

Supplement Documents for Results FY2012

Astellas Pharma Inc.

- Financial Results of FY2012
- Pipeline list

Cautionary statement regarding forward-looking information

This material includes forward-looking statements based on a number of assumptions and beliefs in light of the information currently available to management and subject to significant risks and uncertainties. Actual financial results may differ materially depending on a number of factors, including adverse economic conditions, currency exchange rate fluctuations, adverse legislative and regulatory developments, delays in new product launches, the pricing and product initiatives of competitors, the inability of the company to market existing and new product effectively, interruptions in production, infringement of the company's intellectual property rights and the adverse outcome of material litigation.

1.Consolidated Results

rounddown under 0.1 billion yen

Fiscal Year: From April to March

	billion yen			
	FY11 Full Year	FY12 Full Year	Change	Change (%)
Net Sales	969.3	1,005.6	36.2	3.7%
Cost of Sales	318.6	324.1	5.4	1.7%
Ratio to Net Sales	32.9%	32.2%		
Gross Profit	650.7	681.4	30.7	4.7%
SG&A	519.2	527.6	8.3	1.6%
Ratio to Net Sales	53.6%	52.5%		
Research and Development	189.8	181.9	-7.8	-4.2%
SG&A excluding R&D	329.3	345.6	16.2	4.9%
Advertising and Sales Promotion	86.3	86.4	0.0	0.1%
Salaries, Bonuses and Allowances	130.4	139.7	9.2	7.1%
Other	112.5	119.4	6.9	6.1%
Operating Income	131.5	153.8	22.3	17.0%
Ratio to Net Sales	13.6%	15.3%		
Non-Operating Income	4.1	4.0	-0.0	-1.4%
Exchange Gain	1.0	1.4	0.4	45.8%
Non-Operating Expenses	0.5	0.7	0.2	46.0%
Ordinary Income	135.1	157.1	22.0	16.3%
Ratio to Net Sales	13.9%	15.6%		
Special Gains	14.0	5.8	-8.2	-58.7%
Gain on sales of fixed assets	10.4	0.2	-10.1	-97.6%
Gain on sales of investment securities	2.7	5.4	2.7	99.9%
Special Losses	22.1	38.2	16.1	73.1%
Loss on sale and disposal of fixed assets	5.9	0.7	-5.1	-87.6%
Loss on impairment of fixed assets	9.2	34.7	25.5	276.7%
Loss on disaster	3.1	-	-3.1	-
Business integration expenses	0.6	-	-0.6	-
Income before Income Taxes	127.0	124.6	-2.4	-1.9%
Income Taxes	48.8	41.8	-7.0	-14.4%
Net Income	78.2	82.8	4.6	5.9%
Ratio to Net Sales	8.1%	8.2%		
Comprehensive income	54.4	152.8	98.3	180.7%

billion yen
FY12 Revised Forecasts
972.0
184.0
147.0
15.1%
149.0
15.3%
98.0
10.1%

Forecasts		Forecasts		Change from FY12
FY13 1H	Change (%)	FY13 Full Year	Change (%)	
567.0	18.9%	1,170.0	16.3%	
105.0	25.6%	212.0	16.5%	
83.0	-6.1%	170.0	10.5%	
14.6%		14.5%		
83.0	-8.1%	170.0	8.2%	
14.6%		14.5%		
52.0	-9.4%	110.0	32.8%	
9.2%		9.4%		

2. Segment Information by Region

		billion yen			
		FY11 Full Year	FY12 Full Year	Change	Change (%)
Net Sales		969.3	1,005.6	36.2	3.7%
	Japan	558.4	557.5	-0.8	-0.2%
	Ratio to Net Sales	57.6%	55.4%		
	Americas	183.5	208.7	25.1	13.7%
	Ratio to Net Sales	18.9%	20.8%		
	Europe	191.7	196.4	4.7	2.5%
	Ratio to Net Sales	19.8%	19.5%		
	Asia and Oceania	35.7	42.9	7.1	20.1%
	Ratio to Net Sales	3.7%	4.3%		
Operating Income		131.5	153.8	22.3	17.0%
	Japan	74.1	83.7	9.5	12.9%
	Ratio to Net Sales	56.4%	54.4%		
	Americas	8.6	23.2	14.6	168.6%
	Ratio to Net Sales	6.6%	15.1%		
	Europe	41.9	51.5	9.5	22.7%
	Ratio to Net Sales	31.9%	33.5%		
	Asia and Oceania	1.5	2.3	0.8	54.3%
	Ratio to Net Sales	1.2%	1.6%		
	Eliminations	5.1	-7.0	-12.2	

- Calculated according to locations of sellers.

