

# Supplementary Documents [IFRS]

## Financial results for the fiscal year 2015 (FY2015)

### Astellas Pharma Inc.

- FY2015 Financial Results
  - For the year ended March 31, 2016
  - Three months ended March 31, 2016
- Pipeline list

Cautionary statement regarding forward-looking information

*This material includes forward-looking statements based on 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 launch, pricing and product initiatives of competitors, the inability of the company to market existing and new products effectively, interruptions in production, infringements of the company's intellectual property rights and the adverse outcome of material litigation.*

*This material contains information on pharmaceuticals (including compounds under development), but this information is not intended to make any representations or advertisements regarding the efficacy or effectiveness of these preparations, promote unapproved uses in any fashion nor provide medical advice of any kind.*

**[For the year ended March 31, 2016]**

1. Consolidated Results (Full Basis)

	Unit: B¥				Unit: B¥	Forecasts	Change from FY15
	FY14 Full Year	FY15 Full Year	Change	Change (%)			
Sales	1,247.3	1,372.7	125.4	10.1%	1,384.0	1,350.0	-1.7%
Cost of sales	333.2	335.6	2.4	0.7%			
Ratio to Sales	26.7%	24.4%					
Gross profit	914.1	1,037.1	123.0	13.5%			
SG&A expenses	452.5	500.4	47.8	10.6%			
Ratio to Sales	36.3%	36.5%					
Advertising and Sales Promotion	138.5	169.1	30.7	22.1%			
Personnel expenses	178.1	186.1	8.0	4.5%			
Other	136.0	145.1	9.2	6.7%			
R&D expenses	206.6	225.7	19.1	9.2%	238.0	231.0	2.4%
Ratio to Sales	16.6%	16.4%			17.2%	17.1%	
Amortisation of intangible assets	38.7	42.4	3.7	9.6%			
Share of profits/losses of associates and joint ventures	0.2	-1.2	-1.5	-			
Other income	12.5	1.7	-10.8	-86.5%			
Gain on sales of property, plant and equipment	1.4	0.3	-1.1	-78.5%			
Other expense	43.3	20.2	-23.2	-53.5%			
Loss on sales and disposal of property, plant and equipment	1.2	0.7	-0.5	-38.7%			
Impairment losses	10.3	9.5	-0.8	-7.8%			
Restructuring costs	11.5	-	-11.5	-			
Net foreign exchange losses	3.6	7.0	3.4	96.1%			
Litigation costs	16.2	2.3	-13.9	-85.7%			
Operating profit	185.7	249.0	63.3	34.1%	229.0	267.0	7.2%
Ratio to Sales	14.9%	18.1%			16.5%	19.8%	
Finance income	7.1	14.4	7.3	103.1%			
Gain on sales of available-for-sale financial assets	5.1	12.3	7.1	138.4%			
Finance expense	3.1	1.6	-1.5	-47.1%			
Impairment losses for available-for-sale financial assets	2.6	0.4	-2.2	-85.8%			
Profit before tax	189.7	261.8	72.1	38.0%	242.0	268.0	2.4%
Ratio to Sales	15.2%	19.1%			17.5%	19.9%	
Income tax expense	53.8	68.1	14.3	26.5%			
Profit for the year	135.9	193.7	57.8	42.6%	172.0	197.0	1.7%
Ratio to Sales	10.9%	14.1%			12.4%	14.6%	
Comprehensive income	169.5	130.9	-38.6	-22.8%			

2. Consolidated Results (Core Basis)	Unit: B¥				Unit: B¥	Forecasts	
	FY14 Full Year	FY15 Full Year	Change	Change (%)		FY15 Revised Forecasts	FY16 Full Year
Sales	1,247.3	1,372.7	125.4	10.1%	1,384.0	1,350.0	-1.7%
Cost of sales	333.2	335.6	2.4	0.7%			
	Ratio to Sales	26.7%	24.4%				
Gross profit	914.1	1,037.1	123.0	13.5%			
SG&A expenses	452.5	500.4	47.8	10.6%			
	Ratio to Sales	36.3%	36.5%				
Advertising and Sales Promotion	138.5	169.1	30.7	22.1%			
Personnel expenses	178.1	186.1	8.0	4.5%			
Other	136.0	145.1	9.2	6.7%			
R&D expenses	206.6	225.7	19.1	9.2%	238.0	231.0	2.4%
	Ratio to Sales	16.6%	16.4%		17.2%	17.1%	
Amortisation of intangible assets	38.7	42.4	3.7	9.6%			
Share of profits/losses of associates and joint ventures	0.2	-1.2	-1.5	-			
Operating profit	216.5	267.5	51.0	23.5%	244.0	270.0	1.0%
	Ratio to Sales	17.4%	19.5%		17.6%	20.0%	
Finance income	1.9	2.1	0.2	9.5%			
Finance expense	0.4	1.0	0.6	158.9%			
Profit before Tax	218.1	268.6	50.5	23.2%			
	Ratio to Sales	17.5%	19.6%				
Income tax expense	64.8	69.8	5.0	7.7%			
Profit for the year	153.2	198.8	45.6	29.7%	175.0	199.0	0.1%
	Ratio to Sales	12.3%	14.5%		12.6%	14.7%	

### 3. Exchange Rate

	Unit: yen				Unit: yen	Forecasts	
	FY14 Ave.	FY15 Ave.	FY14 End	FY15 End		FY15 Revised Forecasts	FY16 Full Year
USD/Yen	110	120	120	113	121	110	
EUR/Yen	139	133	130	128	133	125	

