

# Supplementary Documents [IFRS]

## Financial results for the fiscal year 2016 (FY2016)

# Astellas Pharma Inc.

- FY2016 Financial Results
  - For the year ended March 31, 2017
  - Three months ended March 31, 2017
- 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.*



2. Consolidated Results (Core Basis)	Unit: B¥				FY16 Revised Forecasts	Forecasts	
	FY15 Full Year	FY16 Full Year	Change	Change (%)		FY17 Full Year	Change from FY16 (%)
Sales	1,372.7	1,311.7	-61.0	-4.4%	1,300.0	1,279.0	-2.5%
Cost of sales	335.6	320.5	-15.1	-4.5%			
Ratio to Sales	24.4%	24.4%					
Gross profit	1,037.1	991.2	-45.9	-4.4%			
SG&A expenses	500.4	470.8	-29.6	-5.9%			
Ratio to Sales	36.5%	35.9%					
Advertising and Sales Promotion	169.1	144.1	-25.1	-14.8%			
Personnel expenses	186.1	177.0	-9.1	-4.9%			
Other	145.1	149.7	4.6	3.2%			
R&D expenses	225.7	208.1	-17.5	-7.8%	216.0	218.0	4.7%
Ratio to Sales	16.4%	15.9%			16.6%	17.0%	
Amortisation of intangible assets	42.4	35.8	-6.5	-15.5%			
Share of profits/losses of associates and joint ventures	-1.2	-1.9	-0.6	-			
Operating profit	267.5	274.6	7.1	2.7%	274.0	254.0	-7.5%
Ratio to Sales	19.5%	20.9%			21.1%	19.9%	
Finance income	2.1	1.7	-0.5	-22.6%			
Finance expense	1.0	1.3	0.3	28.0%			
Profit before Tax	268.6	274.9	6.3	2.4%			
Ratio to Sales	19.6%	21.0%					
Income tax expense	69.8	61.6	-8.2	-11.8%			
Profit for the year	198.8	213.3	14.5	7.3%	202.0	195.0	-8.6%
Ratio to Sales	14.5%	16.3%			15.5%	15.2%	

### 3. Exchange Rate

	Unit: yen				FY16 Revised Forecasts	Forecasts
	FY15 Ave.	FY16 Ave.	FY15 End	FY16 End		FY17 Full Year
USD/Yen	120	108	113	112	103	110
EUR/Yen	133	119	128	120	117	120

\* Exchange rate fluctuations had negative impact by 94.7 billion yen on sales and negative impact by 36.3 billion yen on Core operating profit in FY2016

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

Unit: B¥

	FY15			FY16		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
<b>Sales</b>	<b>1,372.7</b>	-	<b>1,372.7</b>	<b>1,311.7</b>	-	<b>1,311.7</b>
Cost of sales	335.6	-	335.6	320.5	-	320.5
<b>Gross profit</b>	<b>1,037.1</b>	-	<b>1,037.1</b>	<b>991.2</b>	-	<b>991.2</b>
SG&A expenses	500.4	-	500.4	470.8	-	470.8
R&D expenses	225.7	-	225.7	208.1	-	208.1
Amortisation of intangible assets	42.4	-	42.4	35.8	-	35.8
Share of losses of associates and joint ventures	-1.2	-	-1.2	-1.9	-	-1.9
Other income *1	1.7	-1.7	-	9.6	-9.6	-
Other expense *1	20.2	-20.2	-	23.3	-23.3	-
<b>Operating profit</b>	<b>249.0</b>	<b>18.5</b>	<b>267.5</b>	<b>260.8</b>	<b>13.7</b>	<b>274.6</b>
Finance income *2	14.4	-12.3	2.1	22.9	-21.3	1.7
Finance expense *2	1.6	-0.6	1.0	2.0	-0.7	1.3
<b>Profit before tax</b>	<b>261.8</b>	<b>6.8</b>	<b>268.6</b>	<b>281.8</b>	<b>-6.9</b>	<b>274.9</b>
Income tax expense	68.1	1.7	69.8	63.1	-1.5	61.6
<b>Profit for the year</b>	<b>193.7</b>	<b>5.1</b>	<b>198.8</b>	<b>218.7</b>	<b>-5.4</b>	<b>213.3</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¥

		FY15 Full Year	FY16 Full Year	Change	Change (%)
Sales		1,372.7	1,311.7	-61.0	-4.4%
	Japan	497.2	480.8	-16.4	-3.3%
	Ratio to Sales	36.2%	36.7%		
	Americas	455.1	412.4	-42.7	-9.4%
	Ratio to Sales	33.2%	31.4%		
	EMEA	329.3	330.8	1.5	0.5%
	Ratio to Sales	24.0%	25.2%		
	Asia and Oceania	91.1	87.7	-3.5	-3.8%
	Ratio to Sales	6.6%	6.7%		

