6	-0.2%
	Established Markets	17.8	-0.6%	18.1	5.2%
	Greater China	12.9	-5.1%	11.6	-2.2%
	International Markets	8.0	-2.6%	11.4	41.3%
VESICARE		3.7	-8.4%	3.6	-9.6%

- FY2022 sales of products in Japan are shown in a gross sales basis. FY2023 sales and forecasts are shown in a net sales basis, as in other regions.

- Established Markets: Europe, Canada, etc.

- Greater China: China, Hong Kong, Taiwan

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

- From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

- PADCEV (United States): Co-promotion revenue from Seagen

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

2) Revenue by region - FY2022 sales of products in Japan are shown in a gross sales basis. FY2023 sales and forecasts are shown in a net sales basis, as in other regions.

(1) Japan

Unit: B¥

<Global>	FY23			
	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
XTANDI	14.4	2.3%	14.4	7.6%
PADCEV	2.2	13.1%	2.1	4.4%
XOSPATA	1.2	6.6%	1.1	4.2%
EVRENZO	0.6	-12.1%	0.5	-10.8%
BETANIS	7.3	-21.3%	6.8	-16.5%
PROGRAF (Including GRACEPTOR)	8.0	-16.4%	7.3	-17.5%
HARNAL	0.4	-20.9%	0.3	-28.8%

<Main products>

SUGLAT [Family]	7.4	-8.3%	7.1	-6.0%
SUJANU	2.9	-11.1%	2.7	-11.1%
REPATHA	1.7	1.5%	1.7	6.2%
LINZESS	1.7	-9.1%	1.6	-9.2%
BLINCYTO	2.4	33.4%	2.6	34.6%
EVENITY	11.5	15.1%	12.0	18.3%
SMYRAF	0.6	0.2%	0.6	-3.7%
Vaccines	0.0	0.9%	3.2	0.8%
CIMZIA	2.6	-12.7%	2.6	-7.9%
Total Rx Sales In Japanese market	68.0	2.3%	69.0	5.3%

(2) United States

Unit: M\$

Revenue	FY23			
	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
	1,092	-11.9%	1,084	-10.3%
XTANDI	632	-2.3%	654	-0.5%
PADCEV	76	35.1%	87	76.9%
XOSPATA	52	13.6%	48	0.5%
VEOZAH	4	-	5	-
IZERVAY	-	-	8	-
MYRBETRIQ	190	-0.3%	156	-4.4%
PROGRAF	17	-11.6%	18	-4.3%
AMBISOME	25	-13.9%	26	-7.8%
CRESEMBA	62	18.6%	63	17.9%
LEXISCAN	29	-84.9%	17	-90.5%

(3) Established Markets

Unit: M€

		FY23			
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Revenue		647	3.3%	651	1.9%
	XTANDI	365	7.7%	366	1.7%
	PADCEV	16	79.3%	17	76.7%
	XOSPATA	22	14.9%	25	19.1%
	EVRENZO	2	345.9%	3	147.7%
	BETMIGA	77	5.2%	81	6.1%
	PROGRAF	119	-8.2%	115	-6.9%
	OMNIC	16	-7.8%	17	0.7%

- Established Markets: Europe, Canada, etc.

- From FY2022 Q3, the commercial segment of Australia was changed From Established Markets to International Markets. All figures above reflect this change.

(4) Greater China

Unit: B¥

		FY23			
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Revenue		22.5	-2.7%	22.4	2.3%
	XTANDI	4.4	22.6%	5.7	135.3%
	XOSPATA	0.6	22.9%	0.7	-65.4%
	BETMIGA	1.0	-3.4%	0.9	-11.5%
	PROGRAF	12.9	-5.1%	11.6	-2.2%
	HARNAL	2.0	-15.4%	2.0	-21.2%
	FEBURIC	0.8	0.4%	0.9	-4.6%

- Greater China: China, Hong Kong, Taiwan

(5) International Markets

Unit: B¥

		FY23			
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Revenue		34.7	2.4%	39.9	17.5%
	XTANDI	13.8	-1.0%	14.8	15.2%
	PADCEV	0.1	-	0.1	621.6%
	XOSPATA	0.9	155.3%	0.8	36.4%
	EVRENZO	0.0	-	0.1	169.5%
	BETMIGA	3.4	19.3%	3.5	18.0%
	PROGRAF	8.0	-2.6%	11.4	41.3%
	HARNAL	4.3	5.0%	4.7	2.5%

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

- From FY2022 Q3, the commercial segment of Australia was changed From Established Markets to International Markets. All figures above reflect this change.

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 2023

Underlined items indicate changes from the previous announcement in Aug 2023.