- Europe: Including Middle and Near East and Africa

3. Overseas Sales

		billion yen			
		FY11 Full Year	FY12 Full Year	Change	Change (%)
Overseas Sales		421.5	464.0	42.4	10.1%
	Ratio to Net Sales	43.5%	46.1%		
	Americas	182.6	215.5	32.9	18.0%
	Ratio to Net Sales	18.8%	21.4%		
	Europe	187.3	188.7	1.4	0.8%
	Ratio to Net Sales	19.3%	18.8%		
	Asia and others	51.5	59.6	8.1	15.7%
	Ratio to Net Sales	5.3%	5.9%		

- Calculated according to locations of buyers.

		billion yen	
		FY12 Revised Forecasts	
		972.0	
		560.9	
		57.7%	
		185.8	
		19.1%	
		185.8	
		19.1%	
		39.3	
		4.0%	
		147.0	

		Forecasts		Forecasts		Change from FY12	
		FY13 1H	Change (%)	FY13 Full Year	Change (%)		
		567.0	18.9%	1,170.0			16.3%
		279.8	3.9%	582.5			4.5%
		49.4%		49.8%			
		134.5	43.7%	267.2			28.0%
		23.7%		22.8%			
		123.5	32.4%	260.6			32.7%
		21.8%		22.3%			
		28.9	42.3%	59.5			38.7%
		5.1%		5.1%			
		83.0	-6.1%	170.0			10.5%

4.Exchange Rate

	yen			
	FY11 Ave.	FY12 Ave.	FY11 End	FY12 End
Yen/USD	79	83	82	94
Yen/EUR	109	107	110	121

billion yen	
FY12	
Revised Forecasts	
	80
	100

Forecasts	
FY13	
1H	
	100
	130

Forecasts	
FY13	
Full Year	
	100
	130

* Exchange rate fluctuations had positive impact by 9.0 billion yen on net sales and negative impact by 7.5 billion yen on operating income in FY2012

5.Per Share Information

	FY11 Full Year	FY12 Full Year
The number of share issued (thousand)	467,964	467,964
Treasury Stock (thousand)	6,044	16,788
The number of share issued after deducting Treasury Stock (thousand)	461,920	451,176
Earnings per share (Yen)	169.38	180.40
Dividend per share (Yen)	125	130
Return on Equity (%)	7.7%	8.0%
Dividend on Earnings (%)	5.7%	5.7%

billion yen	
FY12	
Revised Forecasts	
	212.15
	130

Forecasts	
FY13	
1H	
	115.25
	65

Forecasts	
FY13	
Full Year	
	243.81
	135

6.Research and Development Expenses

	billion yen			
	FY11 Full Year	FY12 Full Year	Change	Change (%)
Research and Development	189.8	181.9	-7.8	-4.2%
Ratio to Net Sales	19.6%	18.1%		

billion yen	
FY12	
Revised Forecasts	
	184.0
	18.9%

Forecasts		Forecasts		Change from FY12	
FY13		FY13		Change	
1H		Full Year		(%)	
	105.0	25.6%	212.0	16.5%	
	18.5%		18.1%		

7.Addition to Property, Plant and Equipment

Depreciation/Amortization

	billion yen			
	FY11 Full Year	FY12 Full Year	Change	Change (%)
Addition to Property, Plant and Equipment				
Consolidated	45.0	32.0	-12.9	-28.8%
Depreciation (Tangible)				
Consolidated	28.6	17.6	-11.0	-38.4%
Amortization (Intangible)				
Consolidated	24.9	29.7	4.8	19.3%
Amortization of Goodwill	11.7	10.3		
Agensys	6.8	5.3		
OSI	4.8	4.8		

billion yen	
FY12	
Revised Forecasts	
	41.0
	17.0
	22.5
	9.8
	5.1
	4.6

Forecasts		Change from FY12	
FY13		Change	
Full Year		(%)	
	27.0	-15.8%	
	21.0	18.8%	
	37.0	24.3%	
	5.8		
	-		
	5.8		

8.Employee

Number of employees

	FY11 End	FY12 End
Total	17,085	17,454
Japan	8,176	8,153
Americas	2,919	2,980
Europe	4,286	4,356
Asia and Oceania	1,704	1,965
Total Medical Representatives	6,190	6,350