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East and Africa

Unit: B¥

		FY16 Revised Forecasts	FY17 Full Year	Change (%)
		1,300.0	1,279.0	-2.5%
		483.7	426.9	-11.2%
		37.2%	33.4%	
		409.1	430.7	4.4%
		31.5%	33.7%	
		322.1	319.3	-3.5%
		24.8%	25.0%	
		85.1	102.1	16.4%
		6.5%	8.0%	

## 6. Per Share Information

	FY15 Full Year	FY16 Full Year
The number of shares issued (thousand)	2,221,823	2,153,823
Treasury Shares (thousand)	96,844	88,817
The number of shares issued after deducting Treasury Shares (thousand)	2,124,978	2,065,005
Earnings per share (yen)	89.75	103.69
Earnings per share (yen) core base	92.12	101.15
Dividend per share (yen)	32	34
Return on Equity (%)	15.0%	17.3%
Dividend on Earnings (%)	5.4%	5.6%

Forecasts

FY16 Revised Forecasts	FY17 Full Year
93.71	95.88
95.60	94.43
34	36

## 7. Addition to Property, Plant and Equipment

### Depreciation/Amortisation

Unit: B¥

		FY15 Full Year	FY16 Full Year	Change	Change (%)
Addition to Property, Plant and Equipment					
	Consolidated	34.0	23.9	-10.1	-29.8%
Depreciation (PP&E)					
	Consolidated	21.0	21.9	0.9	4.4%
Amortisation (Intangible Assets) *					
	Consolidated	48.2	41.9	-6.3	-13.1%

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

Unit: B¥

		FY16 Revised Forecasts	FY17 Full Year	Change (%)
		26.0	25.0	4.6%
		22.0	23.0	5.2%
		41.0	42.0	0.2%

## 8. Sales of major products

### 1) Sales of global products

	Unit: B¥				FY16 Revised Forecasts	Forecasts	
	FY15 Full Year	FY16 Full Year	Change	Change (%)		FY17 Full Year	Change FY16 (%)
XTANDI	252.1	252.1	0.0	0.0%	265.7	277.7	10.2%
US	148.4	131.7	-16.7	-11.3%	143.7	133.3	1.3%
ex-US	103.7	120.4	16.7	16.1%	122.0	144.4	19.9%
Japan	26.2	23.4	-2.8	-10.6%	24.3	25.8	10.1%
Americas (ex-US)	4.5	7.7	3.2	71.7%	7.2	10.1	30.7%
EMEA	70.7	85.3	14.6	20.7%	86.8	101.5	19.0%
Asia and Oceania	2.4	4.0	1.6	66.5%	3.7	7.0	75.9%
Eligard	17.6	15.9	-1.7	-9.6%	15.3	17.6	10.7%
EMEA	17.4	15.7	-1.7	-9.9%	15.0	17.2	9.6%
Asia and Oceania	0.2	0.2	0.0	17.8%	0.3	0.4	83.6%
Vesicare	135.6	116.1	-19.6	-14.4%	114.9	114.6	-1.3%
Japan	26.5	25.6	-0.9	-3.3%	26.1	24.5	-4.4%
Americas	63.7	53.1	-10.6	-16.7%	51.0	52.5	-1.0%
EMEA	39.8	32.0	-7.8	-19.6%	32.5	31.4	-2.2%
Asia and Oceania	5.3	5.0	-0.3	-5.2%	5.1	5.8	15.9%
Betanis/Myrbetriq/BETMIGA	81.7	98.8	17.1	21.0%	95.1	122.8	24.2%
Japan	21.2	25.9	4.7	22.0%	26.9	31.9	23.2%
Americas	45.7	55.3	9.6	21.1%	50.6	68.0	23.0%
EMEA	13.4	14.1	0.7	5.6%	14.5	17.7	25.0%
Asia and Oceania	1.4	3.5	2.1	144.8%	3.1	5.2	47.3%
Harnal/Omnic	53.4	47.7	-5.8	-10.8%	44.1	47.1	-1.3%
Sales by Astellas	50.4	45.4	-5.0	-10.0%	42.1	45.2	-0.4%
Japan	12.7	9.2	-3.5	-27.5%	9.0	6.9	-24.8%
EMEA	15.4	14.1	-1.4	-8.9%	13.2	14.9	6.0%
Asia and Oceania	21.5	21.1	-0.4	-2.0%	19.9	23.4	10.9%
Bulk and Royalties	3.0	2.3	-0.7	-23.8%	1.9	1.8	-19.7%
Prograf	203.6	186.2	-17.4	-8.5%	182.9	186.7	0.3%
Sales by Astellas	200.7	183.5	-17.2	-8.6%	180.5	184.8	0.7%
Japan (Including Graceptor)	49.8	48.8	-0.9	-1.9%	48.4	48.5	-0.7%
Americas	34.6	27.3	-7.3	-21.2%	26.6	28.1	3.0%
EMEA	77.9	70.1	-7.8	-10.0%	68.7	68.7	-2.0%
Advagraf	31.1	30.0	-1.1	-3.5%			
Asia and Oceania	38.4	37.3	-1.1	-2.9%	36.8	39.6	6.0%
Exports to third parties	2.8	2.6	-0.2	-7.6%	2.4	1.9	-29.1%
Funguard/MYCAMINE	41.6	40.3	-1.4	-3.3%	38.2	36.1	-10.4%
Japan	11.7	11.2	-0.4	-3.7%	11.0	11.3	0.3%
Americas	13.0	12.2	-0.8	-6.3%	11.1	9.6	-21.1%
EMEA	11.2	10.8	-0.4	-3.6%	10.3	8.4	-22.6%
Asia and Oceania	5.7	6.0	0.3	4.8%	5.8	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¥

