

## **Astellas Pharma Inc.: FY2010-FY2014 Mid-Term Management Plan -Revised Target on Sales and Operating Income in Fiscal Year 2014-**

**Tokyo**, November 1, 2010 —Astellas Pharma Inc. (“Astellas”; headquarters: Tokyo; President and CEO: Masafumi Nogimori) today announced that it revised target on sales and operating income in fiscal year (“FY”) 2014 in the five-year mid-term management plan for FY 2010 through FY2014, ending March 31, 2015 (“the Mid-Term Plan”) which was announced in May, 2010.

### **Reasons of the revisions**

1. The earnings at OSI Pharmaceuticals, Inc. (“OSI”) which Astellas acquired in June, 2010 was factored into the revised Mid-Term Plan.
2. In addition, the expected foreign exchange rates were revised to 80yen /US\$ from 90yen/US\$ and ¥110/€ from 130yen/€ considering the actual and prevailing exchange rates.

### **The revised target on sales and operating income in FY2014**

Sales	1,096.0 billion yen (1,100.0 billion yen which was announced in May 2010) *Including the positive impact approximately 56.0 billion yen on sales due to OSI acquisition and the negative impact approximately 60.0 billion yen on sales due to the revision of foreign exchange rates.
Operating Income	226.0 billion yen (240.0 billion yen which was announced in May 2010) *Including the positive impact approximately 5.0 billion on operating income due to OSI’s acquisition. (After amortization of OSI’s intangible asset and goodwill.) And expecting positive impact approximately 37.0 billion yen before the amortization of OSI’s intangible asset and goodwill. In addition, including the negative impact approximately 19.0 billion yen on operating income due to the revision of foreign exchange rates.

There is no other revision of financial targets in the Mid-Term Plan.

The full-year business forecasts on sales and operating income in FY2010 are shown as below. (It is mentioned in the “Financial results of Astellas for the First Six Months of FY2010”.)

Sales	942.0 billion yen ( 940.0 billion yen which was announced in May 2010)
Operating Income	124.0 billion yen (152.0 billion yen which was announced in May 2010)

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**Cautionary statement regarding forward-looking information**

Target figures in this material are not forecasts of business results. In addition, any description relating to the future in this material is subject to known or unknown risks and uncertainties, although it is based on management’s current assumptions and beliefs in light of the information currently available to it. Please be cautioned that a number of important factors could cause actual results to differ significantly from the description in the material.

Such risks and uncertainties include 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 nor provide medical advice of any kind.

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