

## Supplement Documents for Results 1Q/FY2015 [IFRS]

### Astellas Pharma Inc.

- Financial Results of 1Q/FY2015
- 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 (Full Basis)

	billion yen				Change from	
	FY14 APR. - JUN.	FY15 APR. - JUN.	Change	Change (%)	Forecasts FY15 Full Year	FY14 Change (%)
Sales	295.2	343.7	48.5	16.4%	1,362.0	9.2%
Cost of sales	76.0	90.1	14.1	18.6%		
Ratio to Sales	25.7%	26.2%				
Gross profit	219.2	253.6	34.4	15.7%		
SG&A expenses	96.9	118.7	21.8	22.4%		
Ratio to Sales	32.8%	34.5%				
Advertising and Sales Promotion	28.2	41.6	13.5	47.7%		
Personnel expenses	42.4	45.1	2.7	6.3%		
Other	26.3	32.0	5.6	21.4%		
R&D expenses	47.6	56.0	8.3	17.5%	229.0	10.8%
Ratio to Sales	16.1%	16.3%			16.8%	
Amortisation of intangible assets	8.9	10.9	2.0	22.8%		
Share of profits of associates and joint ventures	0.2	-0.2	-0.5	-208.6%		
Other income	2.7	1.3	-1.4	-53.2%		
Gain on sales of property, plant and equipment	0.0	0.1	0.1	799.6%		
Net foreign exchange gains	2.5	0.6	-1.8	-74.3%		
Other expense	18.1	7.2	-10.9	-60.4%		
Loss on sales and disposal of property, plant and equipment	0.2	0.1	-0.1	-54.9%		
Impairment losses	8.1	6.6	-1.5	-18.7%		
Restructuring costs	9.3	-	-9.3	-		
Operating profit	50.6	61.9	11.3	22.4%	238.0	28.2%
Ratio to Sales	17.1%	18.0%			17.5%	
Finance income	1.8	6.0	4.2	230.4%		
Gain on sales of available-for-sale financial assets	0.9	5.5	4.6	540.2%		
Finance expense	2.1	0.3	-1.8	-86.9%		
Impairment losses for available-for-sale financial assets	2.0	0.0	-2.0	-98.5%		
Profit before tax	50.3	67.7	17.4	34.6%	239.0	26.0%
Ratio to Sales	17.0%	19.7%			17.5%	
Income tax expense	14.4	23.0	8.6	59.8%		
Profit for the period	35.9	44.6	8.8	24.4%	170.0	25.1%
Ratio to Sales	12.1%	13.0%			12.5%	
Comprehensive income for the period	22.5	71.8	49.3	219.0%		

2. Consolidated Results (Core Basis)	billion yen				Change from FY14	
	FY14 APR. - JUN.	FY15 APR. - JUN.	Change	Change (%)	Forecasts FY15 Full Year	Change (%)
Sales	295.2	343.7	48.5	16.4%	1,362.0	9.2%
Cost of sales	76.0	90.1	14.1	18.6%		
Ratio to Sales	25.7%	26.2%				
Gross profit	219.2	253.6	34.4	15.7%		
SG&A expenses	96.9	118.7	21.8	22.4%		
Ratio to Sales	32.8%	34.5%				
Advertising and Sales Promotion	28.2	41.6	13.5	47.7%		
Personnel expenses	42.4	45.1	2.7	6.3%		
Other	26.3	32.0	5.6	21.4%		
R&D expenses	47.6	56.0	8.3	17.5%	229.0	10.8%
Ratio to Sales	16.1%	16.3%			16.8%	
Amortisation of intangible assets	8.9	10.9	2.0	22.8%		
Share of profits of associates and joint ventures	0.2	-0.2	-0.5	-208.6%		
Operating profit	66.0	67.8	1.8	2.8%	238.0	9.9%
Ratio to Sales	22.4%	19.7%			17.5%	
Finance income	1.0	0.6	-0.4	-43.2%		
Finance expense	0.1	0.1	-0.0	-20.5%		
Profit before Tax	66.8	68.3	1.4	2.2%		
Ratio to Sales	22.6%	19.9%				
Income tax expense	20.4	23.3	2.8	13.8%		
Profit for the period	46.4	45.0	-1.4	-3.0%	170.0	10.9%
Ratio to Sales	15.7%	13.1%			12.5%	

