

Supplementary Documents [IFRS]

Financial results for the first nine months of the fiscal year 2017 (FY2017)

Astellas Pharma Inc.

- Q3/FY2017 Financial Results
 - Nine months ended December 31, 2017
 - Three months ended December 31, 2017
- Pipeline list

Cautionary Notes

In this material, statements made with respect to current plans, estimates, strategies and beliefs and other statements that are not historical facts are forward-looking statements about the future performance of Astellas. These statements are based on management's current assumptions and beliefs in light of the information currently available to it and involve known and unknown risks and uncertainties. A number of factors could cause actual results to differ materially from those discussed in the forward-looking statements. Such factors include, but are not limited to: (i) changes in general economic conditions and in laws and regulations, relating to pharmaceutical markets, (ii) currency exchange rate fluctuations, (iii) delays in new product launches, (iv) the inability of Astellas to market existing and new products effectively, (v) the inability of Astellas to continue to effectively research and develop products accepted by customers in highly competitive markets, and (vi) infringements of Astellas' intellectual property rights by third parties.

Information about pharmaceutical products (including products currently in development) which is included in this material is not intended to constitute an advertisement or medical advice.

[Nine months ended December 31, 2017]

1. Consolidated Results (Full Basis)

Unit: B¥

	Unit: B¥				FY16 Full Year	Forecasts	
	FY16 APR. - DEC.	FY17 APR. - DEC.	Change	Change (%)		FY17 Full Year	Change from FY16 (%)
Sales	1,005.6	999.4	-6.1	-0.6%	1,311.7	1,297.0	-1.1%
Cost of sales	250.8	238.9	-11.8	-4.7%	320.5		
Ratio to Sales	24.9%	23.9%			24.4%		
Gross profit	754.8	760.5	5.7	0.8%	991.2		
SG&A expenses	336.7	350.0	13.3	4.0%	470.8		
Ratio to Sales	33.5%	35.0%			35.9%		
Advertising and Sales Promotion	105.1	111.7	6.6	6.2%	144.1		
Personnel expenses	129.7	132.3	2.5	1.9%	177.0		
Other	101.8	106.0	4.3	4.2%	149.7		
R&D expenses	148.3	161.6	13.3	9.0%	208.1	218.0	4.7%
Ratio to Sales	14.7%	16.2%			15.9%	16.8%	
Amortisation of intangible assets	26.7	27.0	0.3	0.9%	35.8		
Share of profits/losses of associates and joint ventures	-1.3	-1.4	-0.1	-	-1.9		
Other income	6.6	10.4	3.9	58.8%	9.6		
Fair value remeasurements on contingent consideration	-	9.7	9.7	-	-		
Other expense	17.1	51.2	34.0	198.7%	23.3		
Impairment losses	11.9	37.3	25.4	214.2%	18.1		
Net foreign exchange losses	-	8.4	8.4	-	-		
Operating profit	231.3	179.8	-51.5	-22.3%	260.8	222.0	-14.9%
Ratio to Sales	23.0%	18.0%			19.9%	17.1%	
Finance income	14.0	6.1	-8.0	-56.9%	22.9		
Gain on sales of available-for-sale financial assets	12.7	4.7	-8.0	-62.7%	21.3		
Finance expense	1.4	1.2	-0.2	-16.0%	2.0		
Impairment losses for available-for-sale financial assets	0.4	0.5	0.1	22.0%	0.6		
Profit before tax	243.9	184.6	-59.3	-24.3%	281.8	228.0	-19.1%
Ratio to Sales	24.3%	18.5%			21.5%	17.6%	
Income tax expense	65.1	42.0	-23.1	-35.5%	63.1		
Profit for the period	178.8	142.6	-36.2	-20.2%	218.7	180.0	-17.7%
Ratio to Sales	17.8%	14.3%			16.7%	13.9%	
Comprehensive income	170.9	237.1	66.2	38.7%	174.6		

2. Consolidated Results (Core Basis)

Unit: B¥

	FY16 APR. - DEC.	FY17 APR. - DEC.	Change	Change (%)
Sales	1,005.6	999.4	-6.1	-0.6%
Cost of sales	250.8	238.9	-11.8	-4.7%
Ratio to Sales	24.9%	23.9%		
Gross profit	754.8	760.5	5.7	0.8%
SG&A expenses	336.7	350.0	13.3	4.0%
Ratio to Sales	33.5%	35.0%		
Advertising and Sales Promotion	105.1	111.7	6.6	6.2%
Personnel expenses	129.7	132.3	2.5	1.9%
Other	101.8	106.0	4.3	4.2%
R&D expenses	148.3	161.6	13.3	9.0%
Ratio to Sales	14.7%	16.2%		
Amortisation of intangible assets	26.7	27.0	0.3	0.9%
Share of profits/losses of associates and joint ventures	-1.3	-1.4	-0.1	-
Operating profit	241.8	220.5	-21.4	-8.8%
Ratio to Sales	24.0%	22.1%		
Finance income	1.3	1.3	-0.0	-0.9%
Finance expense	1.0	0.7	-0.3	-32.1%
Profit before Tax	242.1	221.1	-21.1	-8.7%
Ratio to Sales	24.1%	22.1%		
Income tax expense	64.9	53.2	-11.8	-18.1%
Profit for the period	177.2	167.9	-9.3	-5.3%
Ratio to Sales	17.6%	16.8%		

