

Supplement Documents for Results FY2013

Astellas Pharma Inc.

- Financial Results of FY2013

➤ J-GAAP

➤ IFRS

* The Company has adopted IFRS, effective from the fiscal year ended March 31, 2014

- 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.

<J-GAAP>

1. Consolidated Results

Fiscal Year: From April through March

J-GAAP

	billion yen				billion yen	
	FY12 Full Year	FY13 Full Year	Change	Change (%)	FY13 Revised Forecasts	
Net Sales	1,005.6	1,164.5	158.9	15.8%	1,155.0	
Cost of Sales	324.1	345.6	21.5	6.6%		
Ratio to Net Sales	32.2%	29.7%				
Gross Profit	681.5	818.9	137.4	20.2%		
SG&A	527.6	641.6	114.0	21.6%		
Ratio to Net Sales	52.5%	55.1%				
Research and Development	182.0	214.6	32.7	18.0%	212.0	
SG&A excluding R&D	345.7	427.0	81.3	23.5%		
Advertising and Sales Promotion	86.5	114.9	28.4	32.9%		
Personnel expenses	139.7	162.9	23.2	16.6%		
Other	119.5	149.1	29.7	24.8%		
Operating Income	153.9	177.3	23.4	15.2%	170.0	
Ratio to Net Sales	15.3%	15.2%			14.7%	
Non-Operating Income	4.1	2.4	-1.6	-40.0%		
Exchange Gain	1.5	-	-1.5	-		
Non-Operating Expenses	0.8	8.9	8.1	-		
Exchange Loss	-	8.1	8.1	-		
Ordinary Income	157.2	170.8	13.6	8.7%	170.0	
Ratio to Net Sales	15.6%	14.7%			14.7%	
Special Gains	5.8	15.4	9.5	164.2%		
Gain on sales of fixed assets	0.3	5.7	5.5	-		
Gain on sales of investment securities	5.4	5.0	-0.4	-7.0%		
Gain on sales of investments in subsidiaries	-	4.5	4.5	-		
Special Losses	38.3	54.4	16.1	42.1%		
Loss on sale and disposal of fixed assets	0.7	4.2	3.5	476.5%		
Loss on impairment of fixed assets	34.8	36.1	1.3	3.6%		
Restructuring costs	-	10.2	10.2	-		
Income before Income Taxes	124.7	131.7	7.1	5.7%		
Income Taxes	41.8	39.3	-2.5	-6.1%		
Net Income	82.9	92.4	9.6	11.6%	95.0	
Ratio to Net Sales	8.2%	7.9%			8.2%	
Comprehensive income	152.8	179.4	26.6	17.4%		

2. Segment Information by Region

		billion yen			
		FY12 Full Year	FY13 Full Year	Change	Change (%)
Net Sales		1005.6	1,164.5	158.9	15.8%
	Japan	557.5	550.7	-6.9	-1.2%
	Ratio to Net Sales	55.4%	47.3%		
	Americas	208.7	288.5	79.8	38.2%
	Ratio to Net Sales	20.8%	24.8%		
	Europe	196.5	267.4	71.0	36.1%
	Ratio to Net Sales	19.5%	23.0%		
	Asia and Oceania	42.9	58.0	15.0	35.0%
	Ratio to Net Sales	4.3%	5.0%		
Operating Income		153.9	177.3	23.4	15.2%
	Japan	83.7	64.7	-19.0	-22.7%
	Ratio to Net Sales	54.4%	36.5%		
	Americas	23.3	39.7	16.4	70.2%
	Ratio to Net Sales	15.1%	22.4%		
	Europe	51.5	83.3	31.7	61.6%
	Ratio to Net Sales	33.5%	47.0%		
	Asia and Oceania	2.4	5.1	2.7	112.1%
	Ratio to Net Sales	1.6%	2.9%		
	Eliminations	-7.1	-15.4	-8.3	

billion yen	
FY13 Revised Forecasts	
	1,155.0
	556.8
	48.2%
	280.4
	24.3%
	260.8
	22.6%
	57.0
	4.9%
	170.0

- Calculated according to locations of sellers.

- Europe: Including Middle and Near East and Africa

3. Overseas Sales

		billion yen			
		FY12 Full Year	FY13 Full Year	Change	Change (%)
Overseas Sales		464.0	622.4	158.4	34.1%
	Ratio to Net Sales	46.1%	53.4%		
	Americas	215.6	285.9	70.3	32.6%
	Ratio to Net Sales	21.4%	24.6%		
	Europe	188.8	255.8	67.0	35.5%
	Ratio to Net Sales	18.8%	22.0%		
	Asia and others	59.7	80.6	21.0	35.1%
	Ratio to Net Sales	5.9%	6.9%		

- Calculated according to locations of buyers.