### 3. Exchange Rate

	yen				Forecasts
	FY14 APR. - JUN.Ave.	FY15 APR. - JUN.Ave.	FY14 End	FY15 1Q End	FY15 Full Year
USD/Yen	102	121	120	122	120
EUR/Yen	140	134	130	137	125

\* Exchange rate fluctuations had positive impact by 17.3 billion yen on sales and positive impact by 1.8 billion yen on Core operating profit in Q1/FY2015

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

Billion yen

Account item	FY14 APR. - JUN.			FY15 APR. - JUN.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
<b>Sales</b>	<b>295.2</b>	-	<b>295.2</b>	<b>343.7</b>	-	<b>343.7</b>
Cost of sales	76.0	-	76.0	90.1	-	90.1
<b>Gross profit</b>	<b>219.2</b>	-	<b>219.2</b>	<b>253.6</b>	-	<b>253.6</b>
SG&A expenses	96.9	-	96.9	118.7	-	118.7
R&D expenses	47.6	-	47.6	56.0	-	56.0
Amortisation of intangible assets	8.9	-	8.9	10.9	-	10.9
Share of profits of associates and joint ventures	0.2	-	0.2	-0.2	-	-0.2
Other income *1	2.7	-2.7	-	1.3	-1.3	-
Other expense *1	18.1	-18.1	-	7.2	-7.2	-
<b>Operating profit</b>	<b>50.6</b>	<b>15.4</b>	<b>66.0</b>	<b>61.9</b>	<b>5.9</b>	<b>67.8</b>
Finance income *2	1.8	-0.9	1.0	6.0	-5.5	0.6
Finance expense *2	2.1	-2.0	0.1	0.3	-0.2	0.1
<b>Profit before tax</b>	<b>50.3</b>	<b>16.6</b>	<b>66.8</b>	<b>67.7</b>	<b>0.6</b>	<b>68.3</b>
Income tax expense	14.4	6.0	20.4	23.0	0.2	23.3
<b>Profit for the period</b>	<b>35.9</b>	<b>10.5</b>	<b>46.4</b>	<b>44.6</b>	<b>0.4</b>	<b>45.0</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 for other intangible assets, 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. Segment Information by Region

billion yen

		FY14 APR. - JUN.	FY15 APR. - JUN.	Change	Change (%)
Sales		295.2	343.7	48.5	16.4%
	Japan	112.8	125.6	12.8	11.3%
	Ratio to Sales	38.2%	36.6%		
	Americas	83.8	114.8	30.9	36.9%
	Ratio to Sales	28.4%	33.4%		
	EMEA	82.4	81.7	-0.7	-0.8%
	Ratio to Sales	27.9%	23.8%		
	Asia and Oceania	16.1	21.5	5.5	34.0%
	Ratio to Sales	5.4%	6.3%		

Change from  
FY14

Forecasts		Change (%)
FY15 Full Year		
1,362.0		9.2%
521.7		4.6%
38.3%		
439.8		21.8%
32.3%		
309.4		-1.3%
22.7%		
91.1		22.8%
6.7%		

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East and Africa

## 6. Depreciation/Amortisation

billion yen

		FY14 APR. - JUN.	FY15 APR. - JUN.	Change	Change (%)
Depreciation(PP&E)					
	Consolidated	5.3	5.0	-0.2	-4.5%
Amortisation(Intangible Assets) *					
	Consolidated	10.2	12.4	2.2	21.1%