	FY15 Full Year	FY16 Full Year	Change	Change (%)
<Global products>				
XTANDI	26.2	23.4	-2.8	-10.6%
Vesicare	26.5	25.6	-0.9	-3.3%
Betanis	21.2	25.9	4.7	22.0%
Harnal	12.7	9.2	-3.5	-27.5%
Prograf (Including Graceptor)	49.8	48.8	-0.9	-1.9%
Funguard	11.7	11.2	-0.4	-3.7%
<Local products in Japan>				
Micardis [Family]	97.2	93.2	-3.9	-4.1%
Micombi	10.1	9.4	-0.8	-7.6%
Micamlo	26.0	26.2	0.2	0.8%
Celecox	46.6	47.6	1.0	2.2%
Symbicort	37.4	39.3	1.9	5.0%
Bonoteo	14.1	13.8	-0.3	-2.2%
Geninax	10.8	10.1	-0.7	-6.3%
Vaccines	41.1	34.5	-6.6	-16.1%
Argamate	6.2	5.8	-0.3	-5.6%
Gonax	3.9	4.5	0.6	15.9%
Cimzia	6.6	7.7	1.2	17.9%
Suglat	7.3	9.5	2.2	30.2%
Lipitor	30.9	23.2	-7.7	-24.9%
Myslee	17.9	14.7	-3.2	-18.0%
Gaster*	14.7	10.7	-4.0	-27.4%
Seroquel	10.5	7.5	-3.0	-28.4%
Total Rx Sales In Japanese market	483.0	452.7	-30.3	-6.3%

\* Entered into Asset Purchase Agreement with LTL Pharma CO., Ltd. in March 2017.

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

Unit: B¥

FY16 Revised Forecasts
24.3
26.1
26.9
9.0
48.4
11.0
94.7
48.3
40.1
14.0
10.0
30.2
6.0
4.5
8.0
9.7
22.6
14.6
10.7
7.4
453.0

Change from  
FY16

Forecasts	Change (%)
FY17 Full Year	
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

Unit: B¥

	FY15 Full Year	FY16 Full Year	Change	Change (%)
Tarceva	46.8	35.2	-11.5	-24.7%
(US)	33.8	25.8	-8.0	-23.7%
(ex-US)	13.0	9.4	-3.5	-27.2%
Scan* (Americas)	76.2	71.5	-4.7	-6.2%
AmBisome (Americas)	10.9	10.5	-0.4	-3.8%
CRESEMBA (Americas)	2.6	5.8	3.2	123.7%

\* Adenoscan + Lexiscan

Unit: B¥

FY16 Revised Forecasts
67.7
9.7
5.8

Change from  
FY16

Forecasts	Change (%)
FY17 Full Year	
72.3	1.1%
10.5	0.2%
8.5	46.1%

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

Americas	FY15 Full Year	FY16 Full Year	Change	Change (%)
Sales	3,788	3,805	17	0.5%
XTANDI	1,272	1,286	14	1.1%
US	1,235	1,215	-20	-1.6%
Americas (ex-US)	37	71	34	90.3%
Tarceva	389	325	-64	-16.5%
US	281	238	-43	-15.4%
ex-US	108	87	-21	-19.3%
VESicare	530	490	-41	-7.7%
Myrbetriq	380	510	130	34.2%
Prograf	288	252	-36	-12.6%
Scan*	634	660	26	4.0%
MYCAMINE	109	113	4	3.9%
AmBisome	91	97	6	6.6%
CRESEMBA	22	53	32	147.9%

