

## Supplement Documents for Results FY2011

### Astellas Pharma Inc.

- Financial Results of FY2011
- 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

billion yen

	Mar 11 Full Year	Mar 12 Full Year	Change	Change (%)
Net Sales	953.9	969.3	15.4	1.6%
Cost of Sales	295.9	318.6	22.6	7.7%
Ratio to Net Sales	31.0%	32.9%		
Gross Profit	657.9	650.7	-7.2	-1.1%
SG&A	538.7	519.2	-19.5	-3.6%
Ratio to Net Sales	56.5%	53.6%		
Research and Development	217.3	189.8	-27.4	-12.6%
SG&A excluding R&D	321.4	329.3	7.9	2.5%
Advertising and Sales Promotion	88.9	86.3	-2.5	-2.9%
Salaries, Bonuses and Allowances	120.7	130.4	9.6	8.0%
Other	111.6	112.5	0.8	0.8%
Operating Income	119.1	131.5	12.3	10.4%
Ratio to Net Sales	12.5%	13.6%		
Non-Operating Income	3.1	4.1	0.9	29.0%
Exchange Gain	-	1.0	1.0	-
Non-Operating Expenses	7.3	0.5	-6.7	-92.8%
Exchange Loss	6.5	-	-6.5	-
Ordinary Income	115.0	135.1	20.0	17.4%
Ratio to Net Sales	12.1%	13.9%		
Special Gains	1.6	14.0	12.4	739.9%
Gain on sales of fixed assets	0.2	10.4	10.1	-
Gain on sales of investment securities	1.2	2.7	1.4	112.1%
Special Losses	13.2	22.1	8.8	66.9%
Loss on sale and disposal of fixed assets	1.2	5.9	4.6	364.0%
Loss on impairment of fixed assets	2.7	9.2	6.4	231.9%
Loss on disaster	3.0	3.1	0.1	5.4%
Business integration expenses	4.7	0.6	-4.0	-86.3%
Income before Income Taxes	103.4	127.0	23.5	22.8%
Income Taxes	35.8	48.8	13.0	36.3%
Net Income	67.6	78.2	10.5	15.6%
Ratio to Net Sales	7.1%	8.1%		
Comprehensive income	24.9	54.4	29.4	118.3%

billion yen

Mar 12 Revised Forecasts
974.0
193.0
137.0
14.1%
138.0
14.2%
85.0
8.7%

Forecasts

Forecasts

Mar 13 2Q	Change (%)	Mar 13 Full Year	Change (%)
476.0	-1.6%	972.0	0.3%
86.0	-5.4%	179.0	-5.7%
75.0	-9.6%	146.0	11.0%
15.8%		15.0%	
75.5	-8.4%	147.0	8.8%
15.9%		15.1%	
52.0	1.3%	98.0	25.3%
10.9%		10.1%	

## 2. Segment Information by Region

billion yen

	Mar 11 Full Year	Mar 12 Full Year	Change	Change (%)
Net Sales	953.9	969.3	15.4	1.6%
Japan	543.8	558.4	14.5	2.7%
Ratio to Net Sales	57.0%	57.6%		
Americas	186.5	183.5	-3.0	-1.6%
Ratio to Net Sales	19.6%	18.9%		
Europe	189.8	191.7	1.8	1.0%
Ratio to Net Sales	19.9%	19.8%		
Asia	33.7	35.7	2.0	6.0%
Ratio to Net Sales	3.5%	3.7%		
Operating Income	119.1	131.5	12.3	10.4%
Japan	68.5	74.1	5.5	8.2%
Ratio to Net Sales	57.5%	56.4%		
Americas	9.1	8.6	-0.4	-4.9%
Ratio to Net Sales	7.7%	6.6%		
Europe	36.2	41.9	5.7	15.9%
Ratio to Net Sales	30.4%	31.9%		
Asia	2.0	1.5	-0.4	-22.8%
Ratio to Net Sales	1.7%	1.2%		
Eliminations	3.2	5.1	1.8	