J-GAAP

4. Exchange Rate

	yen			
	FY12 Ave.	FY13 Ave.	FY12 End	FY13 End
Yen/USD	83	100	94	103
Yen/EUR	107	134	121	142

* Exchange rate fluctuations had positive impact by 113.9 billion yen on net sales and positive impact by 24.6 billion yen on operating income in FY2013

yen	
FY13 Revised Forecasts	
	99
	130

5. Per Share Information

	FY12 Full Year	FY13 Full Year
The number of shares issued (thousand)	467,964	456,964
Treasury Shares (thousand)	16,788	10,736
The number of shares issued after deducting Treasury Stock (thousand)	451,176	446,228
Earnings per share (Yen)	180.40	205.73
Dividend per share (Yen)	130	135
Return on Equity (%)	8.0%	8.4%
Dividend on Equity (%)	5.7%	5.5%

yen	
FY13 Revised Forecasts	
	211.44
	135

6. Research and Development Expenses

	billion yen			
	FY12 Full Year	FY13 Full Year	Change	Change (%)
Research and Development	182.0	214.6	32.7	18.0%
Ratio to Net Sales	18.1%	18.4%		

billion yen	
FY13 Revised Forecasts	
	212.0
	18.4%

7. Addition to Property, Plant and Equipment

Depreciation/Amortisation

		billion yen			
		FY12 Full Year	FY13 Full Year	Change	Change (%)
Addition to Property, Plant and Equipment					
	Consolidated	32.1	25.7	-6.4	-19.8%
Depreciation(Tangible)					
	Consolidated	17.7	22.8	5.1	29.0%
Amortisation(Intangible)					
	Consolidated	29.8	38.9	9.2	30.7%
Amortization of Goodwill		10.3	5.9		
	Agensys	5.4	-		
	OSI	4.9	5.9		

billion yen	
FY13 Revised Forecasts	
	29.0
	22.0
	38.0
	5.9
	-
	5.9

8. Sales of major products

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1) Sales of global products

	billion yen				billion yen
	FY12 Full Year	FY13 Full Year	Change	Change (%)	FY13 Revised Forecasts
Prograf	161.8	181.4	19.6	12.1%	177.9
Sales by Astellas	157.3	176.2	18.9	12.0%	173.5
Japan (Including Gracceptor)	49.4	50.4	1.0	2.0%	50.9
Americas	31.5	29.6	-1.8	-5.8%	28.9
Europe	57.5	71.2	13.7	23.8%	68.9
Advagraf	18.0	24.3	6.3	35.0%	
Asia and Oceania	18.9	25.0	6.1	32.1%	24.8
Exports to third parties	4.4	5.2	0.8	17.4%	4.4
Harnal	54.0	59.6	5.6	10.3%	59.7
Sales by Astellas	50.1	55.3	5.2	10.3%	55.0
Japan	23.0	20.2	-2.7	-11.9%	20.9
Europe	15.4	19.4	4.0	26.1%	18.6
Asia and Oceania	10.9	14.9	4.0	37.1%	14.7
Bulk and Royalties	3.9	4.3	0.4	10.4%	4.8
Vesicare	110.0	135.7	25.8	23.4%	130.1
Japan	29.8	30.7	0.9	2.9%	30.4
Americas	46.8	58.1	11.3	24.2%	54.8
Europe	30.1	42.7	12.5	41.7%	40.2
Asia and Oceania	3.0	3.8	0.9	29.8%	4.2
Betanis/Myrbetriq/BETMIGA	6.9	28.2	21.2	305.9%	26.0
Japan	5.3	11.6	6.3	118.4%	11.1
Americas	1.6	14.5	12.9	789.2%	13.1
Europe	0.0	2.1	2.1	-	1.8
Funguard/Mycamine	30.7	36.2	5.5	18.0%	36.2
Japan	12.9	12.3	-0.6	-4.5%	12.8
Americas	9.5	11.7	2.3	23.7%	11.0
Europe	6.0	8.8	2.8	47.3%	9.1
Asia and Oceania	2.3	3.4	1.0	44.6%	3.2
Protopic	17.9	25.0	7.1	39.9%	23.8
Japan	3.5	3.5	0.0	1.0%	3.6
Americas	7.9	11.7	3.8	47.5%	11.0
Europe	4.6	7.1	2.4	52.8%	6.4
Asia and Oceania	1.7	2.6	0.9	49.3%	2.7
XTANDI	12.2	54.6	42.4	346.8%	
US	12.2	44.3	32.0	262.6%	39.8
ex-US	0.0	10.4	10.4	-	
Americas (ex-US)	-	0.8	0.8	-	
Europe	0.0	9.5	9.5	-	
Asia and Oceania	-	0.0	0.0	-	
Eligard	15.0	18.7	3.7	24.9%	
Europe	15.0	18.7	3.7	24.7%	19.2
Asia and Oceania	-	0.0	0.0	-	