\* Adenoscan + Lexiscan

Unit: M\$

FY16 Revised Forecasts
3,986
1,470
1,400
70
497
493
259
660
108
95
56

Change from  
FY16

Forecasts	Change (%)
FY17 Full Year	
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	FY15 Full Year	FY16 Full Year	Change	Change (%)
Sales	2,484	2,785	301	12.1%
XTANDI	533	718	185	34.7%
Eligard	131	132	1	0.6%
Vesicare	300	270	-31	-10.2%
BETMIGA	101	119	18	17.8%
Omnice	139	138	-1	-1.0%
Sales by Astellas	116	118	2	1.7%
Bulk and Royalties	23	19	-3	-15.0%
Prograf	609	612	3	0.5%
Sales by Astellas	588	590	2	0.4%
Advagraf	234	252	18	7.7%
Exports to third parties	21	22	1	3.1%
MYCAMINE	85	91	6	7.6%

- EMEA: Europe, Middle East and Africa

Unit: M€

FY16 Revised Forecasts
2,763
745
129
279
125
130
114
17
610
590
21
88

Change from  
FY16

Forecasts	Change (%)
FY17 Full Year	
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%



## 9. Consolidated statements of financial position

Unit: B¥

	31-Mar-16	31-Mar-17	
	Amount	Amount	Change
<b>Assets</b>	<b>1,799.3</b>	<b>1,820.9</b>	<b>21.6</b>
<b>Non-current assets</b>	<b>901.8</b>	<b>944.2</b>	<b>42.4</b>
Property, plant and equipment	201.0	191.1	-9.8
Goodwill	153.1	175.3	22.2
Other intangible assets	336.3	387.4	51.2
Trade and other receivables	24.1	22.3	-1.8
Investments in associates and joint ventures	2.4	3.0	0.6
Deferred tax assets	80.7	90.3	9.6
Other financial assets	89.4	61.6	-27.8
Other non-current assets	14.8	13.2	-1.6
<b>Current assets</b>	<b>897.5</b>	<b>876.7</b>	<b>-20.9</b>
Inventories	161.7	182.5	20.8
Trade and other receivables	327.6	309.8	-17.8
Income tax receivable	16.4	11.0	-5.4
Other financial assets	14.4	13.6	-0.8
Other current assets	17.2	18.8	1.6
Cash and cash equivalents	360.0	340.9	-19.1
Assets held for sale	0.2	-	-0.2

- Due to the adjustments of the provisional fair value for the acquisition of Ocata Therapeutics, Inc. (The company name was changed to Astellas Institute for Regenerative Medicine in May 2016.), consolidated statement of financial position as of 31 March, 2016 was retrospectively revised. For the details, refer to Financial Results P.30

Unit: B¥

	31-Mar-16	31-Mar-17	
	Amount	Amount	Change
<b>Equity and Liabilities</b>	<b>1,799.3</b>	<b>1,820.9</b>	<b>21.6</b>
<b>Equity</b>	<b>1,259.2</b>	<b>1,271.8</b>	<b>12.6</b>
<b>Equity attributable to owners of the parent</b>	<b>1,259.2</b>	<b>1,271.8</b>	<b>12.6</b>
Share capital	103.0	103.0	-
Capital surplus	176.9	177.1	0.2
Treasury shares	-157.1	-138.2	18.9
Retained earnings	973.1	1,013.9	40.9
Other components of equity	163.4	116.0	-47.4
<b>Liabilities</b>	<b>540.1</b>	<b>549.1</b>	<b>9.0</b>
<b>Non-current liabilities</b>	<b>126.8</b>	<b>149.2</b>	<b>22.5</b>
Trade and other payables	1.6	0.4	-1.2
Deferred tax liabilities	-	25.3	25.3
Retirement benefit liabilities	39.8	36.6	-3.2
Provisions	7.1	4.9	-2.2
Other financial liabilities	0.7	28.4	27.7
Other non-current liabilities	77.6	53.5	-24.0
<b>Current liabilities</b>	<b>413.4</b>	<b>399.9</b>	<b>-13.5</b>
Trade and other payables	181.6	182.8	1.3
Income tax payable	19.3	10.9	-8.4
Provisions	89.9	96.6	6.7
Other financial liabilities	1.5	3.0	1.5
Other current liabilities	121.1	106.5	-14.6