- Calculated according to locations of sellers.

billion yen

Mar 12 Revised Forecasts
974.0
555.8
57.1%
185.8
19.1%
197.2
20.2%
35.2
3.6%
137.0

Forecasts

Forecasts

Mar 13 2Q	Change (%)	Mar 13 Full Year	Change (%)
476.0	-1.6%	972.0	0.3%
277.4	2.4%	572.5	2.5%
58.3%		58.9%	
87.9	-6.6%	173.2	-5.6%
18.5%		17.8%	
91.6	-9.1%	186.8	-2.6%
19.2%		19.2%	
18.9	4.1%	39.3	10.0%
4.0%		4.0%	
75.0	-9.6%	146.0	11.0%

## 3. Overseas Sales

billion yen

	Mar 11 Full Year	Mar 12 Full Year	Change	Change (%)
Overseas Sales	422.5	421.5	-0.9	-0.2%
Ratio to Net Sales	44.3%	43.5%		
Americas	189.4	182.6	-6.8	-3.6%
Ratio to Net Sales	19.9%	18.8%		
Europe	181.9	187.3	5.3	3.0%
Ratio to Net Sales	19.1%	19.3%		
Asia and others	51.0	51.5	0.4	0.9%
Ratio to Net Sales	5.4%	5.3%		

- Calculated according to locations of buyers.

#### 4.Exchange Rate

	yen			
	Mar 11 Ave.	Mar 12 Ave.	Mar 11 End	Mar 12 End
Yen/USD	86	79	83	82
Yen/EUR	113	109	118	110

Mar 12 Revised Forecasts
80
112

Forecasts	
Mar 13 2Q	
80	
105	

Forecasts	
Mar 13 Full Year	
80	
105	

\* Exchange rate fluctuations had negative impact by 24.1 billion yen on net sales and negative impact by 5.1 billion yen on operating income in FY2011

#### 5.Per Share Information

	Mar 11 Full Year	Mar 12 Full Year
The number of share issued (thousand)	467,964	467,964
Treasury Stock (thousand)	6,138	6,044
The number of share issued after deducting Treasury Stock (thousand)	461,826	461,920
Earnings per share (Yen)	146.49	169.38
Dividend per share (Yen)	125	125
Return on Equity (%)	6.5%	7.7%
Dividend on Equity (%)	5.6%	5.7%

Mar 12 Revised Forecasts
184.05
125

Forecasts	
Mar 13 2Q	
112.57	
65	

Forecasts	
Mar 13 Full Year	
212.16	
130	

#### 6.Research and Development Expenses

	billion yen			
	Mar 11 Full Year	Mar 12 Full Year	Change	Change (%)
Research and Development	217.3	189.8	-27.4	-12.6%
Ratio to Net Sales	22.8%	19.6%		

billion yen	
Mar 12 Revised Forecasts	
193.0	
19.8%	

Forecasts		Forecasts	
Mar 13 2Q	Change (%)	Mar 13 Full Year	Change (%)
86.0	-5.4%	179.0	-5.7%
18.1%		18.4%	

#### 7.Addition to Property, Plant and Equipment Depreciation/Amortization

	billion yen			
	Mar 11 Full Year	Mar 12 Full Year	Change	Change (%)
Addition to Property, Plant and Equipment				
Consolidated	35.1	45.0	9.9	28.2%
Depreciation(Tangible)				
Consolidated	27.5	28.6	1.1	4.1%
Amortization(Intangible)				
Consolidated	26.9	24.9	-1.9	-7.2%
Amortization of Goodwill	11.1	11.7		
Agensys	7.4	6.8		
OSI	3.5	4.8		

billion yen	
Mar 12 Revised Forecasts	
44.0	
28.5	
24.0	
11.7	
6.9	
4.8	

Forecasts	
Mar 13 Full Year	Change (%)
41.0	-9.0%
17.0	-40.8%
22.5	-9.8%
9.8	
5.1	
4.6	