\* Exchange rate fluctuations had positive impact by 26.1 billion yen on sales and positive impact by 9.5 billion yen on Core operating profit in FY2015

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

Unit: B¥

	FY14			FY15		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
<b>Sales</b>	<b>1,247.3</b>	-	<b>1,247.3</b>	<b>1,372.7</b>	-	<b>1,372.7</b>
Cost of sales	333.2	-	333.2	335.6	-	335.6
<b>Gross profit</b>	<b>914.1</b>	-	<b>914.1</b>	<b>1,037.1</b>	-	<b>1,037.1</b>
SG&A expenses	452.5	-	452.5	500.4	-	500.4
R&D expenses	206.6	-	206.6	225.7	-	225.7
Amortisation of intangible assets	38.7	-	38.7	42.4	-	42.4
Share of profits/losses of associates and joint ventures	0.2	-	0.2	-1.2	-	-1.2
Other income *1	12.5	-12.5	-	1.7	-1.7	-
Other expense *1	43.3	-43.3	-	20.2	-20.2	-
<b>Operating profit</b>	<b>185.7</b>	<b>30.8</b>	<b>216.5</b>	<b>249.0</b>	<b>18.5</b>	<b>267.5</b>
Finance income *2	7.1	-5.1	1.9	14.4	-12.3	2.1
Finance expense *2	3.1	-2.7	0.4	1.6	-0.6	1.0
<b>Profit before tax</b>	<b>189.7</b>	<b>28.4</b>	<b>218.1</b>	<b>261.8</b>	<b>6.8</b>	<b>268.6</b>
Income tax expense	53.8	11.0	64.8	68.1	1.7	69.8
<b>Profit for the year</b>	<b>135.9</b>	<b>17.4</b>	<b>153.2</b>	<b>193.7</b>	<b>5.1</b>	<b>198.8</b>

\*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, 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 Core results as non-core items.

## 5. Sales by Region

		Unit: B¥			
		FY14 Full Year	FY15 Full Year	Change	Change (%)
Sales		1,247.3	1,372.7	125.4	10.1%
	Japan	498.7	497.2	-1.5	-0.3%
	Ratio to Sales	40.0%	36.2%		
	Americas	361.0	455.1	94.1	26.1%
	Ratio to Sales	28.9%	33.2%		
	EMEA	313.3	329.3	16.0	5.1%
	Ratio to Sales	25.1%	24.0%		
	Asia and Oceania	74.2	91.1	16.9	22.8%
	Ratio to Sales	5.9%	6.6%		

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East and Africa

		Unit: B¥		Change from FY15	
		FY15 Revised Forecasts	FY16 Full Year	Change (%)	
		1,384.0	1,350.0	-1.7%	
		504.4	480.8	-3.3%	
		36.4%	35.6%		
		452.1	441.2	-3.1%	
		32.7%	32.7%		
		335.0	339.6	3.1%	
		24.2%	25.2%		
		92.5	88.3	-3.1%	
		6.7%	6.5%		

## 6. Per Share Information

	FY14 Full Year	FY15 Full Year
The number of shares issued (thousand)	2,259,823	2,221,823
Treasury Shares (thousand)	66,681	96,844
The number of shares issued after deducting Treasury Shares (thousand)	2,193,141	2,124,978
Earnings per share (yen)	61.50	89.75
Earnings per share (yen) core base	69.37	92.12
Dividend per share (yen)	30	32
Return on Equity (%)	10.5%	15.0%
Dividend on Earnings (%)	5.1%	5.4%

		Forecasts	
		FY15 Revised Forecasts	FY16 Full Year
		79.37	92.71
		80.76	93.65
		32	34

## 7. Addition to Property, Plant and Equipment

### Depreciation/Amortisation

		Unit: B¥			
		FY14 Full Year	FY15 Full Year	Change	Change (%)
Addition to Property, Plant and Equipment					
	Consolidated	30.6	34.0	3.4	11.2%
Depreciation (PP&E)					
	Consolidated	21.3	21.0	-0.4	-1.7%
Amortisation (Intangible Assets) *					
	Consolidated	44.2	48.2	4.1	9.2%

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

		Unit: B¥		Change from FY15	
		FY15 Revised Forecasts	FY16 Full Year	Change (%)	
		35.0	32.0	-6.0%	
		22.5	22.0	5.0%	
		50.0	43.5	-9.8%	