- 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				billion yen
	FY12 Full Year	FY13 Full Year	Change	Change (%)	FY13 Revised Forecasts
<Global products>					
Prograf (Including Graceptor)	49.4	50.4	1.0	2.0%	50.9
Harnal	23.0	20.2	-2.7	-11.9%	20.9
Vesicare	29.8	30.7	0.9	2.9%	30.4
Betanis	5.3	11.6	6.3	118.4%	11.1
Funguard	12.9	12.3	-0.6	-4.5%	12.8
Protopic	3.5	3.5	0.0	1.0%	3.6
<Domestic products>					
Lipitor [Family]	70.6	62.4	-8.2	-11.6%	63.0
Caduet	9.6	10.7	1.0	10.7%	
Micardis [Family]	89.6	97.6	7.9	8.9%	98.0
Micombi	11.6	11.8	0.2	2.1%	
Micamlo	15.7	21.4	5.8	36.8%	
Gaster	30.2	25.7	-4.5	-14.9%	26.7
Myslee	32.2	28.2	-4.0	-12.6%	27.4
Seroquel	28.5	19.6	-8.9	-31.2%	19.7
Vaccines	28.8	35.0	6.2	21.4%	34.1
Cefzon	7.2	6.4	-0.8	-11.1%	6.4
Frاندol	8.7	8.0	-0.6	-7.3%	8.1
Celecox	37.4	44.3	6.9	18.4%	44.8
Geninax	12.3	11.7	-0.6	-4.5%	13.8
Bonoteo	10.7	14.1	3.5	32.4%	14.1
Symbicort	27.7	35.6	7.9	28.5%	35.7
Argamate	6.1	6.1	-0.0	-0.5%	6.3
Kiklin	0.6	1.4	0.9	160.0%	1.4
Gonax	0.7	2.5	1.9	289.0%	3.0
Cimzia	0.1	3.2	3.1	-	4.6
Total Rx Sales In Japan	535.8	535.6	-0.1	-0.0%	540.5

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

	billion yen				billion yen
	FY12 Full Year	FY13 Full Year	Change	Change (%)	FY13 Revised Forecasts
3) Sales of products in Americas and Europe					
Scan* (Americas)	53.1	61.8	8.7	16.5%	59.1
Lexiscan	47.6	58.6	11.1	23.3%	
AmBisome (Americas)	6.3	8.1	1.7	27.6%	7.4
Tarceva	36.6	44.7	8.2	22.3%	
(US)	23.6	28.9	5.2	22.1%	
(ex-US)	12.9	15.9	2.9	22.7%	
Qutenza (Europe)	0.9	1.4	0.5	59.8%	
Dificlir (Europe)		1.3			

* Adenoscan + Lexiscan

4) Sales in Americas and Europe (Local currency)

		Unit: M\$				Unit: M\$	
Americas		FY12 Full Year	FY13 Full Year	Change	Change (%)	FY13 Revised Forecasts	
Net Sales		2,512	2,878	366	14.6%	2,820	
Prograf		379	296	-83	-21.9%	291	
Scan*		639	617	-22	-3.5%	594	
Lexiscan		572	585	13	2.2%	74	
AmBisome		76	80	4	5.7%	111	
Protopic		95	116	21	22.3%	551	
VESicare		563	580	17	2.9%	132	
Myrbetriq		20	145	125	-	111	
Mycamine		114	117	3	2.6%		
Tarceva		440	446	6	1.4%		
US		284	288	4	1.2%		
ex-US		156	158	3	1.7%		
XTANDI		147	450	303	206.3%	400	
US		147	441	295	200.6%		
Americas (ex-US)		-	8	8	-		

* Adenoscan + Lexiscan

		Unit: M€				Unit: M€	
Europe		FY12 Full Year	FY13 Full Year	Change	Change (%)	FY13 Revised Forecasts	
Net Sales		1,834	1,990	156	8.5%	2,006	
Harnal		181	177	-4	-2.0%	180	
Sales by Astellas		144	145	0	0.5%	143	
Capsule		64	69	5	8.1%	71	
OCAS		80	76	-4	-5.5%	72	
Bulk and Royalties		37	32	-4	-11.9%	37	
Prograf		577	568	-9	-1.6%	563	
Sales by Astellas		537	530	-7	-1.3%	530	
Advagraf		168	181	13	7.6%	33	
Exports to third parties		40	38	-2	-5.4%	309	
Vesicare		281	317	36	13.0%	14	
BETMIGA		0	15	15	-	49	
Protopic		43	53	9	21.8%	70	
Mycamine		56	65	10	17.5%	148	
Eligard		140	139	-0	-0.5%		
Qutenza		8	11	2	27.4%		
Dificlir			10				
XTANDI		0	71	70	-		