Change from  
FY14

Forecasts		Change (%)
FY15 Full Year		
22.5		5.5%
53.0		20.0%

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

7. Sales of major products

1) Sales of global products

	billion yen				Change from FY14	
	FY14 APR. - JUN.	FY15 APR. - JUN.	Change	Change (%)	Forecasts FY15 Full Year	Change (%)
XTANDI	23.4	59.1	35.7	152.8%	229.4	67.2%
US	14.7	36.2	21.5	146.7%	141.6	65.3%
ex-US	8.7	22.8	14.2	163.2%	87.8	70.5%
Japan	1.5	6.8	5.3	346.5%	23.0	54.7%
Americas (ex-US)	0.4	1.0	0.6	151.6%	4.2	58.1%
EMEA	6.7	14.6	7.9	117.3%	58.8	75.8%
Asia and Oceania	0.0	0.4	0.4	-	1.9	212.8%
Eligard	5.1	4.4	-0.6	-12.3%	18.1	-4.6%
EMEA	5.1	4.4	-0.7	-12.9%	17.9	-5.5%
Asia and Oceania	0.0	0.0	0.0	349.7%	0.2	256.0%
Vesicare	33.0	35.4	2.4	7.1%	132.9	-1.7%
Japan	5.3	6.8	1.6	29.6%	26.4	3.2%
Americas	15.5	17.1	1.5	9.9%	63.8	3.9%
EMEA	11.0	10.2	-0.8	-7.2%	36.0	-14.9%
Asia and Oceania	1.2	1.2	0.1	7.6%	6.3	18.1%
Betanis/Myrbetriq/Betmiga	10.7	18.1	7.4	69.1%	79.3	49.1%
Japan	2.7	4.9	2.2	81.0%	23.0	55.5%
Americas	6.2	9.8	3.7	59.7%	40.8	46.4%
EMEA	1.8	3.3	1.5	79.7%	14.8	44.0%
Asia and Oceania	0.0	0.1	0.1	447.7%	0.6	255.8%
Harnal	13.7	14.2	0.5	3.4%	53.7	-4.1%
Sales by Astellas	12.5	13.3	0.8	6.2%	49.5	-4.6%
Japan	3.9	3.4	-0.5	-11.6%	12.9	-14.2%
EMEA	4.5	4.7	0.2	3.7%	14.7	-18.0%
Asia and Oceania	4.0	5.0	1.0	25.5%	21.2	16.2%
Bulk and Royalties	1.2	0.9	-0.3	-25.4%	4.2	1.4%
Prograf	47.0	50.4	3.3	7.1%	192.6	-1.1%
Sales by Astellas	46.2	49.9	3.7	8.0%	190.1	-0.4%
Japan (Including Graceptor)	11.4	12.7	1.3	11.0%	49.9	3.7%
Americas	8.8	8.4	-0.4	-4.5%	32.4	-2.1%
EMEA	18.6	19.6	1.0	5.2%	68.6	-11.7%
Advagraf	6.6	7.5	0.9	13.8%		
Asia and Oceania	7.3	9.2	1.9	25.7%	39.2	22.5%
Exports to third parties	0.9	0.5	-0.4	-41.3%	2.5	-33.9%
Funguard/Mycamine	8.9	10.3	1.4	16.3%	40.6	4.6%
Japan	2.5	2.9	0.4	16.5%	12.2	3.5%
Americas	2.8	3.3	0.4	15.5%	12.3	-0.9%
EMEA	2.7	2.8	0.2	6.5%	9.9	-3.0%
Asia and Oceania	0.9	1.3	0.4	49.2%	6.2	40.6%
Protopic	6.0	4.7	-1.4	-22.5%	13.7	-36.9%
Americas	3.1	1.5	-1.6	-51.7%	2.6	-75.1%
EMEA	2.1	1.8	-0.3	-13.4%	6.6	-15.4%
Asia and Oceania	0.8	1.3	0.5	66.7%	4.3	25.4%