## 8.Employee

Number of employees

	Mar 11 End	Mar 12 End
Total	16,279	17,085
Japan	8,023	8,176
Americas	2,742	2,919
Europe	4,102	4,286
Asia	1,412	1,704
Total Medical Representatives	5,800	6,190

## 9.Shareholders

	Mar 11 End	Mar 12 End
Banks	33.3%	33.6%
Securities	5.8%	7.8%
Other companies	4.1%	4.3%
Foreign companies	45.8%	43.6%
Individuals and others	9.5%	9.4%
Treasury Stock	1.3%	1.3%

10.Detailed Pharmaceutical Segment Information

1)Consolidated sales of major products

billion yen

	Mar 11 Full Year	Mar 12 Full Year	Change	Change (%)
Prograf	162.6	154.8	-7.7	-4.8%
Sales by Astellas	156.1	148.8	-7.2	-4.7%
Japan (Including Gracceptor)	39.6	44.0	4.3	11.1%
Americas	41.0	29.2	-11.7	-28.6%
Europe	60.6	60.2	-0.3	-0.7%
Advagraf	13.8	15.7	1.8	13.5%
Asia	14.8	15.2	0.4	3.0%
Exports to third parties	6.5	6.0	-0.4	-7.4%
Harnal	66.5	60.8	-5.6	-8.5%
Sales by Astellas	61.2	56.1	-5.1	-8.5%
Japan	29.6	27.4	-2.2	-7.6%
Europe	21.5	18.0	-3.5	-16.2%
Capsule	7.6	7.2	-0.3	-4.9%
Omnicon OCAS	13.9	10.8	-3.1	-22.4%
Asia	9.2	9.8	0.5	6.1%
Bulk and Royalties	5.2	4.7	-0.4	-9.3%
Vesicare	86.7	97.2	10.4	12.1%
Japan	25.5	28.0	2.5	9.9%
Americas	35.8	38.9	3.0	8.6%
Europe	23.5	27.5	3.9	16.9%
Asia	1.4	2.4	1.0	73.1%
Betanis (Launched in September 2011)				
Japan	-	0.9	0.9	-
Funguard/Mycamine	25.1	26.2	1.1	4.6%
Japan	12.6	12.5	-0.0	-0.7%
Americas	8.4	8.2	-0.1	-1.9%
Europe	2.4	3.7	1.3	56.0%
Asia	1.6	1.6	0.0	3.4%
Protopic	16.2	16.9	0.6	4.3%
Japan	2.9	3.1	0.1	6.0%
Americas	7.1	7.4	0.3	4.5%
Europe	5.2	5.1	-0.0	-1.9%
Asia	0.9	1.2	0.2	23.1%

billion yen

Mar 12 Revised Forecasts
156.1
150.7
45.0
29.5
61.2
14.9
5.4
60.9
56.3
27.3
19.1
7.7
11.4
9.1
4.5
99.9
29.2
39.8
28.5
2.2
0.9
26.5
12.5
8.3
3.6
2.0
16.6
3.1
7.2
5.1
1.1

Forecasts

Forecasts

Mar 13 2Q	Change (%)	Mar 13 Full Year	Change (%)
71.9	-9.9%	146.1	-5.7%
70.2	-8.3%	142.7	-4.1%
24.0	11.0%	49.8	13.1%
11.2	-27.5%	21.7	-25.6%
26.5	-16.3%	53.5	-11.1%
8.4	8.3%	17.6	15.2%
1.7	-47.1%	3.3	-44.9%
26.4	-17.2%	52.9	-13.0%
24.5	-16.5%	49.2	-12.2%
12.1	-11.2%	24.0	-12.4%
7.3	-28.3%	14.7	-18.6%
3.3	-14.4%	6.6	-7.5%
4.0	-36.7%	8.0	-26.0%
4.7	-5.7%	9.8	-0.1%
1.8	-25.4%	3.7	-22.4%
52.5	9.3%	107.8	11.0%
15.3	11.7%	32.0	14.1%
21.0	9.6%	43.0	10.4%
14.6	5.2%	29.5	7.3%
1.4	29.2%	3.1	26.5%
1.8	-	4.6	399.6%
13.6	6.0%	27.5	4.6%
6.2	1.1%	11.9	-5.0%
4.2	4.4%	8.7	5.5%
2.1	24.2%	4.6	24.3%
0.9	13.1%	2.1	28.3%
8.6	3.1%	17.5	3.5%
1.6	6.1%	3.2	2.7%
3.5	-2.2%	7.2	-2.8%
2.6	2.9%	5.4	7.1%
0.8	17.5%	1.5	26.8%