8. Sales of major products

1) Sales of global products

	Unit: B¥				FY15 Revised Forecasts	Forecasts	
	FY14 Full Year	FY15 Full Year	Change	Change (%)		FY16 Full Year	Change FY15 (%)
XTANDI	137.2	252.1	114.9	83.7%	253.3	295.9	17.4%
US	85.7	148.4	62.7	73.2%	147.6	163.7	10.3%
ex-US	51.5	103.7	52.2	101.3%	105.8	132.2	27.5%
Japan	14.9	26.2	11.3	76.1%	28.0	25.7	-2.0%
Americas (ex-US)	2.6	4.5	1.9	71.5%	4.3	6.1	36.3%
EMEA	33.4	70.7	37.2	111.5%	71.1	95.9	35.8%
Asia and Oceania	0.6	2.4	1.8	290.5%	2.3	4.5	88.2%
Eligard	19.0	17.6	-1.4	-7.3%	18.2	17.6	0.1%
EMEA	18.9	17.4	-1.5	-8.0%	18.0	17.3	-0.7%
Asia and Oceania	0.1	0.2	0.1	228.4%	0.2	0.3	67.7%
Vesicare	135.2	135.6	0.4	0.3%	133.4	119.1	-12.2%
Japan	25.6	26.5	0.9	3.5%	27.0	27.2	2.7%
Americas	61.4	63.7	2.3	3.7%	62.4	53.7	-15.7%
EMEA	42.3	39.8	-2.4	-5.8%	38.2	32.4	-18.7%
Asia and Oceania	5.3	5.3	0.0	0.1%	5.6	5.4	2.8%
Betanis/Myrbetriq/Betmiga	53.1	81.7	28.6	53.8%	81.9	100.4	22.8%
Japan	14.8	21.2	6.4	43.5%	22.1	27.4	29.0%
Americas	27.9	45.7	17.8	63.7%	44.3	51.9	13.7%
EMEA	10.3	13.4	3.1	29.9%	14.6	18.3	36.4%
Asia and Oceania	0.2	1.4	1.3	772.7%	0.9	2.8	94.5%
Harnal/Omnice	56.0	53.4	-2.6	-4.6%	56.0	46.4	-13.1%
Sales by Astellas	51.9	50.4	-1.5	-2.8%	52.0	44.2	-12.3%
Japan	15.0	12.7	-2.3	-15.6%	12.8	9.4	-25.7%
EMEA	18.0	15.4	-2.5	-14.1%	16.7	13.7	-11.5%
Asia and Oceania	18.3	21.5	3.2	17.7%	21.8	20.5	-4.6%
Bulk and Royalties	4.1	3.0	-1.1	-26.7%	4.0	2.2	-26.8%
Prograf	194.7	203.6	8.8	4.5%	202.5	187.9	-7.7%
Sales by Astellas	190.9	200.7	9.8	5.2%	199.8	185.4	-7.6%
Japan (Including Graceptor)	48.1	49.8	1.6	3.4%	50.7	47.8	-3.9%
Americas	33.0	34.6	1.6	4.8%	33.3	26.9	-22.3%
EMEA	77.7	77.9	0.2	0.2%	77.3	73.6	-5.5%
Advagraf	28.7	31.1	2.4	8.2%			
Asia and Oceania	32.0	38.4	6.4	20.2%	38.5	37.1	-3.5%
Exports to third parties	3.8	2.8	-1.0	-25.7%	2.7	2.5	-13.1%
Funguard/Mycamine	38.8	41.6	2.9	7.4%	42.4	40.4	-3.0%
Japan	11.8	11.7	-0.1	-1.1%	12.1	11.5	-1.7%
Americas	12.4	13.0	0.7	5.5%	12.9	11.8	-9.8%
EMEA	10.2	11.2	1.0	9.6%	11.7	11.2	-0.4%
Asia and Oceania	4.4	5.7	1.3	30.3%	5.6	6.0	4.7%
Protopic	21.7	15.6	-6.0	-27.8%	14.9		
Americas	10.3	3.1	-7.2	-69.6%	2.9		
EMEA	7.8	7.7	-0.1	-1.0%	7.0		
Asia and Oceania	3.4	4.6	1.1	32.9%	4.8		

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

- EMEA: Europe, Middle East and Africa

- Astellas' global dermatology business including Protopic was transferred to LEO Pharma A/S on April 1, 2016.

2) Sales of products in Japan

	Unit: B¥				FY15 Revised Forecasts	Change from FY15	
	FY14 Full Year	FY15 Full Year	Change	Change (%)		Forecasts FY16 Full Year	Change (%)
<Global products>							
XTANDI	14.9	26.2	11.3	76.1%	28.0	25.7	-2.0%
Vesicare	25.6	26.5	0.9	3.5%	27.0	27.2	2.7%
Betanis	14.8	21.2	6.4	43.5%	22.1	27.4	29.0%
Harnal	15.0	12.7	-2.3	-15.6%	12.8	9.4	-25.7%
Prograf (Including Graceptor)	48.1	49.8	1.6	3.4%	50.7	47.8	-3.9%
Funguard	11.8	11.7	-0.1	-1.1%	12.1	11.5	-1.7%
<Local products in Japan>							
Micardis [Family]	95.7	97.2	1.4	1.5%	98.5	90.8	-6.5%
Micombi	10.7	10.1	-0.6	-5.5%			
Micamlo	23.8	26.0	2.2	9.1%			
Celecox	41.8	46.6	4.8	11.5%	46.9	50.4	8.2%
Symbicort	33.0	37.4	4.4	13.3%	37.0	41.1	9.9%
Bonoteo	13.0	14.1	1.1	8.6%	14.5	15.1	7.1%
Geninax	10.4	10.8	0.5	4.6%	10.6	10.2	-6.1%
Vaccines	38.8	41.1	2.3	5.9%	40.0	25.9	-37.1%
Argamate	5.9	6.2	0.2	3.5%	6.2	6.1	-1.4%
Kiklin	1.5	1.6	0.1	5.2%	1.7	2.0	28.7%
Gonax	3.4	3.9	0.5	14.3%	4.0	4.6	17.6%
Cimzia	5.0	6.6	1.5	30.2%	6.7	9.6	47.1%
Suglat	4.1	7.3	3.2	77.8%	8.3	12.5	71.1%
Lipitor*	36.7	30.9	-5.8	-15.9%	30.5	22.4	-27.4%
Myslee	19.4	17.9	-1.4	-7.3%	17.6	14.6	-18.5%
Gaster	18.0	14.7	-3.3	-18.5%	14.8	10.5	-28.3%
Seroquel	12.6	10.5	-2.1	-16.9%	10.7	7.2	-31.3%
Total Rx Sales In Japanese market	481.7	483.0	1.2	0.3%	489.8	456.6	-5.5%

\* Transfer of Distribution for Caduet to Pfizer on April 1, 2015. Sales in FY2014 exclude sales of Caduet.