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

- EMEA: Europe, Middle East and Africa

2) Sales of products in Japan

	billion yen			
	FY14 APR. - JUN.	FY15 APR. - JUN.	Change	Change (%)
<Global products>				
XTANDI	1.5	6.8	5.3	346.5%
Vesicare	5.3	6.8	1.6	29.6%
Betanis	2.7	4.9	2.2	81.0%
Harnal	3.9	3.4	-0.5	-11.6%
Prograf (Including Gracaptor)	11.4	12.7	1.3	11.0%
Funguard	2.5	2.9	0.4	16.5%
<Local products in Japan>				
Micardis [Family]	23.3	24.8	1.5	6.3%
Micombi	2.7	2.7	-0.1	-3.0%
Micamlo	5.7	6.5	0.8	14.5%
Celecox	8.4	11.8	3.5	41.4%
Symbicort	6.2	9.0	2.8	44.2%
Bonoteo	2.6	3.7	1.0	39.8%
Geninax	2.3	2.8	0.5	20.9%
Vaccines	5.3	6.6	1.3	24.6%
Argamate	1.5	1.5	0.1	6.5%
Kiklin	0.3	0.4	0.1	23.2%
Gonax	0.8	0.9	0.2	26.1%
Cimzia	1.1	1.6	0.5	40.1%
Suglat	2.5	2.0	-0.5	-18.2%
Lipitor*	9.6	8.3	-1.3	-13.1%
Myslee	4.8	4.7	-0.2	-3.6%
Gaster	4.8	3.9	-0.8	-17.4%
Seroquel	3.4	3.0	-0.5	-13.4%
Total Rx Sales In Japanese market	109.0	122.2	13.2	12.1%

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

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

Forecasts		Change from FY14
FY15 Full Year	Change (%)	
23.0	54.7%	
26.4	3.2%	
23.0	55.5%	
12.9	-14.2%	
49.9	3.7%	
12.2	3.5%	

105.2	9.9%
49.6	18.9%
38.1	15.6%
14.4	11.1%
10.4	0.4%
42.4	9.2%
6.4	8.1%
2.2	46.1%
4.2	24.9%
7.5	49.1%
11.0	167.9%
30.6	-16.5%
18.1	-6.4%
15.1	-16.3%
10.6	-15.5%
507.0	5.2%

3) Sales of products in Americas and EMEA

	billion yen			
	FY14 APR. - JUN.	FY15 APR. - JUN.	Change	Change (%)
Scan* (Americas)	16.6	20.8	4.2	25.1%
Lexiscan	16.5	20.8	4.3	26.2%
AmBisome (Americas)	1.9	2.8	0.9	47.7%
Tarceva	13.6	13.1	-0.4	-3.2%
(US)	9.6	9.7	0.1	0.5%
(ex-US)	3.9	3.4	-0.5	-12.3%
Qutenza (EMEA)	0.4	0.5	0.1	16.3%
DIFICLIR (EMEA)	0.5	0.6	0.2	34.7%

\* Adenoscan + Lexiscan

- EMEA: Europe, Middle East and Africa

Forecasts		Change from FY14
FY15 Full Year	Change (%)	
74.3	12.0%	
9.7	7.9%	

4)Sales in Americas and EMEA(Local currency)

Unit:M\$

Americas	FY14	FY15	Change	Change (%)
	APR. - JUN.	APR. - JUN.		
Net Sales	821	946	125	15.2%
XTANDI	148	307	159	107.8%
US	144	298	155	107.6%
Americas (ex-US)	4	9	5	111.8%
Tarceva	133	108	-25	-18.5%
US	94	80	-14	-15.4%
ex-US	38	28	-10	-26.1%
VESicare	152	141	-11	-7.5%
Myrbetriq	60	81	21	34.4%
Prograf	86	69	-17	-19.6%
Scan*	163	171	9	5.3%
Lexiscan	161	171	10	6.2%
MYCAMINE	28	27	-1	-2.8%
AmBisome	19	23	5	24.3%
Protopic	31	12	-18	-59.4%

\* Adenoscan + Lexiscan

Forecasts	Change from FY14	
	FY15 Full Year	Change (%)
	3,665	11.6%
	1,215	51.2%
	1,180	51.4%
	35	44.9%
	532	-4.8%
	340	34.1%
	270	-10.3%
	619	2.6%
	102	-9.2%
	81	-1.1%
	21	-77.2%

