

## Supplementary Documents [IFRS]

Financial results for the first three months of the fiscal year 2017 (FY2017)

### Astellas Pharma Inc.

- Q1/FY2017 Financial Results
- Pipeline list

#### Cautionary Notes

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

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

1. Consolidated Results (Full Basis)

Unit: B¥

|                                                           | Unit: B¥            |                     |        |               | Change from FY16               |               |
|-----------------------------------------------------------|---------------------|---------------------|--------|---------------|--------------------------------|---------------|
|                                                           | FY16<br>APR. - JUN. | FY17<br>APR. - JUN. | Change | Change<br>(%) | Forecasts<br>FY17<br>Full Year | Change<br>(%) |
| Sales                                                     | 337.8               | 322.6               | -15.2  | -4.5%         | 1,279.0                        | -2.5%         |
| Cost of sales                                             | 71.5                | 79.3                | 7.8    | 10.9%         |                                |               |
| Ratio to Sales                                            | 21.2%               | 24.6%               |        |               |                                |               |
| Gross profit                                              | 266.3               | 243.3               | -23.0  | -8.6%         |                                |               |
| SG&A expenses                                             | 111.9               | 112.3               | 0.4    | 0.4%          |                                |               |
| Ratio to Sales                                            | 33.1%               | 34.8%               |        |               |                                |               |
| Advertising and Sales Promotion                           | 35.8                | 34.6                | -1.3   | -3.5%         |                                |               |
| Personnel expenses                                        | 43.5                | 43.6                | 0.1    | 0.3%          |                                |               |
| Other                                                     | 32.6                | 34.1                | 1.6    | 4.8%          |                                |               |
| R&D expenses                                              | 51.0                | 56.5                | 5.5    | 10.7%         | 218.0                          | 4.7%          |
| Ratio to Sales                                            | 15.1%               | 17.5%               |        |               | 17.0%                          |               |
| Amortisation of intangible assets                         | 9.0                 | 9.0                 | -0.0   | -0.1%         |                                |               |
| Share of profits/losses of associates and joint ventures  | -0.4                | -0.4                | 0.1    | -             |                                |               |
| Other income                                              | 0.2                 | 9.7                 | 9.5    | -             |                                |               |
| Fair value remeasurements on contingent consideration     | -                   | 9.2                 | 9.2    | -             |                                |               |
| Other expense                                             | 1.3                 | 31.3                | 30.0   | -             |                                |               |
| Impairment losses                                         | -                   | 26.0                | 26.0   | -             |                                |               |
| Net foreign exchange losses                               | 0.4                 | 5.1                 | 4.7    | -             |                                |               |
| Operating profit                                          | 92.9                | 43.5                | -49.3  | -53.1%        | 254.0                          | -2.6%         |
| Ratio to Sales                                            | 27.5%               | 13.5%               |        |               | 19.9%                          |               |
| Finance income                                            | 1.2                 | 5.2                 | 4.0    | 328.9%        |                                |               |
| Gain on sales of available-for-sale financial assets      | 0.7                 | 4.7                 | 4.1    | 628.1%        |                                |               |
| Finance expense                                           | 0.9                 | 0.3                 | -0.6   | -68.8%        |                                |               |
| Impairment losses for available-for-sale financial assets | 0.3                 | 0.0                 | -0.3   | -99.5%        |                                |               |
| Profit before tax                                         | 93.2                | 48.5                | -44.7  | -48.0%        | 260.0                          | -7.7%         |
| Ratio to Sales                                            | 27.6%               | 15.0%               |        |               | 20.3%                          |               |
| Income tax expense                                        | 26.6                | 6.0                 | -20.6  | -77.4%        |                                |               |
| Profit for the period                                     | 66.6                | 42.5                | -24.1  | -36.2%        | 198.0                          | -9.5%         |
| Ratio to Sales                                            | 19.7%               | 13.2%               |        |               | 15.5%                          |               |
| Comprehensive income                                      | -34.0               | 83.5                | 117.5  | -             |                                |               |