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

3) Sales of products in Americas and EMEA

	Unit: B¥				FY15 Revised Forecasts	Change from FY15	
	FY14 Full Year	FY15 Full Year	Change	Change (%)		Forecasts FY16 Full Year	Change (%)
Tarceva	48.9	46.8	-2.1	-4.3%			
(US)	33.5	33.8	0.3	0.8%			
(ex-US)	15.3	13.0	-2.4	-15.4%			
Scan* (Americas)	66.3	76.2	9.9	14.9%	77.8	70.1	-8.0%
AmBisome (Americas)	9.0	10.9	1.9	21.5%	10.4	9.8	-10.3%
CRESEMBA (Americas)	-	2.6	2.6	-		5.0	91.5%
Qutenza (EMEA)	1.9	2.1	0.3	15.2%			
DIFICLIR (EMEA)	2.0	2.6	0.6	29.0%			

\* Adenoscan + Lexiscan

- EMEA: Europe, Middle East and Africa

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

Americas	FY14 Full Year	FY15 Full Year	Change	Change (%)
Sales	3,284	3,788	504	15.4%
XTANDI	803	1,272	469	58.4%
US	779	1,235	456	58.4%
Americas (ex-US)	24	37	14	57.0%
Tarceva	444	389	-55	-12.4%
US	305	281	-24	-7.7%
ex-US	139	108	-31	-22.6%
VESIcare	559	530	-28	-5.1%
Myrbetriq	254	380	126	49.8%
Prograf	301	288	-12	-4.1%
Scan <sup>*1</sup>	603	634	31	5.1%
MYCAMINE	112	109	-4	-3.5%
AmBisome	82	91	9	11.2%
CRESEMBA	-	22	22	-
Protopic <sup>*2</sup>	94	26	-68	-72.2%

<sup>\*1</sup> Adenoscan + Lexiscan

<sup>\*2</sup> Astellas' global dermatology business including Protopic was transferred to LEO Pharma A/S on April 1, 2016.

Unit: M\$

FY15 Revised Forecasts
3,739
1,256
1,220
36
516
367
275
643
107
86
24

Change from  
Forecasts  
FY15

FY16 Full Year	Change (%)
4,011	5.9%
1,544	21.3%
1,488	20.5%
56	48.9%
488	-8.0%
472	24.2%
245	-15.1%
637	0.4%
107	-1.5%
89	-2.1%
45	109.1%

Unit: M€

EMEA	FY14 Full Year	FY15 Full Year	Change	Change (%)
Sales	2,258	2,484	226	10.0%
XTANDI	241	533	292	121.3%
Eligard	136	131	-5	-3.7%
Vesicare	305	300	-4	-1.4%
BETMIGA	74	101	27	36.0%
Omnic	159	139	-20	-12.6%
Sales by Astellas	130	116	-13	-10.1%
Bulk and Royalties	30	23	-7	-23.3%
Prograf	588	609	21	3.6%
Sales by Astellas	560	588	27	4.9%
Advagraf	207	234	27	13.3%
Exports to third parties	28	21	-6	-22.3%
MYCAMINE	74	85	11	14.7%
Protopic*	56	58	2	3.6%
Qutenza	13	16	3	20.6%
DIFICLIR	14	20	5	35.0%

\* Astellas' global dermatology business including Protopic was transferred to LEO Pharma A/S on April 1, 2016.

- EMEA: Europe, Middle East and Africa

Unit: M€

FY15 Revised Forecasts
2,528
537
136
288
110
157
126
30
603
583
20
88
53

Change from  
Forecasts  
FY15

FY16 Full Year	Change (%)
2,717	9.4%
767	44.0%
138	5.4%
259	-13.7%
146	44.7%
127	-8.8%
109	-6.1%
18	-22.3%
609	-0.1%
589	0.2%
20	-7.9%
90	5.7%

9.Consolidated statements of financial position

Unit: B¥

	31-Mar-15	31-Mar-16	
	Amount	Amount	Change
<b>Assets</b>	<b>1,793.6</b>	<b>1,799.3</b>	<b>5.8</b>
<b>Non-current assets</b>	<b>827.6</b>	<b>901.8</b>	<b>74.2</b>
Property, plant and equipment	202.9	201.0	-1.9
Goodwill	136.3	150.7	14.3
Other intangible assets	295.8	339.2	43.4
Trade and other receivables	15.6	24.1	8.5
Investments in associates and joint ventures	2.0	2.4	0.4
Deferred tax assets	51.2	80.3	29.1
Other financial assets	110.1	89.4	-20.7
Other non-current assets	13.7	14.8	1.1
<b>Current assets</b>	<b>966.0</b>	<b>897.5</b>	<b>-68.4</b>
Inventories	156.9	161.7	4.8
Trade and other receivables	332.9	327.6	-5.3
Income tax receivable	6.9	16.4	9.5
Other financial assets	59.9	14.4	-45.5
Other current assets	12.7	17.2	4.5
Cash and cash equivalents	396.4	360.0	-36.4
Assets held for sale	0.1	0.2	0.1