- Europe: Including Middle and Near East and Africa

9.Consolidated Balance Sheets

J-GAAP

Billion yen

	31-Mar-13	31-Mar-14	Change
	Amount	Amount	
Assets	1,445.6	1,551.8	106.2
Current assets	827.2	971.1	143.9
Cash on hand and in banks	233.8	286.3	52.5
Trade notes and accounts receivable	286.1	301.1	15.0
Marketable securities	78.9	138.8	59.9
Merchandise and finished goods	92.7	95.8	3.1
Work in process	13.3	15.6	2.3
Raw materials and supplies	22.2	24.0	1.8
Deferred tax assets	61.7	68.9	7.2
Other	40.4	42.3	1.9
Allowance for doubtful receivables	-1.9	-1.7	0.2
Fixed assets	618.4	580.7	-37.7
Property, plant and equipment	218.5	199.6	-18.9
Buildings and structures	116.8	118.4	1.6
Machinery, equipment and vehicles	28.9	35.9	7.0
Tools, furniture and fixtures	15.4	14.8	-0.6
Land	30.2	19.8	-10.4
Construction in progress	25.8	9.1	-16.7
Other	1.4	1.6	0.2
Intangible fixed assets	294.8	252.9	-42.0
Goodwill	96.0	98.0	2.0
Patents	138.1	112.4	-25.6
Other	60.8	42.4	-18.4
Investments and other assets	105.1	128.3	23.2
Investment securities	61.6	72.7	11.0
Deferred tax assets	27.1	31.8	4.7
Other	16.3	23.8	7.5
Allowance for doubtful receivables	-0.0	-0.0	0.0

J-GAAP

Billion yen

	31-Mar-13	31-Mar-14	Change
	Amount	Amount	
Liabilities and Net assets	1,445.6	1,551.8	106.2
Liabilities	383.5	411.7	28.2
Current liabilities	313.5	328.0	14.5
Trade notes and accounts payable	102.8	102.0	-0.8
Accrued expenses	94.4	119.2	24.8
Accrued bonus for directors	0.1	0.1	0.0
Allowance for sales rebates	4.4	4.5	0.1
Other	111.9	102.2	-9.7
Long-term liabilities	70.0	83.7	13.7
Deferred tax liabilities	34.7	30.6	-4.1
Accrued retirement benefits for employees	18.3	-	-18.3
Net defined benefit liability	-	38.5	38.5
Other	17.0	14.6	-2.4
Net assets	1,062.0	1,140.1	78.0
Common stock	103.0	103.0	-
Capital surplus	176.8	176.8	-
Retained earnings	917.5	903.8	-13.7
Treasury stock	-72.3	-54.5	17.8
Unrealized holding gains on securities	16.0	23.8	7.9
Foreign currency translation adjustments	-80.9	-1.8	79.1
Remeasurements of defined benefit plans	-	-13.1	-13.1
Stock subscription rights	1.9	2.1	0.2

<IFRS>

1. Consolidated Results (Full Basis (Non-adjustment))

IFRS

Fiscal Year: From April through March

billion yen

	FY12 Full Year	FY13 Full Year	Change	Change (%)
Sales	981.9	1,139.9	158.0	16.1%
Cost of sales	308.7	330.6	21.9	7.1%
Ratio to Sales	31.4%	29.0%		
Gross profit	673.2	809.3	136.1	20.2%
SG&A expenses	318.9	397.0	78.1	24.5%
Ratio to Sales	32.5%	34.8%		
Advertising and sales promotion	87.3	112.1	24.8	28.4%
Personnel expenses	140.0	167.8	27.8	19.9%
Other	91.6	117.0	25.5	27.8%
R&D expenses	159.1	191.5	32.4	20.3%
Ratio to Sales	16.2%	16.8%		
Amortisation of intangible assets	28.3	36.0	7.7	27.4%
Share of profits of associates and joint ventures	1.1	1.5	0.3	27.5%
Other income	2.9	11.6	8.7	304.7%
Gain on sales of property, plant and equipment	0.3	5.5	5.3	-
Gain on sales of subsidiaries	-	4.7	4.7	-
Net foreign exchange gains	1.5	-	-1.5	-
Other expense	49.3	81.0	31.7	64.4%
Loss on sales and disposal of property, plant and equipment	0.6	4.1	3.5	604.5%
Impairment losses	44.6	55.8	11.2	25.1%
Restructuring costs	-	10.1	10.1	-
Net foreign exchange losses	-	8.0	8.0	-
Operating profit	121.6	116.8	-4.8	-3.9%
Ratio to Sales	12.4%	10.2%		
Finance income	7.3	6.8	-0.5	-7.0%
Gain on sales of available-for-sale financial assets	5.4	5.0	-0.4	-7.0%
Finance expense	1.8	1.7	-0.2	-8.7%
Impairment losses for available-for-sale financial assets	1.1	1.2	0.1	9.1%
Profit before tax	127.1	122.0	-5.1	-4.0%
Ratio to Sales	12.9%	10.7%		
Income tax expense	34.7	31.1	-3.6	-10.2%
Profit for the year	92.5	90.9	-1.6	-1.7%
Ratio to Sales	9.4%	8.0%		
Comprehensive income	158.3	182.1	23.8	15.0%