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

2)Consolidated Sales of Other Products

billion yen

Rx Sales in Japan <Global products>	Mar 11 Full Year	Mar 12 Full Year	Change	Change (%)
Prograf (Including Graceceptor )	39.6	44.0	4.3	11.1%
Harnal	29.6	27.4	-2.2	-7.6%
Vesicare	25.5	28.0	2.5	9.9%
Betanis (Launched in September 2011)	-	0.9	0.9	-
Funguard	12.6	12.5	-0.0	-0.7%
Protopic	2.9	3.1	0.1	6.0%

<Domestic Products>

Lipitor [Family]	97.2	96.3	-0.9	-1.0%
Caduet	-	4.9	4.9	-
Micardis [Family]	75.8	85.3	9.5	12.5%
Micombi	6.1	10.4	4.3	70.9%
Micamlo	2.3	10.6	8.3	360.6%
Gaster	41.7	37.5	-4.1	-9.9%
Myslee	32.7	35.2	2.5	7.8%
Seroquel	26.4	27.8	1.3	5.1%
Vaccines	18.5	26.5	8.0	43.3%
Cefzon	9.4	8.2	-1.1	-12.5%
Frاندol	10.1	9.4	-0.6	-6.6%
Luvox (*1)	8.2	6.1	-2.0	-24.7%
Celecox	25.1	33.0	7.8	31.2%
Geninax	10.2	11.9	1.7	17.5%
Bonoteo	2.4	5.0	2.6	108.1%
Symbicort	11.9	20.0	8.0	67.3%
Argamate (*2)	-	0.1	0.1	-
Total Rx Sales In Japan	525.6	539.9	14.2	2.7%

billion yen

Mar 12 Revised Forecasts
45.0
27.3
29.2
0.9
12.5
3.1

98.8
85.7
37.3
35.0
28.1
21.5
8.2
9.5
6.5
32.8
11.8
5.4
20.0
-
537.4

Forecasts

Mar 13 2Q	Change (%)	Mar 13 Full Year	Change (%)
24.0	11.0%	49.8	13.1%
12.1	-11.2%	24.0	-12.4%
15.3	11.7%	32.0	14.1%
1.8	-	4.6	399.6%
6.2	1.1%	11.9	-5.0%
1.6	6.1%	3.2	2.7%

Forecasts

44.6	-5.9%	89.8	-6.8%
43.2	5.8%	88.9	4.2%
16.4	-13.0%	32.1	-14.6%
17.0	0.7%	33.5	-4.9%
15.5	13.6%	29.5	6.2%
6.8	-21.7%	22.7	-14.3%
3.5	-13.8%	6.9	-15.9%
4.2	-9.8%	8.3	-11.3%
-	-	-	-
17.3	10.2%	36.6	11.0%
4.8	7.8%	12.1	1.5%
4.3	97.2%	11.0	117.2%
12.9	47.6%	29.6	47.8%
3.0	-	7.3	-
269.6	3.0%	556.1	3.0%

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

(\*1) Distribution and promotion for Luvox ended on March 31, 2012.