| 2. Consolidated Results (Core Basis)                     | Unit: B¥            |                     |        |               | Change from FY16               |               |
|----------------------------------------------------------|---------------------|---------------------|--------|---------------|--------------------------------|---------------|
|                                                          | FY16<br>APR. - JUN. | FY17<br>APR. - JUN. | Change | Change<br>(%) | Forecasts<br>FY17<br>Full Year | Change<br>(%) |
| Sales                                                    | 337.8               | 322.6               | -15.2  | -4.5%         | 1,279.0                        | -2.5%         |
| Cost of sales                                            | 71.5                | 79.3                | 7.8    | 10.9%         |                                |               |
| Ratio to Sales                                           | 21.2%               | 24.6%               |        |               |                                |               |
| Gross profit                                             | 266.3               | 243.3               | -23.0  | -8.6%         |                                |               |
| SG&A expenses                                            | 111.9               | 112.3               | 0.4    | 0.4%          |                                |               |
| Ratio to Sales                                           | 33.1%               | 34.8%               |        |               |                                |               |
| Advertising and Sales Promotion                          | 35.8                | 34.6                | -1.3   | -3.5%         |                                |               |
| Personnel expenses                                       | 43.5                | 43.6                | 0.1    | 0.3%          |                                |               |
| Other                                                    | 32.6                | 34.1                | 1.6    | 4.8%          |                                |               |
| R&D expenses                                             | 51.0                | 56.5                | 5.5    | 10.7%         | 218.0                          | 4.7%          |
| Ratio to Sales                                           | 15.1%               | 17.5%               |        |               | 17.0%                          |               |
| Amortisation of intangible assets                        | 9.0                 | 9.0                 | -0.0   | -0.1%         |                                |               |
| Share of profits/losses of associates and joint ventures | -0.4                | -0.4                | 0.1    | -             |                                |               |
| Operating profit                                         | 94.0                | 65.1                | -28.8  | -30.7%        | 254.0                          | -7.5%         |
| Ratio to Sales                                           | 27.8%               | 20.2%               |        |               | 19.9%                          |               |
| Finance income                                           | 0.6                 | 0.5                 | -0.1   | -15.2%        |                                |               |
| Finance expense                                          | 0.6                 | 0.2                 | -0.4   | -59.0%        |                                |               |
| Profit before Tax                                        | 93.9                | 65.4                | -28.6  | -30.4%        |                                |               |
| Ratio to Sales                                           | 27.8%               | 20.3%               |        |               |                                |               |
| Income tax expense                                       | 26.8                | 13.4                | -13.3  | -49.8%        |                                |               |
| Profit for the period                                    | 67.1                | 51.9                | -15.2  | -22.7%        | 195.0                          | -8.6%         |
| Ratio to Sales                                           | 19.9%               | 16.1%               |        |               | 15.2%                          |               |

### 3. Exchange Rate

|         | Unit: yen               |                         |             |                |
|---------|-------------------------|-------------------------|-------------|----------------|
|         | FY16<br>APR. - JUN.Ave. | FY17<br>APR. - JUN.Ave. | FY16<br>End | FY17<br>Q1 End |
| USD/Yen | 108                     | 111                     | 112         | 112            |
| EUR/Yen | 122                     | 122                     | 120         | 128            |

| Forecasts         |
|-------------------|
| FY17<br>Full Year |
| 110               |
| 120               |

\* Exchange rate fluctuations had positive impact by 3.2 billion yen on sales and negative impact by 11.5 billion yen on core operating profit in Q1/FY2017