2. Consolidated Results (Core Basis)

billion yen

	FY12 Full Year	FY13 Full Year	Change	Change (%)
Sales	981.9	1,139.9	158.0	16.1%
Cost of sales	308.7	330.6	21.9	7.1%
Ratio to Sales	31.4%	29.0%		
Gross profit	673.2	809.3	136.1	20.2%
SG&A expenses	318.9	397.0	78.1	24.5%
Ratio to Sales	32.5%	34.8%		
Advertising and sales promotion	87.3	112.1	24.8	28.4%
Personnel expenses	140.0	167.8	27.8	19.9%
Other	91.6	117.0	25.5	27.8%
R&D expenses	159.1	191.5	32.4	20.3%
Ratio to Sales	16.2%	16.8%		
Amortisation of intangible assets	28.3	36.0	7.7	27.4%
Share of profits of associates and joint ventures	1.1	1.5	0.3	27.5%
Operating profit	168.0	186.3	18.2	10.9%
Ratio to Sales	17.1%	16.3%		
Finance income	1.9	1.6	-0.3	-14.0%
Finance expense	0.4	0.4	0.0	4.3%
Profit before tax	169.5	187.5	17.9	10.6%
Ratio to Sales	17.3%	16.4%		
Income tax expense	50.7	54.7	3.9	7.8%
Profit for the year	118.8	132.8	14.0	11.8%
Ratio to Sales	12.1%	11.6%		

Forecasts		Change from FY13	
FY14 Full Year	Change (%)		
1,192.0	4.6%		
198.0	3.4%		
16.6%			
208.0	11.7%		
17.4%			
154.0	16.0%		
12.9%			

3. Exchange Rate

yen

	FY12 Ave.	FY13 Ave.	FY12 End	FY13 End
Yen/USD	83	100	94	103
Yen/EUR	107	134	121	142

Forecasts

FY14 Full Year
100
140

* Exchange rate fluctuations had positive impact by 113.0 billion yen on sales and positive impact by 24.2 billion yen on Core operating profit in FY2013.

4. Reconciliation of Full Basis (Non-Adjustment) to Core Basis

Fiscal Year: From April through March

IFRS

Billion yen

Account item	FY2012			FY2013		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
Sales	981.9	-	981.9	1,139.9	-	1,139.9
Cost of sales	308.7	-	308.7	330.6	-	330.6
Gross profit	673.2	-	673.2	809.3	-	809.3
SG&A expenses	318.9	-	318.9	397.0	-	397.0
R&D expenses	159.1	-	159.1	191.5	-	191.5
Amortisation of intangible assets	28.3	-	28.3	36.0	-	36.0
Share of profits of associates and joint ventures	1.1	-	1.1	1.5	-	1.5
Other income *1	2.9	-2.9	-	11.6	-11.6	-
Other expense *1	49.3	-49.3	-	81.0	-81.0	-
Operating profit	121.6	46.4	168.0	116.8	69.4	186.3
Finance income *2	7.3	-5.4	1.9	6.8	-5.2	1.6
Finance expense *2	1.8	-1.4	0.4	1.7	-1.2	0.4
Profit before tax	127.1	42.4	169.5	122.0	65.5	187.5
Income tax expense	34.7	16.1	50.7	31.1	23.6	54.7
Profit for the year	92.5	26.3	118.8	90.9	41.9	132.8

*1. "Other income" and "Other expense" are excluded from Core results.

"Other income" and "Other expense" include gain/loss on sale and disposal of property, plant and equipment, impairment losses for property, plant and equipment and intangible assets, gain/loss on the restructuring, 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 Core results as non-core items.