(\*2) Distribution and promotion for Argamate started from April 2012.

		billion yen			
Rx Sales in Americas and Europe		Mar 11 Full Year	Mar 12 Full Year	Change	Change (%)
Scan*	(Americas)	47.9	49.0	1.0	2.2%
Lexiscan		39.0	42.4	3.3	8.6%
AmBisome	(Americas)	6.2	5.5	-0.7	-11.8%
Tarceva		24.5	33.7	9.2	37.7%
	(US)	14.1	19.8	5.6	40.0%
	(ex-US)	10.3	13.9	3.5	34.5%
Eligard	(Europe)	13.8	13.8	-0.0	-0.0%
Qutenza	(Europe)	0.1	0.5	0.3	200.4%

\* Adenoscan + Lexiscan

		billion yen			
Export Sales		Mar 11 Full Year	Mar 12 Full Year	Change	Change (%)
Cefspan	Overseas(Exports to third party)	6.0	5.0	-0.9	-15.8%

billion yen
Mar 12 Revised Forecasts
48.3
5.6
14.6

Forecasts		Forecasts	
Mar 13 2Q	Change (%)	Mar 13 Full Year	Change (%)
24.8	-1.2%	41.3	-15.8%
2.8	6.4%	5.6	2.6%
6.6	-8.9%	13.6	-1.7%

billion yen
Mar 12 Revised Forecasts
5.9

Forecasts		Forecasts	
Mar 13 2Q	Change (%)	Mar 13 Full Year	Change (%)
1.5	-52.9%	3.1	-38.8%



Sales in Americas and Europe

Unit:M\$

	Mar 11 Full Year	Mar 12 Full Year	Change	Change (%)
Americas				
Net Sales	2,176	2,320	144	6.7%
Prograf	478	370	-108	-22.6%
Scan*	559	619	60	10.8%
Lexiscan	455	536	80	17.7%
AmBisome	73	69	-3	-4.4%
Protopic	83	94	11	13.3%
VESIcare	418	492	74	17.8%
Mycamine	98	104	6	6.4%
Tarceva	285	426	140	49.2%
US	165	250	85	51.8%
ex-US	120	175	55	45.8%

\* Adenoscan + Lexiscan

Unit:M\$

Mar 12 Revised Forecasts
2,324
370
604
70
91
498
104

Forecasts

Forecasts

Mar 13 2Q	Change (%)	Mar 13 Full Year	Change (%)
1,098	-6.8%	2,165	-6.7%
140	-27.7%	272	-26.5%
310	-1.4%	516	-16.7%
35	6.2%	70	1.4%
43	-2.4%	90	-3.9%
263	9.4%	537	9.2%
53	4.1%	108	4.2%

Unit:M€

	Mar 11 Full Year	Mar 12 Full Year	Change	Change (%)
Europe				
Net Sales	1,678	1,759	80	4.8%
Harnal	237	209	-27	-11.6%
Sales by Astellas	190	165	-24	-13.1%
Capsule	67	66	-0	-1.3%
OCAS	123	99	-24	-19.5%
Bulk and Royalties	46	43	-2	-5.9%
Prograf	592	606	14	2.5%
Sales by Astellas	535	552	16	3.1%
Advagraf	122	144	21	17.8%
Exports to third parties	56	54	-2	-3.8%
Vesicare	208	252	44	21.4%
Protopic	46	46	0	1.8%
Mycamine	21	34	13	61.9%
Eligard	122	127	4	3.8%
Qutenza	1	5	3	211.9%

Unit:M€

Mar 12 Revised Forecasts
1,762
212
171
69
102
41
595
547
48
255
46
33
131

Forecasts

Forecasts

Mar 13 2Q	Change (%)	Mar 13 Full Year	Change (%)
872	-1.4%	1,779	1.1%
88	-21.7%	175	-16.3%
70	-22.3%	140	-15.5%
31	-7.3%	63	-4.0%
38	-31.4%	76	-23.2%
18	-19.2%	35	-19.4%
268	-12.4%	540	-10.9%
252	-9.3%	510	-7.7%
15	-43.5%	30	-43.9%
139	14.0%	281	11.3%
25	11.5%	52	11.2%
20	34.6%	44	29.0%
63	-1.2%	130	2.0%