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

Unit: B¥

|                                                  | FY16<br>APR. - JUN. |            |              | FY17<br>APR. - JUN. |             |              |
|--------------------------------------------------|---------------------|------------|--------------|---------------------|-------------|--------------|
|                                                  | Full basis          | Adjustment | Core basis   | Full basis          | Adjustment  | Core basis   |
| <b>Sales</b>                                     | <b>337.8</b>        | -          | <b>337.8</b> | <b>322.6</b>        | -           | <b>322.6</b> |
| Cost of sales                                    | 71.5                | -          | 71.5         | 79.3                | -           | 79.3         |
| <b>Gross profit</b>                              | <b>266.3</b>        | -          | <b>266.3</b> | <b>243.3</b>        | -           | <b>243.3</b> |
| SG&A expenses                                    | 111.9               | -          | 111.9        | 112.3               | -           | 112.3        |
| R&D expenses                                     | 51.0                | -          | 51.0         | 56.5                | -           | 56.5         |
| Amortisation of intangible assets                | 9.0                 | -          | 9.0          | 9.0                 | -           | 9.0          |
| Share of losses of associates and joint ventures | -0.4                | -          | -0.4         | -0.4                | -           | -0.4         |
| Other income *1                                  | 0.2                 | -0.2       | -            | 9.7                 | -9.7        | -            |
| Other expense *1                                 | 1.3                 | -1.3       | -            | 31.3                | -31.3       | -            |
| <b>Operating profit</b>                          | <b>92.9</b>         | <b>1.1</b> | <b>94.0</b>  | <b>43.5</b>         | <b>21.6</b> | <b>65.1</b>  |
| Finance income *2                                | 1.2                 | -0.7       | 0.6          | 5.2                 | -4.7        | 0.5          |
| Finance expense *2                               | 0.9                 | -0.3       | 0.6          | 0.3                 | -0.0        | 0.2          |
| <b>Profit before tax</b>                         | <b>93.2</b>         | <b>0.7</b> | <b>93.9</b>  | <b>48.5</b>         | <b>16.9</b> | <b>65.4</b>  |
| Income tax expense                               | 26.6                | 0.2        | 26.8         | 6.0                 | 7.4         | 13.4         |
| <b>Profit for the period</b>                     | <b>66.6</b>         | <b>0.5</b> | <b>67.1</b>  | <b>42.5</b>         | <b>9.4</b>  | <b>51.9</b>  |

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

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

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

## 5. Sales by Region

Unit: B¥

|       |                  | FY16<br>APR. - JUN. | FY17<br>APR. - JUN. | Change | Change<br>(%) |
|-------|------------------|---------------------|---------------------|--------|---------------|
| Sales |                  | 337.8               | 322.6               | -15.2  | -4.5%         |
|       | Japan            | 124.2               | 114.2               | -10.0  | -8.1%         |
|       | Ratio to Sales   | 36.8%               | 35.4%               |        |               |
|       | Americas         | 107.6               | 101.6               | -6.0   | -5.6%         |
|       | Ratio to Sales   | 31.8%               | 31.5%               |        |               |
|       | EMEA             | 85.3                | 83.4                | -1.9   | -2.3%         |
|       | Ratio to Sales   | 25.3%               | 25.9%               |        |               |
|       | Asia and Oceania | 20.7                | 23.4                | 2.7    | 13.2%         |
|       | Ratio to Sales   | 6.1%                | 7.3%                |        |               |

| Forecasts         |               | Change from<br>FY16 |
|-------------------|---------------|---------------------|
| FY17<br>Full Year | Change<br>(%) |                     |
| 1,279.0           | -2.5%         |                     |
| 426.9             | -11.2%        |                     |
| 33.4%             |               |                     |
| 430.7             | 4.4%          |                     |
| 33.7%             |               |                     |
| 319.3             | -3.5%         |                     |
| 25.0%             |               |                     |
| 102.1             | 16.4%         |                     |
| 8.0%              |               |                     |

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East and Africa

## 6. Depreciation/Amortisation

Unit: B¥

|                                    |              | FY16<br>APR. - JUN. | FY17<br>APR. - JUN. | Change | Change<br>(%) |
|------------------------------------|--------------|---------------------|---------------------|--------|---------------|
| Depreciation (PP&E)                |              |                     |                     |        |               |
|                                    | Consolidated | 5.5                 | 5.4                 | -0.2   | -3.0%         |
| Amortisation (Intangible Assets) * |              |                     |                     |        |               |
|                                    | Consolidated | 10.4                | 10.6                | 0.2    | 1.8%          |

| Forecasts         |               | Change from<br>FY16 |
|-------------------|---------------|---------------------|
| FY17<br>Full Year | Change<br>(%) |                     |
|                   |               |                     |
| 23.0              | 5.2%          |                     |
|                   |               |                     |
| 42.0              | 0.2%          |                     |