5. Comparison between IFRS (Full Basis (Non-Adjustment)) and J-GAAP in FY2013 PL

IFRS

Fiscal Year: From April through March

billion yen

J-GAAP	FY13 J-GAAP	FY13 IFRS	Diff.	IFRS	Major factors for differences
Net sales	1,164.5	1,139.9	-24.6	Sales	Agent transactions are presented at net value (offset against COGS)
Cost of sales	345.6	330.6	-15.0	Cost of sales	Agent transactions Royalty expenses reclassified from SG&A to COGS
Gross profit	818.9	809.3	-9.6	Gross profit	
R&D expenses	214.6	191.5	-23.2	R&D expenses	Capitalization of upfront / milestone payments for R&D pipelines, etc. Reclassification of certain PMS cost to SG&A
SG&A excluding R&D expenses	427.0	397.0	-30.0	SG&A expenses	Discontinuation of goodwill amortisation Reclassification of amortisation of intangible assets to SG&A Reclassification of certain PMS cost from R&D
—		36.0	36.0	Amortisation of intangible assets	Reclassification from SG&A
—		1.5	1.5	Share of profits of associates and joint ventures	
—		11.6	11.6	Other income	Mainly reclassification from special gains: gain on sales of PP&E, gain on sales of subsidiaries, etc.
—		81.0	81.0	Other expense	Mainly reclassification from special losses: impairment losses, restructuring cost, etc. Additional impairment of capitalized in-license R&D payment under IFRS.
Operating income	177.3	116.8	-60.5	Operating profit	
Non-Operating income	2.4		-2.4	—	
Non-Operating expenses	8.9		-8.9	—	
Ordinary income	170.8		-170.8	—	
Special gains	15.4		-15.4	—	
Special losses	54.4		-54.4	—	
—		6.8	6.8	Finance income	Gain on sales of available-for-sale financial assets, interest income, dividend income
—		1.7	1.7	Finance expense	Impairment losses of available-for-sale financial assets, other finance expense
Income before income taxes	131.7	122.0	-9.7	Profit before tax	
Income taxes	39.3	31.1	-8.2	Income tax expense	Tax effect due to the elimination of unrealised gain/loss Tax effect due to other IFRS adjustments
Net income	92.4	90.9	-1.6	Profit for the year	

6. Segment Information by Region

		billion yen			
		FY12 Full Year	FY13 Full Year	Change	Change (%)
Sales		981.9	1,139.9	158.0	16.1%
	Japan	536.5	530.6	-5.9	-1.1%
	Ratio to Sales	54.6%	46.5%		
	Americas	207.6	287.0	79.4	38.3%
	Ratio to Sales	21.1%	25.2%		
	Europe	194.9	264.3	69.4	35.6%
	Ratio to Sales	19.8%	23.2%		
	Asia and Oceania	42.9	58.0	15.0	35.0%
	Ratio to Sales	4.4%	5.1%		

- Calculated according to locations of sellers.

- Europe: Including Middle and Near East and Africa.

7. Per Share Information

	FY12 Full Year	FY13 Full Year
The number of shares issued (thousand) *	2,339,823	2,284,823
Treasury Shares (thousand) *	83,942	53,681
The number of shares issued after deducting Treasury Stock (thousand) *	2,255,880	2,231,141
Earnings per share (Yen) *	40.27	40.45
Earnings per share (Yen) * Core Basis	51.73	59.11
Dividend per share (Yen) **	130	135
Return on Equity (%)	8.0%	7.4%
Dividend on Equity (%)	5.2%	5.0%

* The Company conducted a 5-for-1 stock split of common stock on April 1, 2014.

These figures are calculated on the assumption that the above stock split was implemented at the beginning of FY2012.

** Dividend per share for FY2012 & FY2013 is listed before stock split.

8. Addition to Property, Plant and Equipment

Depreciation/Amortisation

		billion yen			
		FY12 Full Year	FY13 Full Year	Change	Change (%)
Addition to Property, Plant and Equipment				-	
	Consolidated	32.1	25.7	-6.4	-19.9%
Depreciation(Tangible)					
	Consolidated	18.6	23.2	4.6	24.7%
Amortisation(Intangible) *					
	Consolidated	32.6	41.1	8.5	26.2%

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

Forecasts		Change from FY13	
FY14 Full Year		FY14 Full Year	Change (%)
1,192.0		1,192.0	4.6%
528.4		528.4	-0.4%
44.3%		44.3%	
289.2		289.2	0.8%
24.3%		24.3%	
305.6		305.6	15.6%
25.6%		25.6%	
68.7		68.7	18.6%
5.8%		5.8%	