## 10. Employees

Number of employees

	FY15 End	FY16 End
Total	17,217	17,202
Japan	7,056	7,029
Americas	3,062	3,016
EMEA	4,726	4,672
Asia and Oceania	2,373	2,485
Total Medical Representatives	6,000	5,750

- EMEA: Europe, Middle East and Africa

## 11. Shareholders

	FY15 End	FY16 End
Banks	31.3%	30.7%
Securities	3.9%	3.5%
Other companies	3.4%	3.4%
Foreign companies	48.5%	49.3%
Individuals and others	8.6%	9.1%
Treasury Stock*	4.3%	4.1%

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

**[Three months ended March 31, 2017]**

1. Consolidated Results (Full Basis)

Unit: B¥

	FY16							
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales	337.8	-1.7%	313.9	-8.7%	353.9	-6.4%	306.1	-0.3%
Cost of sales	71.5	-20.7%	74.7	-4.6%	104.6	2.4%	69.7	7.1%
Ratio to Sales	21.2%		23.8%		29.5%		22.8%	
Gross profit	266.3	5.0%	239.2	-9.9%	249.4	-9.7%	236.3	-2.3%
SG&A expenses	111.9	-5.7%	109.0	-10.0%	115.8	-5.8%	134.1	-2.6%
Ratio to Sales	33.1%		34.7%		32.7%		43.8%	
Advertising and Sales Promotion	35.8	-13.9%	33.4	-19.9%	35.9	-13.9%	38.9	-11.7%
Personnel expenses	43.5	-3.5%	42.0	-9.2%	44.3	-3.7%	47.3	-3.2%
Other	32.6	1.9%	33.6	1.3%	35.6	1.1%	47.9	7.1%
R&D expenses	51.0	-8.9%	48.6	-13.2%	48.6	-8.2%	59.8	-1.4%
Ratio to Sales	15.1%		15.5%		13.7%		19.6%	
Amortisation of intangible assets	9.0	-17.5%	8.7	-20.8%	9.0	-19.7%	9.1	-1.5%
Share of profits/losses of associates and joint ventures	-0.4	-	-0.3	-	-0.5	-	-0.6	-
Other income	0.2	-81.8%	0.1	-44.0%	6.7	-	3.0	413.5%
Net foreign exchange gains	-	-	-	-	4.8	-	2.7	-
Other expense	1.3	-81.7%	8.5	22.8%	7.9	32.2%	6.2	680.3%
Impairment losses	-	-	7.6	-	4.2	43.8%	6.2	-
Net foreign exchange losses	0.4	-	0.1	-97.8%	-	-	-	-
Operating profit	92.9	50.0%	64.2	-9.2%	74.2	-10.5%	29.5	-11.5%
Ratio to Sales	27.5%		20.4%		21.0%		9.7%	
Finance income	1.2	-79.8%	1.2	-84.0%	11.9	-	8.6	-
Gain on sales of available-for-sale financial assets	0.7	-88.1%	0.9	-85.8%	11.1	-	8.5	-
Finance expense	0.9	225.1%	0.8	166.0%	0.0	-93.2%	0.3	-60.3%
Impairment losses for available-for-sale financial assets	0.3	888.3%	0.1	14.2%	0.0	-36.3%	0.3	4.4%
Profit before tax	93.2	37.7%	64.6	-16.9%	86.1	3.7%	37.9	13.7%
Ratio to Sales	27.6%		20.6%		24.3%		12.4%	
Income tax expense	26.6	15.3%	16.1	-17.0%	22.4	4.5%	-2.0	-
Profit for the year	66.6	49.3%	48.5	-16.9%	63.7	3.4%	39.9	36.9%
Ratio to Sales	19.7%		15.4%		18.0%		13.0%	
Comprehensive income	-34.0	-	36.7	11.0%	168.3	172.8%	3.7	-