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

## 7. Sales of major products

### 1) Sales of global products

Unit: B¥

|                             | Unit: B¥            |                     |        |               | Forecasts         |                               |
|-----------------------------|---------------------|---------------------|--------|---------------|-------------------|-------------------------------|
|                             | FY16<br>APR. - JUN. | FY17<br>APR. - JUN. | Change | Change<br>(%) | FY17<br>Full Year | Change<br>from<br>FY16<br>(%) |
| XTANDI                      | 64.2                | 67.9                | 3.7    | 5.8%          | 277.7             | 10.2%                         |
| US                          | 35.7                | 33.4                | -2.3   | -6.5%         | 133.3             | 1.3%                          |
| ex-US                       | 28.5                | 34.5                | 6.0    | 21.1%         | 144.4             | 19.9%                         |
| Japan                       | 6.1                 | 6.5                 | 0.4    | 7.0%          | 25.8              | 10.1%                         |
| Americas (ex-US)            | 1.8                 | 2.5                 | 0.7    | 40.0%         | 10.1              | 30.7%                         |
| EMEA                        | 20.0                | 24.4                | 4.4    | 22.1%         | 101.5             | 19.0%                         |
| Asia and Oceania            | 0.7                 | 1.2                 | 0.4    | 62.9%         | 7.0               | 75.9%                         |
| Eligard                     | 4.4                 | 4.4                 | -0.0   | -0.6%         | 17.6              | 10.7%                         |
| EMEA                        | 4.4                 | 4.3                 | -0.0   | -1.1%         | 17.2              | 9.6%                          |
| Asia and Oceania            | 0.1                 | 0.1                 | 0.0    | 39.7%         | 0.4               | 83.6%                         |
| Vesicare                    | 30.4                | 24.6                | -5.8   | -19.2%        | 114.6             | -1.3%                         |
| Japan                       | 7.0                 | 6.4                 | -0.6   | -8.0%         | 24.5              | -4.4%                         |
| Americas                    | 13.6                | 9.3                 | -4.3   | -31.4%        | 52.5              | -1.0%                         |
| EMEA                        | 8.7                 | 7.5                 | -1.2   | -13.8%        | 31.4              | -2.2%                         |
| Asia and Oceania            | 1.2                 | 1.3                 | 0.1    | 9.7%          | 5.8               | 15.9%                         |
| Betanis/Myrbetriq/BETMIGA   | 23.6                | 27.2                | 3.7    | 15.6%         | 122.8             | 24.2%                         |
| Japan                       | 6.4                 | 7.2                 | 0.8    | 12.3%         | 31.9              | 23.2%                         |
| Americas                    | 12.9                | 15.0                | 2.1    | 15.9%         | 68.0              | 23.0%                         |
| EMEA                        | 3.5                 | 3.9                 | 0.4    | 12.1%         | 17.7              | 25.0%                         |
| Asia and Oceania            | 0.7                 | 1.1                 | 0.4    | 60.3%         | 5.2               | 47.3%                         |
| Harnal/Omnice               | 12.1                | 12.1                | -0.0   | -0.3%         | 47.1              | -1.3%                         |
| Sales by Astellas           | 11.5                | 11.8                | 0.3    | 2.3%          | 45.2              | -0.4%                         |
| Japan                       | 2.6                 | 2.1                 | -0.5   | -18.6%        | 6.9               | -24.8%                        |
| EMEA                        | 3.7                 | 3.8                 | 0.2    | 5.1%          | 14.9              | 6.0%                          |
| Asia and Oceania            | 5.2                 | 5.7                 | 0.5    | 9.6%          | 23.4              | 10.9%                         |
| Bulk and Royalties          | 0.6                 | 0.3                 | -0.3   | -49.2%        | 1.8               | -19.7%                        |
| Prograf                     | 49.4                | 49.4                | 0.0    | 0.0%          | 186.7             | 0.3%                          |
| Sales by Astellas           | 48.7                | 48.1                | -0.6   | -1.2%         | 184.8             | 0.7%                          |
| Japan (Including Graceptor) | 12.9                | 12.7                | -0.2   | -1.5%         | 48.5              | -0.7%                         |
| Americas                    | 7.7                 | 6.2                 | -1.4   | -18.8%        | 28.1              | 3.0%                          |
| EMEA                        | 19.0                | 19.6                | 0.6    | 3.1%          | 68.7              | -2.0%                         |
| Advagraf                    | 7.9                 | 8.6                 | 0.7    | 9.3%          |                   |                               |
| Asia and Oceania            | 9.0                 | 9.5                 | 0.5    | 5.0%          | 39.6              | 6.0%                          |
| Exports to third parties    | 0.8                 | 1.4                 | 0.6    | 81.1%         | 1.9               | -29.1%                        |
| Funguard/MYCAMINE           | 10.0                | 10.3                | 0.2    | 2.1%          | 36.1              | -10.4%                        |
| Japan                       | 2.7                 | 2.7                 | -0.0   | -0.5%         | 11.3              | 0.3%                          |
| Americas                    | 3.1                 | 3.0                 | -0.1   | -3.0%         | 9.6               | -21.1%                        |
| EMEA                        | 2.8                 | 2.9                 | 0.2    | 5.5%          | 8.4               | -22.6%                        |
| Asia and Oceania            | 1.5                 | 1.6                 | 0.2    | 11.5%         | 6.8               | 13.5%                         |