Forecasts

FY14 Full Year

69.02
29

Forecasts		Change from FY13	
FY14 Full Year		FY14 Full Year	Change (%)
33.0		33.0	28.4%
23.0		23.0	-0.8%
42.0		42.0	2.1%

9. Sales of major products

1) Sales of global products

IFRS

	billion yen		Change from FY13	
	FY13 Full Year		Forecasts FY14 Full Year	Change (%)
Prograf	181.1		181.3	0.1%
Sales by Astellas	175.9		177.6	1.0%
Japan (Including Graceptor)	50.4		49.6	-1.5%
Americas	29.6		27.4	-7.5%
Europe	70.8		71.4	0.8%
Advagraf	24.0			
Asia and Oceania	25.0		29.2	16.9%
Exports to third parties	5.2		3.7	-29.2%
Harnal	59.5		55.9	-6.0%
Sales by Astellas	55.2		52.0	-5.8%
Japan	20.2		16.0	-20.9%
Europe	19.4		18.7	-3.6%
Asia and Oceania	14.9		16.8	12.3%
Bulk and Royalties	4.3		4.0	-7.9%
Vesicare	133.8		120.7	-9.8%
Japan	30.7		24.2	-21.1%
Americas	58.1		48.2	-17.0%
Europe	40.8		42.9	5.3%
Asia and Oceania	3.8		4.8	26.3%
Betanis/Myrbetriq/BETMIGA	28.2		56.4	100.0%
Japan	11.6		20.9	80.3%
Americas	14.5		25.9	78.3%
Europe	2.1		9.3	349.5%
Funguard/Mycamine	36.1		36.8	2.0%
Japan	12.3		11.4	-7.2%
Americas	11.7		10.9	-7.6%
Europe	8.6		10.1	17.6%
Asia and Oceania	3.4		4.4	29.2%
Protopic	25.0		19.7	-21.3%
Japan	3.5		-	-
Americas	11.7		8.4	-27.6%
Europe	7.1		7.4	5.4%
Asia and Oceania	2.6		3.6	39.5%
XTANDI	54.6			
US	44.3		56.0	26.5%
ex-US	10.3			
Americas (ex-US)	0.8			
Europe	9.5		26.6	181.4%
Asia and Oceania	0.0			
Eligard	18.3			
Europe	18.3		20.9	14.1%
Asia and Oceania	0.0			

- 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	
	FY13 Full Year	
<Global products>		
Prograf (Including Gracaptor)	50.4	
Harnal	20.2	
Vesicare	30.7	
Betanis	11.6	
Funguard	12.3	
Protopic	3.5	
<Domestic products>		
Lipitor [Family]	62.4	
Caduet	10.7	
Micardis [Family]	97.6	
Micombi	11.8	
Micamlo	21.4	
Gaster	25.7	
Myslee	28.2	
Seroquel	19.6	
Vaccines	35.0	
Cefzon	6.4	
Celecox	44.3	
Geninax	11.7	
Bonoteo	14.1	
Symbicort	35.6	
Argamate	6.1	
Kiklin	1.4	
Gonax	2.5	
Cimzia	3.2	
Total Rx Sales In Japan	515.6	

Forecasts	Change from FY13	
	FY14 Full Year	Change (%)
	49.6	-1.5%
	16.0	-20.9%
	24.2	-21.1%
	20.9	80.3%
	11.4	-7.2%
	-	-

	52.6	-15.7%
	97.5	-0.1%
	19.5	-24.2%
	20.2	-28.5%
	12.6	-35.6%
	35.7	2.2%
	5.3	-16.9%
	45.9	3.6%
	12.4	5.1%
	14.7	4.0%
	36.3	1.9%
	6.4	5.6%
	2.1	44.5%
	4.8	90.0%
	12.3	279.4%
	508.3	-1.4%

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

3) Sales of products in Americas and Europe

	billion yen	
	FY13 Full Year	
Scan* (Americas)	61.8	
Lexiscan	58.6	
AmBisome (Americas)	8.1	
Tarceva	44.7	
(US)	28.9	
(ex-US)	15.9	
Qutenza (Europe)	1.4	
Difclir (Europe)	1.3	

Forecasts	Change from FY13	
	FY14 Full Year	Change (%)
	53.3	-13.8%
	8.0	-1.0%

* Adenoscan + Lexiscan

4) Sales in Americas and Europe (Local currency)

	Unit: M\$
Americas	FY13 Full Year
Net Sales	2,863
Prograf	296
Scan*	617
Lexiscan	585
AmBisome	80
Protopic	116
VESIcare	580
Myrbetriq	145
Mycamine	117
Tarceva	446
US	288
ex-US	158
XTANDI	450
US	441
Americas (ex-US)	8