Unit: B¥

	31-Mar-15	31-Mar-16	Change
	Amount	Amount	
<b>Equity and Liabilities</b>	<b>1,793.6</b>	<b>1,799.3</b>	<b>5.8</b>
<b>Equity</b>	<b>1,317.9</b>	<b>1,259.2</b>	<b>-58.7</b>
<b>Equity attributable to owners of the parent</b>	<b>1,317.9</b>	<b>1,259.2</b>	<b>-58.7</b>
Share capital	103.0	103.0	-
Capital surplus	176.8	176.9	0.1
Treasury shares	-87.0	-157.1	-70.1
Retained earnings	905.1	973.1	68.0
Other components of equity	220.0	163.4	-56.6
<b>Liabilities</b>	<b>475.7</b>	<b>540.1</b>	<b>64.5</b>
<b>Non-current liabilities</b>	<b>54.8</b>	<b>126.8</b>	<b>72.0</b>
Trade and other payables	0.1	1.6	1.5
Deferred tax liabilities	0.0	-	-0.0
Retirement benefit liabilities	30.1	39.8	9.7
Provisions	4.8	7.1	2.3
Other financial liabilities	0.6	0.7	0.1
Other non-current liabilities	19.1	77.6	58.4
<b>Current liabilities</b>	<b>420.9</b>	<b>413.4</b>	<b>-7.5</b>
Trade and other payables	226.6	181.6	-45.0
Income tax payable	14.1	19.3	5.2
Provisions	85.4	89.9	4.4
Other financial liabilities	1.3	1.5	0.2
Other current liabilities	93.4	121.1	27.7

10. Employees

Number of employees

	FY14 End	FY15 End
Total	17,113	17,217
Japan	7,241	7,056
Americas	2,975	3,062
EMEA	4,628	4,726
Asia and Oceania	2,269	2,373
Total Medical Representatives	6,400	6,000

- EMEA: Europe, Middle East and Africa

11. Shareholders

	FY14 End	FY15 End
Banks	30.1%	31.3%
Securities	3.4%	3.9%
Other companies	3.4%	3.4%
Foreign companies	52.7%	48.5%
Individuals and others	7.6%	8.6%
Treasury Stock*	3.0%	4.3%

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

**[Three months ended March 31, 2016]**

1. Consolidated Results (Full Basis)

Unit: B¥

	FY15							
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales	343.7	16.4%	343.8	14.9%	378.2	5.5%	307.0	4.3%
Cost of sales	90.1	18.6%	78.3	-5.8%	102.1	1.7%	65.1	-11.7%
Ratio to Sales	26.2%		22.8%		27.0%		21.2%	
Gross profit	253.6	15.7%	265.5	22.8%	276.1	7.0%	241.9	9.6%
SG&A expenses	118.7	22.4%	121.1	15.5%	122.9	6.5%	137.7	1.8%
Ratio to Sales	34.5%		35.2%		32.5%		44.8%	
Advertising and Sales Promotion	41.6	47.7%	41.7	55.3%	41.7	9.5%	44.1	-2.7%
Personnel expenses	45.1	6.3%	46.2	7.7%	46.0	3.4%	48.8	1.1%
Other	32.0	21.4%	33.2	-5.5%	35.2	7.2%	44.7	7.4%
R&D expenses	56.0	17.5%	56.1	13.5%	53.0	3.9%	60.7	3.5%
Ratio to Sales	16.3%		16.3%		14.0%		19.8%	
Amortisation of intangible assets	10.9	22.8%	11.0	21.5%	11.2	11.5%	9.2	-13.3%
Share of profits/losses of associates and joint ventures	-0.2	-	-0.0	-	-0.2	-	-0.8	-
Other income	1.3	-53.2%	0.3	-91.0%	0.2	-78.7%	0.6	-96.0%
Gain on sales of property, plant and equipment	0.1	799.6%	0.1	-92.5%	0.1	567.0%	-0.0	-299.5%
Net foreign exchange gains	0.6	-74.3%	-	-	-	-	-	-
Other expense	7.2	-60.4%	6.9	98.4%	5.9	-74.7%	0.8	-88.8%
Loss on sales and disposal of property, plant and equipment	0.1	-54.9%	0.2	-52.3%	0.2	35.5%	0.3	-48.6%
Impairment losses	6.6	-18.7%	-	-	3.0	264.6%	-	-
Restructuring costs	-	-	-	-	-	-	-	-
Net foreign exchange losses	-	-	6.5	794.3%	1.1	-90.8%	0.0	-
Litigation costs	0.4	-11.9%	0.1	709.5%	1.6	-84.5%	0.2	-96.6%
Operating profit	61.9	22.4%	70.7	34.4%	83.0	41.8%	33.4	39.2%
Ratio to Sales	18.0%		20.6%		21.9%		10.9%	
Finance income	6.0	230.4%	7.3	-	0.4	-25.1%	0.6	-85.5%
Gain on sales of available-for-sale financial assets	5.5	540.2%	6.6	-	-	-	0.2	-94.5%
Finance expense	0.3	-86.9%	0.3	-56.6%	0.4	149.6%	0.7	376.5%
Impairment losses for available-for-sale financial assets	0.0	-98.5%	0.1	-87.8%	0.0	-	0.2	-
Profit before tax	67.7	34.6%	77.8	48.4%	83.0	40.9%	33.3	18.7%
Ratio to Sales	19.7%		22.6%		22.0%		10.8%	
Income tax expense	23.0	59.8%	19.4	6.4%	21.4	51.1%	4.2	-40.1%
Profit for the year	44.6	24.4%	58.3	70.9%	61.6	37.7%	29.1	38.0%
Ratio to Sales	13.0%		17.0%		16.3%		9.5%	
Comprehensive income	71.8	219.0%	33.0	-49.4%	61.7	-43.9%	-35.7	-26.8%