- Europe: Including Middle and Near East and Africa

9.Shareholders

	FY11 End	FY12 End
Banks	33.6%	30.1%
Securities	7.8%	4.3%
Other companies	4.3%	3.8%
Foreign companies	43.6%	49.8%
Individuals and others	9.4%	8.5%
Treasury Stock	1.3%	3.6%

10. Sales of major products

1) Sales of global products

	billion yen				billion yen	Change from FY12	
	FY11 Full Year	FY12 Full Year	Change	Change (%)		Forecasts FY13 Full Year	Change (%)
Prograf	154.8	161.7	6.8	4.4%	150.7	182.3	12.7%
Sales by Astellas	148.8	157.3	8.4	5.7%	147.1	177.7	13.0%
Japan (Including Gracaptor)	44.0	49.4	5.3	12.2%	49.8	53.4	8.1%
Americas	29.2	31.4	2.2	7.6%	26.5	29.1	-7.4%
Europe	60.2	57.5	-2.7	-4.5%	53.4	68.9	19.9%
Advagraf	15.7	18.0	2.2	14.6%			
Asia and Oceania	15.2	18.9	3.6	23.7%	17.4	26.2	38.6%
Exports to third parties	6.0	4.4	-1.6	-26.7%	3.5	4.6	5.1%
Harnal	60.8	54.0	-6.8	-11.3%	52.1	58.6	8.6%
Sales by Astellas	56.1	50.0	-6.0	-10.8%	48.7	54.6	9.2%
Japan	27.4	22.9	-4.4	-16.2%	23.2	21.4	-6.7%
Europe	18.0	15.4	-2.6	-14.6%	14.7	17.7	15.0%
Capsule	7.2	6.8	-0.4	-6.0%	6.6	8.3	22.9%
Omnicon OCAS	10.8	8.6	-2.2	-20.4%	8.1	9.3	8.7%
Asia and Oceania	9.8	10.8	1.0	10.7%	9.9	14.4	32.6%
Bulk and Royalties	4.7	3.9	-0.8	-18.0%	3.4	3.9	1.1%
Vesicare	97.2	109.9	12.7	13.1%	106.8	131.7	19.8%
Japan	28.0	29.8	1.7	6.2%	30.9	32.4	8.8%
Americas	38.9	46.8	7.8	20.1%	43.6	53.5	14.4%
Europe	27.5	30.1	2.5	9.2%	29.1	40.8	35.7%
Asia and Oceania	2.4	2.9	0.5	20.7%	3.0	4.6	56.2%
Betanis/Myrbetriq/Betmiga	0.9	6.9	6.0	641.1%		22.9	229.9%
Japan	0.9	5.3	4.3	466.7%	3.6	10.9	107.0%
Americas	-	1.6	1.6	-		10.2	529.3%
Europe	-	0.0	0.0	-		1.6	-
Funguard/Mycamine	26.2	30.7	4.4	16.8%	29.2	37.2	21.3%
Japan	12.5	12.9	0.3	2.6%	12.1	13.2	2.5%
Americas	8.2	9.4	1.2	14.9%	9.1	11.0	16.1%
Europe	3.7	5.9	2.1	58.3%	5.8	9.1	53.0%
Asia and Oceania	1.6	2.3	0.6	38.9%	2.1	3.8	65.0%
Protopic	16.9	17.8	0.9	5.3%	17.3	23.2	30.0%
Japan	3.1	3.4	0.3	11.5%	3.7	3.6	3.6%
Americas	7.4	7.9	0.4	6.1%	7.5	10.6	34.5%
Europe	5.1	4.6	-0.4	-9.3%	4.4	6.1	33.1%
Asia and Oceania	1.2	1.7	0.5	42.7%	1.5	2.6	55.4%
XTANDI*	-	12.2	12.2	-			
US	-	12.2	12.2	-	7.9	40.0	227.7%
Eligard Europe	13.8	14.9	1.0	7.8%	14.3	20.1	34.7%

*Including "Temporary authorization for use" in France.