* Adenoscan + Lexiscan

	Forecasts	Change from FY13
	FY14 Full Year	Change (%)
	2,892	1.0%
	274	-7.3%
	533	-13.6%
	80	-0.8%
	84	-27.4%
	482	-16.8%
	259	78.8%
	109	-7.4%
	560	26.8%

	Unit: M€
Europe	FY13 Full Year
Net Sales	1,967
Harnal	176
Sales by Astellas	144
Capsule	69
OCAS	75
Bulk and Royalties	32
Prograf	565
Sales by Astellas	527
Advagraf	179
Exports to third parties	38
Vesicare	303
BETMIGA	15
Protopic	52
Mycamine	64
Eligard	136
Qutenza	11
Difclir	9
XTANDI	70

- Europe: Including Middle and Near East and Africa

	Forecasts	Change from FY13
	FY14 Full Year	Change (%)
	2,183	11.0%
	162	-8.3%
	133	-7.5%
	66	-3.4%
	67	-11.3%
	29	-11.6%
	536	-5.1%
	510	-3.3%
	26	-31.1%
	307	1.1%
	66	331.4%
	53	1.2%
	72	12.8%
	149	9.6%
	190	170.0%

10.Consolidated statements of financial position

IFRS

Billion yen

	1-Apr-12	31-Mar-13	31-Mar-14	Change
	Amount	Amount	Amount	
Assets	1,511.1	1,565.3	1,653.1	87.8
Non-current assets	794.7	792.6	739.8	-52.7
Property, plant and equipment	192.9	211.1	191.5	-19.7
Goodwill	94.2	107.6	116.8	9.1
Other intangible assets	367.2	340.6	280.1	-60.5
Investments in associates and joint ventures	0.8	1.2	1.8	0.6
Deferred tax assets	57.4	45.2	45.5	0.4
Other financial assets	76.7	81.1	95.0	13.9
Other non-current assets	5.5	5.7	9.2	3.5
Current assets	716.4	772.7	913.3	140.6
Inventories	112.7	127.1	135.2	8.1
Trade and other receivables	288.3	308.2	332.6	24.4
Income tax receivable	6.6	10.5	2.7	-7.8
Other financial assets	48.8	50.9	35.4	-15.5
Other current assets	6.1	9.4	12.1	2.6
Cash and cash equivalents	252.4	264.9	391.4	126.5
Assets held for sale	1.5	1.6	3.9	2.2

Billion yen

	1-Apr-12	31-Mar-13	31-Mar-14	Change
	Amount	Amount	Amount	
Equity and Liabilities	1,511.1	1,565.3	1,653.1	87.8
Equity	1,125.2	1,174.6	1,268.5	93.9
Equity attributable to owners of the parent	1,125.2	1,174.6	1,268.5	93.9
Share capital	103.0	103.0	103.0	-
Capital surplus	176.8	176.8	176.8	-
Treasury shares	-23.1	-72.3	-54.5	17.8
Retained earnings	848.1	875.5	864.8	-10.6
Other components of equity	20.3	91.6	178.4	86.8
Liabilities	385.9	390.7	384.6	-6.0
Non-current liabilities	64.0	65.8	43.9	-21.8
Trade and other payables	11.6	4.9	0.1	-4.8
Deferred tax liabilities	17.5	15.3	0.0	-15.3
Retirement benefit liabilities	24.8	32.2	27.2	-5.0
Provisions	1.7	1.9	4.3	2.4
Other financial liabilities	1.5	1.4	0.7	-0.6
Other non-current liabilities	6.7	10.1	11.7	1.5
Current liabilities	321.9	324.9	340.7	15.8
Trade and other payables	199.3	201.8	187.0	-14.7
Income tax payable	24.4	10.4	13.2	2.9
Provisions	32.4	48.1	66.4	18.3
Other financial liabilities	1.1	1.4	1.1	-0.3
Other current liabilities	64.7	63.3	73.0	9.6

11. Employee

Number of employees

	FY12 End	FY13 End
Total	17,454	17,649
Japan	8,153	8,082
Americas	2,980	2,883
Europe	4,356	4,580
Asia and Oceania	1,965	2,104
Total Medical Representatives	6,350	6,340

- Europe: Including Middle and Near East and Africa

12. Shareholders

	FY12 End	FY13 End
Banks	30.1%	29.2%
Securities	4.3%	4.4%
Other companies	3.8%	3.3%
Foreign companies	49.8%	53.4%
Individuals and others	8.5%	7.3%
Treasury shares	3.6%	2.3%