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

- EMEA: Europe, Middle East and Africa

2) Sales of products in Japan

Unit: B¥

| <Global products>                 | FY16        | FY17        | Change | Change (%) |
|-----------------------------------|-------------|-------------|--------|------------|
|                                   | APR. - JUN. | APR. - JUN. |        |            |
| XTANDI                            | 6.1         | 6.5         | 0.4    | 7.0%       |
| Vesicare                          | 7.0         | 6.4         | -0.6   | -8.0%      |
| Betanis                           | 6.4         | 7.2         | 0.8    | 12.3%      |
| Harnal                            | 2.6         | 2.1         | -0.5   | -18.6%     |
| Prograf (Including Graceptor)     | 12.9        | 12.7        | -0.2   | -1.5%      |
| Funguard                          | 2.7         | 2.7         | -0.0   | -0.5%      |
| <Local products in Japan>         |             |             |        |            |
| Micardis [Family]                 | 24.7        | 23.1        | -1.5   | -6.2%      |
| Micombi                           | 2.5         | 2.4         | -0.2   | -7.5%      |
| Micamlo                           | 6.8         | 6.7         | -0.1   | -2.2%      |
| Celecox                           | 12.4        | 12.4        | 0.0    | 0.3%       |
| Symbicort                         | 9.8         | 10.2        | 0.4    | 4.1%       |
| Bonoteo                           | 3.6         | 3.5         | -0.2   | -4.6%      |
| Geninax                           | 2.5         | 2.3         | -0.1   | -4.8%      |
| Vaccines                          | 3.8         | 3.4         | -0.4   | -11.1%     |
| Argamate                          | 1.5         | 1.5         | -0.0   | -2.4%      |
| Gonax                             | 1.1         | 1.2         | 0.1    | 6.5%       |
| Cimzia                            | 1.9         | 2.2         | 0.3    | 14.1%      |
| Suglat                            | 2.3         | 2.9         | 0.5    | 22.3%      |
| Lipitor                           | 6.4         | 5.4         | -1.0   | -15.5%     |
| Myslee                            | 3.9         | 3.5         | -0.4   | -11.4%     |
| Seroquel                          | 2.2         | 1.8         | -0.4   | -19.9%     |
| Total Rx Sales In Japanese market | 114.8       | 106.1       | -8.7   | -7.5%      |

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

| Forecasts | Change from FY16 |            |
|-----------|------------------|------------|
|           | FY17 Full Year   | Change (%) |
|           | 25.8             | 10.1%      |
|           | 24.5             | -4.4%      |
|           | 31.9             | 23.2%      |
|           | 6.9              | -24.8%     |
|           | 48.5             | -0.7%      |
|           | 11.3             | 0.3%       |

|  |       |        |
|--|-------|--------|
|  | 52.2  | -44.1% |
|  | 48.3  | 1.7%   |
|  | 41.3  | 5.2%   |
|  | 13.3  | -3.9%  |
|  | 10.2  | 0.9%   |
|  | 28.9  | -16.2% |
|  | 5.9   | 1.7%   |
|  | 4.8   | 7.4%   |
|  | 9.3   | 20.5%  |
|  | 12.8  | 34.6%  |
|  | 18.0  | -22.1% |
|  | 13.0  | -11.3% |
|  | 5.5   | -26.8% |
|  | 391.0 | -13.6% |