Unit:M€

EMEA	FY14	FY15	Change	Change (%)
	APR. - JUN.	APR. - JUN.		
Net Sales	589	609	21	3.5%
XTANDI	48	109	61	126.9%
Eligard	36	33	-3	-9.1%
Vesicare	78	76	-2	-3.1%
BETMIGA	13	25	12	87.7%
Harnal (Omnice)	41	42	1	1.8%
Sales by Astellas	32	35	3	8.2%
Capsule	16	18	2	14.3%
OCAS	16	17	0	2.4%
Bulk and Royalties	9	7	-2	-22.1%
Prograf	139	150	11	7.6%
Sales by Astellas	133	146	13	9.8%
Advagraf	47	56	9	18.8%
Exports to third parties	6	4	-2	-38.8%
MYCAMINE	19	21	2	11.2%
Protopic	15	14	-1	-9.5%
Qutenza	3	4	1	21.5%
DIFICLIR	3	5	1	40.7%

- EMEA: Europe, Middle East and Africa

Forecasts	Change from FY14	
	FY15 Full Year	Change (%)
	2,475	9.6%
	470	95.2%
	143	4.9%
	288	-5.5%
	119	59.9%
	151	-5.0%
	118	-9.0%
	60	-4.7%
	58	-13.1%
	33	12.5%
	569	-3.1%
	549	-2.0%
	20	-26.6%
	80	7.7%
	53	-6.1%

8.Consolidated statements of financial position

Billion yen

	31-Mar-15	30-Jun-15	Change
	Amount	Amount	
<b>Assets</b>	<b>1,793.6</b>	<b>1,780.0</b>	<b>-13.6</b>
<b>Non-current assets</b>	<b>827.6</b>	<b>824.8</b>	<b>-2.8</b>
Property, plant and equipment	202.9	205.5	2.7
Goodwill	136.3	138.9	2.6
Other intangible assets	295.8	288.2	-7.6
Trade and other receivables	15.6	18.7	3.1
Investments in associates and joint ventures	2.0	2.2	0.2
Deferred tax assets	51.2	52.0	0.8
Other financial assets	110.1	103.9	-6.2
Other non-current assets	13.7	15.3	1.6
<b>Current assets</b>	<b>966.0</b>	<b>955.2</b>	<b>-10.7</b>
Inventories	156.9	157.7	0.8
Trade and other receivables	332.9	360.6	27.6
Income tax receivable	6.9	3.7	-3.2
Other financial assets	59.9	44.1	-15.8
Other current assets	12.7	17.3	4.5
Cash and cash equivalents	396.4	371.5	-24.9
Assets held for sale	0.1	0.4	0.2

Billion yen

	31-Mar-15	30-Jun-15	
	Amount	Amount	Change
<b>Equity and Liabilities</b>	<b>1,793.6</b>	<b>1,780.0</b>	<b>-13.6</b>
<b>Equity</b>	<b>1,317.9</b>	<b>1,333.8</b>	<b>15.9</b>
<b>Equity attributable to owners of the parent</b>	<b>1,317.9</b>	<b>1,333.8</b>	<b>15.9</b>
Share capital	103.0	103.0	-
Capital surplus	176.8	176.8	-
Treasury shares	-87.0	-58.3	28.7
Retained earnings	905.1	866.3	-38.8
Other components of equity	220.0	246.0	26.0
<b>Liabilities</b>	<b>475.7</b>	<b>446.2</b>	<b>-29.5</b>
<b>Non-current liabilities</b>	<b>54.8</b>	<b>55.0</b>	<b>0.2</b>
Trade and other payables	0.1	0.9	0.8
Deferred tax liabilities	0.0	-	-0.0
Retirement benefit liabilities	30.1	30.0	-0.0
Provisions	4.8	6.4	1.6
Other financial liabilities	0.6	0.8	0.2
Other non-current liabilities	19.1	16.8	-2.4
<b>Current liabilities</b>	<b>420.9</b>	<b>391.2</b>	<b>-29.7</b>
Trade and other payables	226.6	199.5	-27.1
Income tax payable	14.1	7.1	-7.1
Provisions	85.4	88.9	3.5
Other financial liabilities	1.3	2.9	1.5
Other current liabilities	93.4	92.9	-0.5