## 11.Consolidated Balance Sheets

rounddown under 0.1 billion yen

Billion yen

	31-Mar-11	31-Mar-12	Change	Comments
	Amount	Amount		
<b>Assets</b>	<b>1,335.0</b>	<b>1,400.6</b>	<b>65.5</b>	
<b>Current assets</b>	<b>653.1</b>	<b>781.0</b>	<b>127.9</b>	
Cash on hand and in banks	142.8	210.9	68.0	
Trade notes and accounts receivable	262.5	264.6	2.1	
Marketable securities	33.9	88.1	54.2	
Merchandise and finished goods	82.6	82.2	-0.4	
Work in process	13.6	13.4	-0.1	
Raw materials and supplies	20.6	16.1	-4.4	
Deferred tax assets	67.8	71.5	3.7	
Other	30.5	36.8	6.2	
Allowance for doubtful receivables	-1.3	-2.8	-1.4	
<b>Fixed assets</b>	<b>681.9</b>	<b>619.5</b>	<b>-62.3</b>	
<b>Property, plant and equipment</b>	<b>190.1</b>	<b>199.1</b>	<b>8.9</b>	
Buildings and structures	97.1	95.6	-1.4	
Machinery, equipment and vehicles	24.6	25.2	0.6	
Tools, furniture and fixtures	11.4	10.7	-0.6	
Land	31.3	31.0	-0.3	
Construction in progress	24.1	34.8	10.7	
Other	1.4	1.5	0.0	
<b>Intangible fixed assets</b>	<b>367.1</b>	<b>314.2</b>	<b>-52.8</b>	
Goodwill	101.2	94.1	-7.0	
Patents	236.7	161.4	-75.2	• Patents
Other	29.1	58.5	29.4	OSI amortization(-14.1)
<b>Investments and other assets</b>	<b>124.5</b>	<b>106.1</b>	<b>-18.4</b>	Sale of DPP4 related asset
Investment securities	60.2	60.5	0.3	
Deferred tax assets	52.2	33.8	-18.4	
Other	12.1	11.7	-0.3	
Allowance for doubtful receivables	-0.0	-0.0	0.0	

rounddown under 0.1 billion yen

Billion yen

	31-Mar-11	31-Mar-12	Change	Comments
	Amount	Amount		
<b>Liabilities and Net assets</b>	<b>1,335.0</b>	<b>1,400.6</b>	<b>65.5</b>	
<b>Liabilities</b>	<b>313.9</b>	<b>382.5</b>	<b>68.5</b>	
<b>Current liabilities</b>	<b>239.6</b>	<b>314.1</b>	<b>74.5</b>	
Trade notes and accounts payable	88.6	108.4	19.8	
Other accounts payable	50.6	82.3	31.7	• Other accounts payable
Accrued expenses	73.0	80.9	7.8	Increase of payable accounts outstanding
Accrued income taxes	19.8	24.7	4.9	for marketable securities
Accrued consumption tax	1.4	1.3	-0.0	
Accrued bonus for directors	0.0	0.0	0.0	
Allowance for sales rebates	3.4	3.9	0.4	
Other	2.6	12.2	9.6	
<b>Long-term liabilities</b>	<b>74.3</b>	<b>68.3</b>	<b>-6.0</b>	
Deferred tax liabilities	42.2	30.9	-11.3	
Accrued retirement benefits for employees	17.2	16.9	-0.2	
Other	14.8	20.4	5.5	
<b>Net assets</b>	<b>1,021.0</b>	<b>1,018.1</b>	<b>-2.9</b>	
Common stock	103.0	103.0	-	
Capital surplus	176.8	176.8	-	
Retained earnings	874.3	894.7	20.3	
Treasury stock	-23.4	-23.1	0.3	
Unrealized holding gains on securities	9.4	12.2	2.7	
Translation adjustments	-120.5	-147.1	-26.5	
Stock subscription rights	1.5	1.6	0.0	