## 2. Consolidated Results (Core Basis)

Unit: B¥

		FY15							
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales		343.7	16.4%	343.8	14.9%	378.2	5.5%	307.0	4.3%
Cost of sales		90.1	18.6%	78.3	-5.8%	102.1	1.7%	65.1	-11.7%
	Ratio to Sales	26.2%		22.8%		27.0%		21.2%	
Gross profit		253.6	15.7%	265.5	22.8%	276.1	7.0%	241.9	9.6%
SG&A expenses		118.7	22.4%	121.1	15.5%	122.9	6.5%	137.7	1.8%
	Ratio to Sales	34.5%		35.2%		32.5%		44.8%	
Advertising and Sales Promotion		41.6	47.7%	41.7	55.3%	41.7	9.5%	44.1	-2.7%
Personnel expenses		45.1	6.3%	46.2	7.7%	46.0	3.4%	48.8	1.1%
Other		32.0	21.4%	33.2	-5.5%	35.2	7.2%	44.7	7.4%
R&D expenses		56.0	17.5%	56.1	13.5%	53.0	3.9%	60.7	3.5%
	Ratio to Sales	16.3%		16.3%		14.0%		19.8%	
Amortisation of intangible assets		10.9	22.8%	11.0	21.5%	11.2	11.5%	9.2	-13.3%
Share of profits/losses of associates and joint ventures		-0.2	-	-0.0	-	-0.2	-	-0.8	-
Operating profit		67.8	2.8%	77.3	45.4%	88.7	9.5%	33.6	106.0%
	Ratio to Sales	19.7%		22.5%		23.5%		10.9%	
Finance income		0.6	-43.2%	0.7	188.6%	0.5	-18.1%	0.4	127.0%
Finance expense		0.1	-20.5%	0.2	257.6%	0.3	108.4%	0.5	348.1%
Profit before Tax		68.3	2.2%	77.9	45.8%	88.9	9.1%	33.5	104.7%
	Ratio to Sales	19.9%		22.6%		23.5%		10.9%	
Income tax expense		23.3	13.8%	19.0	1.1%	23.4	5.6%	4.1	20.1%
Profit for the year		45.0	-3.0%	58.9	70.0%	65.4	10.5%	29.4	127.0%
	Ratio to Sales	13.1%		17.1%		17.3%		9.6%	

### 3. Sales by Region

Unit: B¥

		FY15							
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales		343.7	16.4%	343.8	14.9%	378.2	5.5%	307.0	4.3%
	Japan	125.6	11.3%	121.5	-2.3%	149.7	-1.1%	100.4	-8.8%
	Ratio to Sales	36.6%		35.3%		39.6%		32.7%	
	Americas	114.8	36.9%	118.1	40.3%	115.8	15.5%	106.4	14.8%
	Ratio to Sales	33.4%		34.4%		30.6%		34.7%	
	EMEA	81.7	-0.8%	80.5	8.7%	89.1	2.6%	77.9	11.3%
	Ratio to Sales	23.8%		23.4%		23.6%		25.4%	
	Asia and Oceania	21.5	34.0%	23.7	42.4%	23.6	18.9%	22.3	3.1%
	Ratio to Sales	6.3%		6.9%		6.2%		7.3%	

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East and Africa

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

Unit: B¥

		FY15							
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Addition to Property, Plant and Equipment									
	Consolidated	12.6	273.1%	5.8	-20.9%	7.2	-44.7%	8.4	22.7%
Depreciation (PP&E)									
	Consolidated	5.0	-4.5%	5.2	-6.2%	5.2	1.6%	5.5	2.4%
Amortisation (Intangible Assets) *									
	Consolidated	12.4	21.1%	12.5	20.0%	12.7	10.5%	10.7	-11.3%