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

- Europe: Including Middle and Near East and Africa

2)Sales of products in Japan

	billion yen			
	FY11 Full Year	FY12 Full Year	Change	Change (%)
<Global products>				
Prograf (Including Graceptor)	44.0	49.4	5.3	12.2%
Harnal	27.4	22.9	-4.4	-16.2%
Vesicare	28.0	29.8	1.7	6.2%
Betanis	0.9	5.3	4.3	466.7%
Funguard	12.5	12.9	0.3	2.6%
Protopic	3.1	3.4	0.3	11.5%
<Domestic Products>				
Lipitor [Family]	96.3	70.6	-25.7	-26.7%
Caduet	4.9	9.6	4.6	94.8%
Micardis [Family]	85.3	89.6	4.2	5.0%
Micombi	10.4	11.5	1.1	11.0%
Micamlo	10.6	15.6	5.0	47.5%
Gaster	37.5	30.2	-7.3	-19.5%
Myslee	35.2	32.2	-3.0	-8.6%
Seroquel	27.8	28.5	0.7	2.5%
Vaccines	26.5	28.8	2.2	8.3%
Cefzon	8.2	7.1	-1.0	-13.0%
Frandol	9.4	8.6	-0.7	-8.3%
Celecox	33.0	37.4	4.4	13.3%
Geninax	11.9	12.3	0.3	2.6%
Bonoteo	5.0	10.6	5.5	110.1%
Symbicort	20.0	27.7	7.6	38.2%
Argamate	0.1	6.1	5.9	-
Kiklin	-	0.5	0.5	-
Gonax	-	0.6	0.6	-
Total Rx Sales In Japan	539.9	535.7	-4.1	-0.8%

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

billion yen		Change from FY12	
FY12 Revised Forecasts	FY13 Full Year	Change (%)	
49.8	53.4	8.1%	
23.2	21.4	-6.7%	
30.9	32.4	8.8%	
3.6	10.9	107.0%	
12.1	13.2	2.5%	
3.7	3.6	3.6%	
71.8	65.1	-7.8%	
90.6	100.6	12.3%	
30.6	27.3	-9.6%	
32.5	29.8	-7.3%	
27.7	22.9	-19.6%	
28.5	34.1	18.7%	
7.1	6.5	-8.3%	
8.7	8.2	-4.9%	
38.6	48.5	29.8%	
12.1	13.8	12.2%	
12.0	17.5	64.7%	
28.7	35.6	28.5%	
7.3	7.2	18.0%	
	2.0	269.8%	
	3.1	383.5%	
541.8	567.3	5.9%	

3)Sales of products in Americas and Europe

	billion yen			
	FY11 Full Year	FY12 Full Year	Change	Change (%)
Scan* (Americas)	49.0	53.1	4.0	8.3%
Lexiscan	42.4	47.5	5.1	12.2%
AmBisome (Americas)	5.5	6.3	0.7	14.4%
Tarceva	33.7	36.5	2.8	8.3%
(US)	19.8	23.6	3.7	19.2%
(ex-US)	13.9	12.9	-0.9	-7.1%
Qutenza (Europe)	0.5	0.8	0.3	51.8%

* Adenoscan + Lexiscan

billion yen		Change from FY12	
FY12 Revised Forecasts	FY13 Full Year	Change (%)	
45.3	50.8	-4.2%	
5.6	6.8	8.6%	

4)Sales in Americas and Europe(Local currency)

		Unit:M\$			
Americas		FY11 Full Year	FY12 Full Year	Change	Change (%)
Net Sales		2,320	2,511	190	8.2%
Prograf		370	378	8	2.4%
Scan*		619	639	19	3.1%
Lexiscan		536	572	36	6.7%
AmBisome		69	76	6	8.9%
Protopic		94	95	0	1.0%
VESIcare		492	563	70	14.3%
Myrbetriq		-	19	19	-
Mycamine		104	114	9	9.4%
Tarceva		426	439	13	3.1%
US		250	284	33	13.4%
ex-US		175	155	-20	-11.5%
XTANDI		-	146	146	-

* Adenoscan + Lexiscan

		Unit:M\$	
Americas		FY12 Revised Forecasts	Change from FY12
		FY13 Full Year	Change (%)
Net Sales		2,331	6.4%
Prograf		332	-23.1%
Scan*		568	-20.4%
AmBisome		70	-9.7%
Protopic		94	11.8%
VESIcare		547	-4.9%
Myrbetriq		102	423.0%
Mycamine		115	-3.5%
Tarceva			
US			
ex-US			
XTANDI		100	172.3%