## 2. Consolidated Results (Core Basis)

Unit: B¥

		FY16							
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales		337.8	-1.7%	313.9	-8.7%	353.9	-6.4%	306.1	-0.3%
Cost of sales		71.5	-20.7%	74.7	-4.6%	104.6	2.4%	69.7	7.1%
	Ratio to Sales	21.2%		23.8%		29.5%		22.8%	
Gross profit		266.3	5.0%	239.2	-9.9%	249.4	-9.7%	236.3	-2.3%
SG&A expenses		111.9	-5.7%	109.0	-10.0%	115.8	-5.8%	134.1	-2.6%
	Ratio to Sales	33.1%		34.7%		32.7%		43.8%	
Advertising and Sales Promotion		35.8	-13.9%	33.4	-19.9%	35.9	-13.9%	38.9	-11.7%
Personnel expenses		43.5	-3.5%	42.0	-9.2%	44.3	-3.7%	47.3	-3.2%
Other		32.6	1.9%	33.6	1.3%	35.6	1.1%	47.9	7.1%
R&D expenses		51.0	-8.9%	48.6	-13.2%	48.6	-8.2%	59.8	-1.4%
	Ratio to Sales	15.1%		15.5%		13.7%		19.6%	
Amortisation of intangible assets		9.0	-17.5%	8.7	-20.8%	9.0	-19.7%	9.1	-1.5%
Share of profits/losses of associates and joint ventures		-0.4	-	-0.3	-	-0.5	-	-0.6	-
Operating profit		94.0	38.5%	72.5	-6.3%	75.4	-15.0%	32.7	-2.6%
	Ratio to Sales	27.8%		23.1%		21.3%		10.7%	
Finance income		0.6	2.8%	0.2	-67.8%	0.8	74.6%	0.1	-85.1%
Finance expense		0.6	624.3%	0.7	213.0%	-	-	0.0	-
Profit before Tax		93.9	37.5%	72.1	-7.5%	76.2	-14.3%	32.8	-2.2%
	Ratio to Sales	27.8%		23.0%		21.5%		10.7%	
Income tax expense		26.8	15.1%	18.6	-1.7%	19.5	-16.6%	-3.4	-182.3%
Profit for the year		67.1	49.1%	53.4	-9.3%	56.6	-13.5%	36.2	22.9%
	Ratio to Sales	19.9%		17.0%		16.0%		11.8%	

### 3. Sales by Region

Unit: B¥

		FY16							
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales		337.8	-1.7%	313.9	-8.7%	353.9	-6.4%	306.1	-0.3%
Japan		124.2	-1.1%	113.0	-7.0%	142.9	-4.5%	100.7	0.3%
	Ratio to Sales	36.8%		36.0%		40.4%		32.9%	
Americas		107.6	-6.3%	99.1	-16.1%	101.4	-12.4%	104.3	-2.0%
	Ratio to Sales	31.8%		31.6%		28.7%		34.1%	
EMEA		85.3	4.4%	80.8	0.3%	86.9	-2.5%	77.9	-0.1%
	Ratio to Sales	25.3%		25.7%		24.5%		25.4%	
Asia and Oceania		20.7	-3.8%	21.1	-11.0%	22.7	-3.9%	23.2	3.9%
	Ratio to Sales	6.1%		6.7%		6.4%		7.6%	

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East and Africa

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

Unit: B¥

		FY16							
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Addition to Property, Plant and Equipment									
	Consolidated	3.9	-69.2%	5.0	-12.9%	4.7	-35.2%	10.3	22.3%
Depreciation (PP&E)									
	Consolidated	5.5	9.9%	5.4	2.9%	5.4	3.3%	5.6	1.8%
Amortisation (Intangible Assets) *									
	Consolidated	10.4	-15.4%	10.2	-18.7%	10.6	-16.7%	10.7	0.4%