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

## 5. Sales of major products

Unit: B¥

## 1) Sales of global products

	FY15							
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI	59.1	152.8%	63.3	102.4%	66.4	64.8%	63.3	49.8%
US	36.2	146.7%	38.3	103.2%	38.4	48.5%	35.5	34.9%
ex-US	22.8	163.2%	25.0	101.1%	28.0	94.0%	27.8	74.5%
Japan	6.8	346.5%	6.3	53.3%	7.1	56.0%	6.0	27.9%
Americas (ex-US)	1.0	151.6%	1.2	127.0%	1.1	13.7%	1.1	63.7%
EMEA	14.6	117.3%	16.9	118.6%	19.1	120.5%	20.0	94.6%
Asia and Oceania	0.4	-	0.6	937.5%	0.7	191.7%	0.7	140.0%
Eligard	4.4	-12.3%	4.4	0.3%	4.8	-5.8%	3.9	-10.6%
EMEA	4.4	-12.9%	4.3	-0.9%	4.8	-6.7%	3.9	-11.1%
Asia and Oceania	0.0	349.7%	0.1	819.7%	0.1	231.7%	0.0	62.8%
Vesicare	35.4	7.1%	34.3	2.3%	35.1	-6.6%	30.8	-0.8%
Japan	6.8	29.6%	6.5	-0.9%	7.2	-2.9%	5.9	-6.4%
Americas	17.1	9.9%	16.2	8.1%	15.7	-8.8%	14.7	7.7%
EMEA	10.2	-7.2%	10.1	-2.7%	10.6	-7.9%	8.9	-5.0%
Asia and Oceania	1.2	7.6%	1.4	10.8%	1.4	4.1%	1.3	-17.8%
Betanis/Myrbetriq/BETMIGA	18.1	69.1%	20.0	71.7%	22.1	42.9%	21.6	40.3%
Japan	4.9	81.0%	4.9	42.9%	6.0	35.8%	5.5	28.5%
Americas	9.8	59.7%	11.6	93.2%	12.0	55.0%	12.2	53.0%
EMEA	3.3	79.7%	3.3	52.7%	3.5	9.3%	3.2	5.3%
Asia and Oceania	0.1	447.7%	0.2	396.9%	0.5	939.6%	0.7	919.2%
Harnal/Omnic	14.2	3.4%	12.9	-5.6%	14.7	-5.2%	11.6	-11.2%
Sales by Astellas	13.3	6.2%	12.4	-5.2%	13.6	-6.6%	11.1	-5.1%
Japan	3.4	-11.6%	3.3	-17.1%	3.5	-12.9%	2.5	-22.0%
EMEA	4.7	3.7%	3.3	-27.6%	4.3	-25.0%	3.1	-0.7%
Asia and Oceania	5.0	25.5%	5.6	26.3%	5.7	20.2%	5.2	2.0%
Bulk and Royalties	0.9	-25.4%	0.5	-13.1%	1.1	17.8%	0.5	-63.2%
Prograf	50.4	7.1%	54.2	12.6%	52.9	0.5%	46.1	-1.7%
Sales by Astellas	49.9	8.0%	53.2	12.6%	52.1	0.4%	45.6	-0.1%
Japan (Including Gracaptor)	12.7	11.0%	12.7	3.7%	13.6	0.3%	10.7	-1.2%
Americas	8.4	-4.5%	9.7	19.4%	8.8	1.6%	7.7	3.6%
EMEA	19.6	5.2%	20.5	4.0%	20.1	-4.6%	17.7	-3.4%
Advagraf	7.5	13.8%	8.3	12.9%	8.1	4.1%	7.1	2.5%
Asia and Oceania	9.2	25.7%	10.3	43.7%	9.5	11.8%	9.4	4.9%
Exports to third parties	0.5	-41.3%	1.0	13.1%	0.8	3.2%	0.5	-59.3%
Funguard/MYCAMINE	10.3	16.3%	10.8	12.0%	10.9	-4.3%	9.7	8.4%
Japan	2.9	16.5%	3.1	-2.5%	3.2	-11.3%	2.4	-2.2%
Americas	3.3	15.5%	3.4	20.9%	3.3	-5.9%	3.0	-4.4%
EMEA	2.8	6.5%	2.8	14.0%	2.8	-8.2%	2.8	35.3%
Asia and Oceania	1.3	49.2%	1.4	26.5%	1.5	34.4%	1.5	17.4%
Protopic	4.2	-30.5%	3.7	-38.7%	4.2	-29.3%	3.6	-3.5%
Americas	1.0	-67.2%	0.9	-72.7%	0.9	-71.8%	0.3	-54.5%
EMEA	1.8	-13.4%	1.5	-17.0%	2.3	24.9%	2.1	1.6%
Asia and Oceania	1.3	66.7%	1.3	46.1%	0.9	3.3%	1.1	20.9%

- 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>	FY15							
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI	6.8	346.5%	6.3	53.3%	7.1	56.0%	6.0	27.9%
Vesicare	6.8	29.6%	6.5	-0.9%	7.2	-2.9%	5.9	-6.4%
Betanis	4.9	81.0%	4.9	42.9%	6.0	35.8%	5.5	28.5%
Harnal	3.4	-11.6%	3.3	-17.1%	3.5	-12.9%	2.5	-22.0%
Prograf (Including Graceptor)	12.7	11.0%	12.7	3.7%	13.6	0.3%	10.7	-1.2%
Funguard	2.9	16.5%	3.1	-2.5%	3.2	-11.3%	2.4	-2.2%
<Local products in Japan>								
Micardis [Family]	24.8	6.3%	23.7	-0.3%	28.4	1.5%	20.2	-2.0%
Micombi	2.7	-3.0%	2.5	-7.5%	2.9	-3.8%	2.1	-8.6%
Micamlo	6.5	14.5%	6.2	8.1%	7.6	9.3%	5.7	4.4%
Celecox	11.8	41.4%	11.6	3.0%	12.7	6.1%	10.4	2.6%
Symbicort	9.0	44.2%	8.5	3.5%	11.3	7.8%	8.5	6.5%
Bonoteo	3.7	39.8%	3.4	-0.9%	3.9	5.3%	3.1	-2.9%
Geninax	2.8	20.9%	2.0	-2.5%	3.8	0.7%	2.2	0.6%
Vaccines	6.6	24.6%	7.4	1.1%	24.6	17.8%	2.5	-52.7%
Argamate	1.5	6.5%	1.5	2.9%	1.7	4.1%	1.4	0.4%
Kiklin	0.4	23.2%	0.4	3.0%	0.4	0.8%	0.3	-3.7%
Gonax	0.9	26.1%	1.0	11.6%	1.0	8.9%	0.9	12.6%
Cimzia	1.6	40.1%	1.6	29.9%	1.8	27.9%	1.5	24.0%
Suglat	2.0	-18.2%	1.4	-	2.0	187.3%	1.8	118.6%
Lipitor*	8.3	-13.1%	7.9	-18.6%	8.5	-12.6%	6.1	-20.4%
Myslee	4.7	-3.6%	4.6	-8.5%	5.0	-5.1%	3.7	-12.9%
Gaster	3.9	-17.4%	3.8	-19.8%	4.0	-14.8%	2.9	-22.7%
Seroquel	3.0	-13.4%	2.7	-15.3%	2.8	-17.6%	2.0	-22.5%
Total Rx Sales In Japanese market	122.2	12.1%	117.8	-2.3%	146.1	0.3%	96.8	-9.0%