		Unit:ME			
Europe		FY11 Full Year	FY12 Full Year	Change	Change (%)
Net Sales		1,759	1,833	74	4.2%
Harnal		209	180	-29	-13.9%
Sales by Astellas		165	143	-21	-13.2%
Capsule		66	63	-2	-4.4%
OCAS		99	80	-18	-19.1%
Bulk and Royalties		43	36	-7	-16.6%
Prograf		606	577	-29	-4.9%
Sales by Astellas		552	536	-15	-2.9%
Advagraf		144	168	23	16.6%
Exports to third parties		54	40	-13	-25.7%
Vesicare		252	280	28	11.1%
Betmiga		-	0	0	-
Protopic		46	43	-3	-7.7%
Mycamine		34	55	21	61.0%
Eligard		127	139	12	9.7%
Qutenza		5	8	2	54.4%

- Europe: Including Middle and Near East and Africa

		Unit:ME	
Europe		FY12 Revised Forecasts	Change from FY12
		FY13 Full Year	Change (%)
Net Sales		1,852	9.3%
Harnal		181	-7.6%
Sales by Astellas		147	-5.2%
Capsule		66	1.3%
OCAS		81	-10.4%
Bulk and Royalties		34	-16.7%
Prograf		566	-2.0%
Sales by Astellas		532	-1.2%
Advagraf		34	-12.5%
Exports to third parties		35	-12.5%
Vesicare		291	11.8%
Betmiga		12	-
Protopic		44	9.7%
Mycamine		58	26.1%
Eligard		143	11.0%
Qutenza			

11.Consolidated Balance Sheets

rounddown under 0.1 billion yen

Billion yen

	31-Mar-12	31-Mar-13	Change	Comments
	Amount	Amount		
Assets	1,400.6	1,445.5	44.9	
Current assets	781.0	827.1	46.1	
Cash on hand and in banks	210.9	233.8	22.8	
Trade notes and accounts receivable	264.6	286.0	21.3	
Marketable securities	88.1	78.8	-9.2	
Merchandise and finished goods	82.2	92.6	10.4	
Work in process	13.4	13.2	-0.1	
Raw materials and supplies	16.1	22.2	6.1	
Deferred tax assets	71.5	61.7	-9.8	
Other	36.8	40.4	3.6	
Allowance for doubtful receivables	-2.8	-1.9	0.9	
Fixed assets	619.5	618.3	-1.1	
Property, plant and equipment	199.1	218.4	19.3	
Buildings and structures	95.6	116.8	21.1	
Machinery, equipment and vehicles	25.2	28.8	3.6	
Tools, furniture and fixtures	10.7	15.4	4.6	
Land	31.0	30.1	-0.8	
Construction in progress	34.8	25.7	-9.0	
Other	1.5	1.3	-0.1	
Intangible fixed assets	314.2	294.8	-19.4	
Goodwill	94.1	95.9	1.7	
Patents	161.4	138.0	-23.4	• Patents
Other	58.5	60.7	2.2	OSI amortization(-13.0)
Investments and other assets	106.1	105.0	-1.0	Loss on impairment of IPR&D
Investment securities	60.5	61.6	1.1	
Deferred tax assets	33.8	27.1	-6.7	
Other	11.7	16.3	4.5	
Allowance for doubtful receivables	-0.0	-0.0	0.0	

rounddown under 0.1 billion yen

Billion yen

	31-Mar-12	31-Mar-13	Change	Comments
	Amount	Amount		
Liabilities and Net assets	1,400.6	1,445.5	44.9	
Liabilities	382.5	383.5	1.0	
Current liabilities	314.1	313.5	-0.6	
Trade notes and accounts payable	108.4	102.8	-5.5	
Other accounts payable	82.3	87.7	5.3	
Accrued expenses	80.9	94.3	13.4	
Accrued bonus for directors	0.0	0.0	0.0	
Allowance for sales rebates	3.9	4.3	0.4	
Other	38.4	24.1	-14.2	
Long-term liabilities	68.3	69.9	1.6	
Deferred tax liabilities	30.9	34.7	3.7	
Accrued retirement benefits for employees	16.9	18.2	1.2	
Other	20.4	17.0	-3.4	
Net assets	1,018.1	1,062.0	43.9	
Common stock	103.0	103.0	-	
Capital surplus	176.8	176.8	-	
Retained earnings	894.7	917.5	22.7	
Treasury stock	-23.1	-72.2	-49.1	
Unrealized holding gains on securities	12.2	15.9	3.7	
Foreign currency translation adjustments	-147.1	-80.9	66.2	
Stock subscription rights	1.6	1.9	0.3	