3) Sales of products in Americas and EMEA

Unit: B¥

|                     | FY16        | FY17        | Change | Change (%) |
|---------------------|-------------|-------------|--------|------------|
|                     | APR. - JUN. | APR. - JUN. |        |            |
| Tarceva             | 9.4         | 8.3         | -1.1   | -11.6%     |
| (US)                | 6.8         | 6.2         | -0.6   | -9.1%      |
| (ex-US)             | 2.6         | 2.2         | -0.5   | -18.0%     |
| Scan (Americas)     | 19.3        | 18.7        | -0.6   | -3.0%      |
| AmBisome (Americas) | 2.4         | 2.9         | 0.5    | 18.5%      |
| CRESEMBA (Americas) | 1.3         | 2.1         | 0.8    | 64.0%      |

| Forecasts | Change from FY16 |            |
|-----------|------------------|------------|
|           | FY17 Full Year   | Change (%) |
|           |                  |            |
|           | 72.3             | 1.1%       |
|           | 10.5             | 0.2%       |
|           | 8.5              | 46.1%      |

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

| Americas         | FY16<br>APR. - JUN. | FY17<br>APR. - JUN. | Change | Change<br>(%) |
|------------------|---------------------|---------------------|--------|---------------|
| Sales            | 995                 | 914                 | -80    | -8.1%         |
| XTANDI           | 347                 | 323                 | -24    | -6.8%         |
| US               | 330                 | 301                 | -30    | -8.9%         |
| Americas (ex-US) | 16                  | 22                  | 6      | 36.3%         |
| Tarceva          | 87                  | 75                  | -12    | -13.9%        |
| US               | 63                  | 55                  | -7     | -11.5%        |
| ex-US            | 24                  | 20                  | -5     | -20.2%        |
| VESicare         | 126                 | 84                  | -42    | -33.2%        |
| Myrbetriq        | 119                 | 135                 | 15     | 12.8%         |
| Prograf          | 71                  | 56                  | -15    | -20.9%        |
| Scan             | 178                 | 168                 | -10    | -5.6%         |
| MYCAMINE         | 29                  | 27                  | -2     | -5.6%         |
| AmBisome         | 23                  | 26                  | 3      | 15.3%         |
| CRESEMBA         | 12                  | 19                  | 7      | 59.7%         |

| Forecasts         | Change from<br>FY16 |
|-------------------|---------------------|
| FY17<br>Full Year | Change<br>(%)       |
| 3,915             | 2.9%                |
| 1,304             | 1.4%                |
| 1,212             | -0.2%               |
| 92                | 28.7%               |
|                   |                     |
| 478               | -2.5%               |
| 618               | 21.2%               |
| 256               | 1.5%                |
| 657               | -0.4%               |
| 88                | -22.3%              |
| 96                | -1.3%               |
| 77                | 44.0%               |

Unit: M€

| EMEA                     | FY16<br>APR. - JUN. | FY17<br>APR. - JUN. | Change | Change<br>(%) |
|--------------------------|---------------------|---------------------|--------|---------------|
| Sales                    | 699                 | 683                 | -17    | -2.4%         |
| XTANDI                   | 164                 | 200                 | 36     | 22.0%         |
| Eligard                  | 36                  | 35                  | -0     | -1.2%         |
| Vesicare                 | 71                  | 61                  | -10    | -13.9%        |
| BETMIGA                  | 29                  | 32                  | 3      | 11.9%         |
| Omnice                   | 35                  | 34                  | -1     | -2.7%         |
| Sales by Astellas        | 30                  | 31                  | 1      | 4.9%          |
| Bulk and Royalties       | 5                   | 2                   | -2     | -49.3%        |
| Prograf                  | 162                 | 172                 | 10     | 5.9%          |
| Sales by Astellas        | 156                 | 161                 | 5      | 2.9%          |
| Advagraf                 | 65                  | 71                  | 6      | 9.2%          |
| Exports to third parties | 6                   | 11                  | 5      | 81.2%         |
| MYCAMINE                 | 23                  | 24                  | 1      | 5.4%          |

| Forecasts         | Change from<br>FY16 |
|-------------------|---------------------|
| FY17<br>Full Year | Change<br>(%)       |
| 2,661             | -4.4%               |
| 846               | 17.8%               |
| 143               | 8.5%                |
| 261               | -3.1%               |
| 147               | 23.8%               |
| 140               | 1.4%                |
| 124               | 4.9%                |
| 15                | -20.5%              |
| 588               | -4.0%               |
| 572               | -3.0%               |
| 16                | -29.8%              |
| 70                | -23.4%              |