\* Transfer of Distribution for Caduet to Pfizer on April 1, 2015.

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

3) Sales of products in Americas and EMEA

Unit: B¥

	FY15							
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Tarceva	13.1	-3.2%	12.4	11.1%	11.7	-3.9%	9.5	-20.2%
(US)	9.7	0.5%	8.9	17.4%	8.5	5.5%	6.7	-18.8%
(ex-US)	3.4	-12.3%	3.5	-2.4%	3.2	-22.2%	2.8	-23.5%
Scan* (Americas)	20.8	25.1%	19.8	27.1%	18.2	6.4%	17.4	2.4%
AmBisome (Americas)	2.8	47.7%	2.7	19.5%	2.7	14.1%	2.7	10.4%
CRESEMBA (Americas)	0.3	-	0.6	-	0.9	-	0.9	-
Qutenza (EMEA)	0.5	16.3%	0.5	15.6%	0.6	7.9%	0.6	21.7%
DIFICLIR (EMEA)	0.6	34.7%	0.7	37.1%	0.6	25.5%	0.6	19.8%

\* Adenoscan + Lexiscan

- EMEA: Europe, Middle East and Africa

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

	FY15							
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Americas								
Sales	946	15.2%	966	19.3%	953	8.3%	923	19.3%
XTANDI	307	107.8%	323	73.1%	325	36.0%	317	38.1%
US	298	107.6%	313	72.5%	316	37.2%	308	37.3%
Americas (ex-US)	9	111.8%	10	92.7%	9	3.7%	10	69.3%
Tarceva	108	-18.5%	101	-5.4%	97	-8.6%	83	-15.9%
US	80	-15.4%	73	0.0%	70	0.8%	58	-14.2%
ex-US	28	-26.1%	28	-16.9%	27	-26.7%	25	-19.5%
VESicare	141	-7.5%	133	-8.0%	129	-14.1%	127	14.2%
Myrbetriq	81	34.4%	95	64.4%	99	44.7%	105	56.1%
Prograf	69	-19.6%	80	1.6%	73	-3.7%	67	9.9%
Scan*	171	5.3%	162	8.1%	150	0.7%	151	6.6%
MYCAMINE	27	-2.8%	28	2.8%	27	-12.0%	26	-0.5%
AmBisome	23	24.3%	22	1.4%	22	7.4%	23	13.7%
CRESEMBA	2	-	5	-	7	-	7	-
Protopic	8	-72.4%	8	-76.8%	7	-73.1%	3	-19.8%

\* Adenoscan + Lexiscan

Unit: M€

	FY15							
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
EMEA								
Sales	609	3.5%	592	10.0%	670	10.2%	613	17.0%
XTANDI	109	126.9%	125	121.9%	144	136.1%	156	105.5%
Eligard	33	-9.1%	32	0.3%	36	0.2%	31	-6.0%
Vesicare	76	-3.1%	75	-1.4%	80	-1.0%	70	0.1%
BETMIGA	25	87.7%	25	54.9%	26	16.7%	25	12.0%
Omnice	42	1.8%	28	-25.2%	40	-13.4%	29	-14.9%
Sales by Astellas	35	8.2%	24	-26.9%	32	-19.6%	25	4.0%
Bulk and Royalties	7	-22.1%	4	-13.0%	8	26.5%	4	-59.8%
Prograf	150	7.6%	158	5.9%	157	2.8%	144	-1.7%
Sales by Astellas	146	9.8%	151	5.5%	151	2.5%	140	2.0%
Advagraf	56	18.8%	61	14.6%	61	11.8%	56	8.4%
Exports to third parties	4	-38.8%	7	15.0%	6	11.4%	4	-55.8%
MYCAMINE	21	11.2%	20	15.4%	21	-1.6%	22	41.2%
Protopic	14	-9.5%	11	-16.2%	17	34.1%	16	6.9%
Qutenza	4	21.5%	3	16.9%	4	15.6%	5	27.8%
DIFICLIR	5	40.7%	5	39.0%	5	35.0%	5	26.6%

- EMEA: Europe, Middle East and Africa