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

## 5. Sales of major products

Unit: B¥

## 1) Sales of global products

	FY16							
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI	64.2	8.7%	61.7	-2.4%	63.3	-4.8%	62.9	-0.7%
US	35.7	-1.4%	32.6	-14.8%	32.1	-16.4%	31.3	-11.9%
ex-US	28.5	24.8%	29.1	16.4%	31.2	11.2%	31.6	13.6%
Japan	6.1	-10.7%	5.7	-9.0%	6.2	-12.6%	5.4	-9.7%
Americas (ex-US)	1.8	70.0%	1.8	45.1%	1.7	48.1%	2.5	125.7%
EMEA	20.0	37.0%	20.8	22.8%	22.4	16.9%	22.2	10.8%
Asia and Oceania	0.7	62.5%	0.9	47.4%	0.9	38.4%	1.5	112.5%
Eligard	4.4	-0.1%	3.4	-21.8%	4.2	-13.6%	3.9	-1.6%
EMEA	4.4	-0.6%	3.4	-22.4%	4.1	-13.6%	3.8	-1.8%
Asia and Oceania	0.1	59.5%	0.1	27.9%	0.1	-12.8%	0.1	13.5%
Vesicare	30.4	-14.0%	29.4	-14.5%	29.5	-16.1%	26.8	-12.9%
Japan	7.0	1.7%	6.0	-6.7%	7.0	-3.8%	5.6	-4.7%
Americas	13.6	-20.5%	14.1	-13.3%	12.9	-17.9%	12.5	-14.9%
EMEA	8.7	-14.8%	7.9	-22.3%	8.2	-23.0%	7.3	-17.8%
Asia and Oceania	1.2	-3.3%	1.2	-15.7%	1.4	-3.5%	1.3	2.4%
Betanis/Myrbetriq/BETMIGA	23.6	30.1%	22.1	10.9%	25.9	17.7%	27.2	25.9%
Japan	6.4	32.5%	5.9	21.5%	7.2	19.4%	6.3	16.0%
Americas	12.9	31.4%	12.1	4.5%	13.9	16.5%	16.3	32.9%
EMEA	3.5	6.4%	3.4	0.9%	3.8	8.0%	3.5	7.0%
Asia and Oceania	0.7	606.9%	0.7	351.4%	1.0	89.7%	1.1	71.2%
Harnal/Omnic	12.1	-14.6%	11.3	-12.3%	12.2	-17.0%	12.0	3.3%
Sales by Astellas	11.5	-13.3%	11.0	-11.3%	11.8	-13.2%	11.1	-0.7%
Japan	2.6	-25.1%	2.3	-30.7%	2.5	-28.2%	1.9	-25.6%
EMEA	3.7	-22.5%	3.1	-5.4%	3.7	-13.6%	3.6	14.4%
Asia and Oceania	5.2	3.3%	5.3	-5.2%	5.4	-6.0%	5.3	0.7%
Bulk and Royalties	0.6	-34.4%	0.4	-33.1%	0.4	-64.7%	1.0	90.7%
Prograf	49.4	-1.9%	44.8	-17.4%	48.1	-9.1%	43.9	-4.7%
Sales by Astellas	48.7	-2.4%	43.9	-17.5%	47.6	-8.5%	43.3	-4.9%
Japan (Including Gracceptor)	12.9	1.4%	11.9	-6.2%	13.3	-2.7%	10.7	0.3%
Americas	7.7	-8.4%	6.4	-33.8%	6.6	-25.4%	6.6	-14.1%
EMEA	19.0	-2.8%	16.6	-19.0%	17.8	-11.3%	16.6	-6.1%
Advagraf	7.9	5.1%	7.1	-14.3%	7.6	-6.4%	7.4	3.2%
Asia and Oceania	9.0	-1.3%	9.0	-12.9%	10.0	4.5%	9.4	-0.9%
Exports to third parties	0.8	45.6%	0.9	-13.7%	0.4	-46.7%	0.6	11.9%
Funguard/MYCAMINE	10.0	-2.5%	10.1	-6.5%	10.6	-2.3%	9.5	-1.8%
Japan	2.7	-7.0%	2.9	-7.0%	3.3	2.6%	2.3	-3.9%
Americas	3.1	-4.9%	2.9	-16.8%	3.1	-7.2%	3.2	5.2%
EMEA	2.8	-2.8%	2.8	1.1%	2.8	-1.0%	2.5	-11.8%
Asia and Oceania	1.5	14.9%	1.5	4.2%	1.4	-4.0%	1.6	5.7%

- 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							
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI	6.1	-10.7%	5.7	-9.0%	6.2	-12.6%	5.4	-9.7%
Vesicare	7.0	1.7%	6.0	-6.7%	7.0	-3.8%	5.6	-4.7%
Betanis	6.4	32.5%	5.9	21.5%	7.2	19.4%	6.3	16.0%
Harnal	2.6	-25.1%	2.3	-30.7%	2.5	-28.2%	1.9	-25.6%
Prograf (Including Graceptor)	12.9	1.4%	11.9	-6.2%	13.3	-2.7%	10.7	0.3%
Funguard	2.7	-7.0%	2.9	-7.0%	3.3	2.6%	2.3	-3.9%
<Local products in Japan>								
Micardis [Family]	24.7	-0.4%	22.1	-6.8%	26.6	-6.5%	19.8	-1.9%
Micombi	2.5	-4.8%	2.2	-10.3%	2.6	-9.9%	2.0	-4.7%
Micamlo	6.8	5.2%	6.2	-1.2%	7.4	-2.2%	5.8	1.8%
Celecox	12.4	4.9%	11.7	1.2%	12.9	1.4%	10.5	1.1%
Symbicort	9.8	9.3%	8.8	3.6%	11.9	5.2%	8.7	1.7%
Bonoteo	3.6	-0.8%	3.3	-1.3%	3.8	-2.4%	3.0	-4.4%
Geninax	2.5	-12.5%	1.8	-9.3%	3.6	-5.2%	2.3	2.2%
Vaccines	3.8	-42.4%	7.3	-1.5%	20.5	-16.9%	2.9	17.5%
Argamate	1.5	-0.4%	1.4	-6.8%	1.5	-7.6%	1.3	-7.6%
Gonax	1.1	14.7%	1.1	10.7%	1.2	16.0%	1.1	22.5%
Cimzia	1.9	20.8%	1.9	18.4%	2.1	16.0%	1.8	16.4%
Suglat	2.3	14.9%	2.3	58.2%	2.7	33.7%	2.2	21.6%
Lipitor	6.4	-22.8%	5.7	-27.8%	6.3	-25.5%	4.7	-23.3%
Myslee	3.9	-15.8%	3.7	-19.9%	4.0	-20.1%	3.1	-15.7%
Gaster*	3.0	-24.6%	2.6	-30.5%	2.9	-28.2%	2.2	-26.0%
Seroquel	2.2	-25.3%	1.8	-32.1%	2.0	-29.3%	1.5	-26.9%
Total Rx Sales In Japanese market	114.8	-6.1%	107.0	-9.1%	136.4	-6.7%	94.6	-2.4%