- EMEA: Europe, Middle East and Africa



8.Consolidated statements of financial position

Unit: B¥

|                                              | 31-Mar-17      | 30-Jun-17      |             |
|----------------------------------------------|----------------|----------------|-------------|
|                                              | Amount         | Amount         | Change      |
| <b>Assets</b>                                | <b>1,820.9</b> | <b>1,901.2</b> | <b>80.3</b> |
| <b>Non-current assets</b>                    | <b>944.2</b>   | <b>1,025.3</b> | <b>81.1</b> |
| Property, plant and equipment                | 191.1          | 193.7          | 2.6         |
| Goodwill                                     | 175.3          | 203.3          | 27.9        |
| Other intangible assets                      | 387.4          | 435.1          | 47.7        |
| Trade and other receivables                  | 22.3           | 23.4           | 1.2         |
| Investments in associates and joint ventures | 3.0            | 2.9            | -0.1        |
| Deferred tax assets                          | 90.3           | 94.9           | 4.5         |
| Other financial assets                       | 61.6           | 59.9           | -1.7        |
| Other non-current assets                     | 13.2           | 12.1           | -1.0        |
| <b>Current assets</b>                        | <b>876.7</b>   | <b>875.9</b>   | <b>-0.7</b> |
| Inventories                                  | 182.5          | 168.3          | -14.3       |
| Trade and other receivables                  | 309.8          | 337.6          | 27.8        |
| Income tax receivable                        | 11.0           | 3.5            | -7.5        |
| Other financial assets                       | 13.6           | 32.1           | 18.5        |
| Other current assets                         | 18.8           | 20.1           | 1.2         |
| Cash and cash equivalents                    | 340.9          | 314.4          | -26.5       |

Unit: B¥

|                                                    | 31-Mar-17      | 30-Jun-17      |             |
|----------------------------------------------------|----------------|----------------|-------------|
|                                                    | Amount         | Amount         | Change      |
| <b>Equity and Liabilities</b>                      | <b>1,820.9</b> | <b>1,901.2</b> | <b>80.3</b> |
| <b>Equity</b>                                      | <b>1,271.8</b> | <b>1,319.7</b> | <b>47.8</b> |
| <b>Equity attributable to owners of the parent</b> | <b>1,271.8</b> | <b>1,319.7</b> | <b>47.8</b> |
| Share capital                                      | 103.0          | 103.0          | -           |
| Capital surplus                                    | 177.1          | 177.1          | -0.0        |
| Treasury shares                                    | -138.2         | -6.5           | 131.7       |
| Retained earnings                                  | 1,013.9        | 890.4          | -123.5      |
| Other components of equity                         | 116.0          | 155.7          | 39.7        |
|                                                    |                |                |             |
| <b>Liabilities</b>                                 | <b>549.1</b>   | <b>581.6</b>   | <b>32.5</b> |
| <b>Non-current liabilities</b>                     | <b>149.2</b>   | <b>180.5</b>   | <b>31.3</b> |
| Trade and other payables                           | 0.4            | 3.8            | 3.3         |
| Deferred tax liabilities                           | 25.3           | 44.5           | 19.2        |
| Retirement benefit liabilities                     | 36.6           | 36.9           | 0.2         |
| Provisions                                         | 4.9            | 7.1            | 2.1         |
| Other financial liabilities                        | 28.4           | 33.7           | 5.3         |
| Other non-current liabilities                      | 53.5           | 54.6           | 1.1         |
| <b>Current liabilities</b>                         | <b>399.9</b>   | <b>401.0</b>   | <b>1.2</b>  |
| Trade and other payables                           | 182.8          | 152.7          | -30.1       |
| Income tax payable                                 | 10.9           | 16.0           | 5.1         |
| Provisions                                         | 96.6           | 114.6          | 18.1        |
| Other financial liabilities                        | 3.0            | 3.9            | 1.0         |
| Other current liabilities                          | 106.5          | 113.7          | 7.2         |