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 <u>Filed (Sep 2023)</u>	Pfizer	
			Non-metastatic castration-sensitive prostate cancer	US <u>Filed (Aug 2023)</u> Europe <u>Filed (Sep 2023)</u>		
enfortumab vedotin ASG-22ME (PADCEV)	Antibody-drug conjugate (ADC)	Nectin-4 targeted ADC	Metastatic urothelial cancer, platinum-containing chemotherapy and PD-1/L1 inhibitor pretreated	China Filed (Mar 2023)	In-house [Co-development with Seagen]	
			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		
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 high intensity induction of chemotherapy	P-III		
			Newly diagnosed acute myeloid leukemia with low intensity induction of chemotherapy	P-I		
			Acute myeloid leukemia in pediatric patients	P-III		

XTANDI and Strategic products (2/2)

Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease	Phase *	Licensor **	Remarks
zolbetuximab IMAB362	Antibody	Anti-Claudin 18.2 monoclonal antibody	Gastric and gastroesophageal junction adenocarcinoma	Japan Filed (Jun 2023) US Filed (Jul 2023) Europe Filed (Jul 2023) China Filed (Jul 2023)	In-house (Ganymed)	
			Pancreatic adenocarcinoma	P-II		
fezolinetant ESN364 (VEOZAH***)	Small molecule	NK3 receptor antagonist	Vasomotor symptoms due to menopause	Europe Filed (Sep 2022) China P-III Japan P-II	In-house (Ogeda)	
avacincaptad pegol (IZERVAY)	Pegylated RNA aptamer	Complement C5 inhibitor	Geographic atrophy secondary to age-related macular degeneration	US <u>Approved (Aug 2023)</u> Europe <u>Filed (Aug 2023)</u>		
			Stargardt disease	P-II		
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)	
roxadustat ASP1517/FG-4592	Small molecule	HIF-PH inhibitor	<u>Anemia associated with chronic kidney disease in pediatric patients</u>	Europe P-III	FibroGen	<u>Astellas has rights in Japan, Europe, the Commonwealth of Independent States, the Middle East, and South Africa.</u>

* 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.

*** Under regulatory review as "VEOZA" in Europe.

Updates from the previous announcement (Aug 2023):

enzalutamide: NDA accepted in China in Sep 2023 for metastatic hormone-sensitive prostate cancer. sNDA accepted in US in Aug 2023 and Type II variation accepted in Europe in Sep 2023 for non-metastatic castration-sensitive prostate cancer with high-risk biochemical recurrence.

fezolinetant: Removed the description of the approval in the US in May 2023 for moderate to severe vasomotor symptoms due to menopause.

avacincaptad pegol: Approved in US and filed in Europe in Aug 2023 for geographic atrophy secondary to age-related macular degeneration.

roxadustat: Added a program.

Projects with Focus Area approach (1/2)

Primary Focus	Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease	Phase *	Licensors **	Remarks
Immunology	ASP1570	Small molecule	DGKζ inhibitor	Cancer	P-I	In-house	
	ASP2138	Antibody	Anti-Claudin 18.2 and anti-CD3 bispecific antibody	Gastric and gastroesophageal junction adenocarcinoma, pancreatic adenocarcinoma	P-I	Xencor [Discovered through collaborative research]	
	ASP2074	Antibody	<u>Anti-TSPAN8 and anti-CD3 bispecific antibody</u>	Cancer	P-I	In-house	
	ASP1002	Antibody	Bispecific antibody	Cancer	P-I	In-house	
	ASP1012	<u>Oncolytic virus</u>	<u>Oncolytic virus encoding leptin-IL-2</u>	<u>Cancer</u>	<u>P-I</u>	<u>KaliVir</u>	
Blindness and Regeneration	ASP7317	Cell therapy	Retinal pigment epithelium cells	Geographic atrophy secondary to age-related macular degeneration	P-I	In-house (Ocata Therapeutics)	
Mitochondria	bocidelpar ASP0367/MA-0211	Small molecule	PPARδ 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 *	Licensors **	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)	
	zocaglusagene nuzaparvovec AT845	Gene therapy (AAV-based gene therapy)	GAA gene replacement to express GAA enzyme	Pompe disease	P-I	In-house (Audentes Therapeutics)	
Targeted Protein Degradation	ASP3082	Small molecule	KRAS G12D degrader	Cancer	P-I	In-house	

* 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 (Aug 2023):

ASP2074: Described the classification.

ASP1012: Entered into Phase 1 for cancer.

AT845: Added the generic name.

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	
peficitinib ASP015K	Small molecule	JAK inhibitor	Rheumatoid arthritis	China Filed (Aug 2022)	In-house	
isavuconazole	Small molecule	Azole antifungal	Invasive aspergillosis and mucormycosis in pediatric patients	US <u>Filed (Aug 2023)</u>	Basilea	

* 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 (Aug 2023):

mirabegron: Discontinued the development for overactive bladder in pediatric patients in Phase 3 due to operational futility.

isavuconazole: Filed in US in Aug 2023 for invasive aspergillosis and mucormycosis in pediatric patients.

ASP8062: Discontinued the development for alcohol use disorder in Phase 1.

Rx+ Program

As of Oct 2023

Underlined items indicate changes from the previous announcement in Aug 2023.

Category	Program	Concept	Status*	Partner	Remarks
Digital health Other services	BlueStar	Digital therapeutics for adults with diabetes	Under clinical trial preparation	Welldoc Roche Diabetes Care Japan	
	<u>Z1608</u>	<u>Digital therapeutic plus remote patient monitoring for heart failure</u>	<u>Under development</u>	<u>Welldoc</u> <u>Eko</u>	
Drug-device combination	pudexacinium chloride ASP5354	Intraoperative ureter visualization for use in patients undergoing minimally invasive and open abdominopelvic surgeries	P-III	Stryker	
		Visualization and localization of lymph nodes in patients with breast cancer or melanoma undergoing lymphatic mapping	P-II		

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

Updates from the previous announcement (Aug 2023):

Z1608: Added a program.

Fit-eNce / Fit-eNce Home: Discontinued the program due to strategic reasons.