

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 APR. - JUN.	FY17 APR. - JUN.	Change	Change (%)	Forecasts FY17 Full Year	Change (%)
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 APR. - JUN.	FY17 APR. - JUN.	Change	Change (%)	Forecasts FY17 Full Year	Change (%)
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 APR. - JUN.Ave.	FY17 APR. - JUN.Ave.	FY16 End	FY17 Q1 End
USD/Yen	108	111	112	112
EUR/Yen	122	122	120	128

Forecasts
FY17 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 APR. - JUN.			FY17 APR. - JUN.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
Sales	337.8	-	337.8	322.6	-	322.6
Cost of sales	71.5	-	71.5	79.3	-	79.3
Gross profit	266.3	-	266.3	243.3	-	243.3
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	-
Operating profit	92.9	1.1	94.0	43.5	21.6	65.1
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
Profit before tax	93.2	0.7	93.9	48.5	16.9	65.4
Income tax expense	26.6	0.2	26.8	6.0	7.4	13.4
Profit for the period	66.6	0.5	67.1	42.5	9.4	51.9

*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 APR. - JUN.	FY17 APR. - JUN.	Change	Change (%)
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 FY16
FY17 Full Year	Change (%)	
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 APR. - JUN.	FY17 APR. - JUN.	Change	Change (%)
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 FY16
FY17 Full Year	Change (%)	
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 APR. - JUN.	FY17 APR. - JUN.	Change	Change (%)	FY17 Full Year	Change from FY16 (%)
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 APR. - JUN.	FY17 APR. - JUN.	Change	Change (%)
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 FY16
FY17 Full Year	Change (%)
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 APR. - JUN.	FY17 APR. - JUN.	Change	Change (%)
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 FY16
FY17 Full Year	Change (%)
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
Assets	1,820.9	1,901.2	80.3
Non-current assets	944.2	1,025.3	81.1
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
Current assets	876.7	875.9	-0.7
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
Equity and Liabilities	1,820.9	1,901.2	80.3
Equity	1,271.8	1,319.7	47.8
Equity attributable to owners of the parent	1,271.8	1,319.7	47.8
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
Liabilities	549.1	581.6	32.5
Non-current liabilities	149.2	180.5	31.3
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
Current liabilities	399.9	401.0	1.2
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