\* Entered into Asset Purchase Agreement with LTL Pharma CO., Ltd. in March 2017.

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

3) Sales of products in Americas

Unit: B¥

	FY16							
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Tarceva	9.4	-28.4%	8.5	-31.5%	9.8	-16.5%	7.5	-20.8%
(US)	6.8	-30.2%	6.4	-28.4%	7.2	-15.4%	5.4	-18.7%
(ex-US)	2.6	-23.3%	2.1	-39.5%	2.6	-19.5%	2.1	-25.6%
Scan* (Americas)	19.3	-7.3%	16.1	-18.8%	16.4	-9.7%	19.7	13.3%
AmBisome (Americas)	2.4	-12.9%	2.3	-14.6%	3.1	12.1%	2.7	0.3%
CRESEMBA (Americas)	1.3	346.4%	1.2	120.7%	1.6	84.0%	1.7	93.2%

\* Adenoscan + Lexiscan



4) Sales in Americas and EMEA (Local currency)

Unit: M\$

Americas	FY16							
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales	995	5.2%	968	0.2%	927	-2.8%	916	-0.8%
XTANDI	347	12.9%	336	3.9%	308	-5.3%	296	-6.7%
US	330	10.7%	318	1.7%	293	-7.3%	273	-11.1%
Americas (ex-US)	16	90.8%	17	72.9%	15	64.2%	23	132.8%
Tarceva	87	-19.6%	83	-18.1%	90	-7.1%	65	-21.5%
US	63	-21.6%	62	-14.5%	66	-5.8%	47	-19.7%
ex-US	24	-13.9%	21	-27.4%	24	-10.5%	18	-25.7%
VESicare	126	-10.7%	137	3.3%	118	-9.0%	109	-14.3%
Myrbetriq	119	47.5%	119	24.7%	128	29.7%	144	36.7%
Prograf	71	2.8%	63	-20.8%	60	-17.3%	58	-13.6%
Scan*	178	4.0%	158	-2.7%	150	0.0%	174	15.2%
MYCAMINE	29	6.7%	28	-0.6%	28	3.1%	28	6.6%
AmBisome	23	-2.2%	23	1.9%	28	25.2%	24	2.0%
CRESEMBA	12	400.9%	12	162.7%	15	105.8%	15	100.4%

\* Adenoscan + Lexiscan

Unit: M€

EMEA	FY16							
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales	699	14.8%	706	19.3%	738	10.2%	642	4.7%
XTANDI	164	50.6%	181	45.5%	190	32.2%	183	17.5%
Eligard	36	9.3%	30	-7.0%	35	-2.4%	31	2.7%
Vesicare	71	-6.3%	69	-7.4%	69	-13.1%	60	-14.2%
BETMIGA	29	16.9%	29	20.0%	32	22.0%	29	12.3%
Omnice	35	-16.9%	31	8.7%	34	-13.8%	38	30.1%
Sales by Astellas	30	-14.8%	28	13.2%	31	-2.4%	30	19.1%
Bulk and Royalties	5	-27.8%	3	-18.6%	3	-60.0%	8	97.8%
Prograf	162	8.2%	153	-3.2%	155	-1.4%	142	-1.3%
Sales by Astellas	156	6.8%	146	-3.4%	151	0.2%	137	-1.8%
Advagraf	65	15.6%	62	2.1%	64	5.7%	61	8.1%
Exports to third parties	6	59.8%	7	1.8%	4	-39.7%	5	15.3%
MYCAMINE	23	6.9%	24	20.0%	24	11.8%	20	-7.5%

- EMEA: Europe, Middle East and Africa