	FY16 Full Year	Change from FY16 Full Year	Change (%)
Sales	1,311.7	1,297.0	-1.1%
Cost of sales	320.5		
Ratio to Sales	24.4%		
Gross profit	991.2		
SG&A expenses	470.8		
Ratio to Sales	35.9%		
Advertising and Sales Promotion	144.1		
Personnel expenses	177.0		
Other	149.7		
R&D expenses	208.1	218.0	4.7%
Ratio to Sales	15.9%	16.8%	
Amortisation of intangible assets	35.8		
Share of profits/losses of associates and joint ventures	-1.9		
Operating profit	274.6	258.0	-6.0%
Ratio to Sales	20.9%	19.9%	
Finance income	1.7		
Finance expense	1.3		
Profit before Tax	274.9		
Ratio to Sales	21.0%		
Income tax expense	61.6		
Profit for the period	213.3	201.0	-5.8%
Ratio to Sales	16.3%	15.5%	

3. Exchange Rate

Unit: yen

	FY16 APR. - DEC.Ave.	FY17 APR. - DEC.Ave.	FY16 End	FY17 3Q End
USD/Yen	107	112	112	113
EUR/Yen	118	129	120	135

	FY16 Full Year	FY17 Full Year
USD/Yen	108	111
EUR/Yen	119	128

* Exchange rate fluctuations had positive impact by 40.1 billion yen on sales and positive impact by 9.5 billion yen on Core operating profit in Q3/FY2017

4. Reconciliation of Full Basis to Core Basis

Unit: B¥

	FY16 APR. - DEC.			FY17 APR. - DEC.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
Sales	1,005.6	-	1,005.6	999.4	-	999.4
Cost of sales	250.8	-	250.8	238.9	-	238.9
Gross profit	754.8	-	754.8	760.5	-	760.5
SG&A expenses	336.7	-	336.7	350.0	-	350.0
R&D expenses	148.3	-	148.3	161.6	-	161.6
Amortisation of intangible assets	26.7	-	26.7	27.0	-	27.0
Share of losses of associates and joint ventures	-1.3	-	-1.3	-1.4	-	-1.4
Other income *1	6.6	-6.6	-	10.4	-10.4	-
Other expense *1	17.1	-17.1	-	51.2	-51.2	-
Operating profit	231.3	10.5	241.8	179.8	40.7	220.5
Finance income *2	14.0	-12.7	1.3	6.1	-4.7	1.3
Finance expense *2	1.4	-0.4	1.0	1.2	-0.5	0.7
Profit before tax	243.9	-1.8	242.1	184.6	36.5	221.1
Income tax expense	65.1	-0.2	64.9	42.0	11.2	53.2
Profit for the period	178.8	-1.6	177.2	142.6	25.3	167.9

*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¥

		FY16 APR. - DEC.	FY17 APR. - DEC.	Change	Change (%)
Sales		1,005.6	999.4	-6.1	-0.6%
	Japan	380.1	337.3	-42.8	-11.3%
	Ratio to Sales	37.8%	33.7%		
	Americas	308.1	326.8	18.8	6.1%
	Ratio to Sales	30.6%	32.7%		
	EMEA	252.9	260.0	7.1	2.8%
	Ratio to Sales	25.2%	26.0%		
	Asia and Oceania	64.5	75.3	10.8	16.8%
	Ratio to Sales	6.4%	7.5%		

FY16 Full Year
1,311.7
480.8
36.7%
412.4
31.4%
330.8
25.2%
87.7
6.7%

Forecasts		Change from FY16
FY17 Full Year	Change (%)	
1,297.0	-1.1%	
423.0	-12.0%	
32.6%		
432.9	5.0%	
33.4%		
339.7	2.7%	
26.2%		
101.4	15.7%	
7.8%		

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East and Africa

6. Depreciation/Amortisation

Unit: B¥

		FY16 APR. - DEC.	FY17 APR. - DEC.	Change	Change (%)
Depreciation (PP&E)					
	Consolidated	16.3	16.3	-0.0	-0.1%
Amortisation (Intangible Assets) *					
	Consolidated	31.2	32.1	0.9	2.8%

FY16 Full Year
21.9
41.9

Forecasts		Change from FY16
FY17 Full Year	Change (%)	
23.0	5.2%	
42.0	0.2%	

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

7. Sales of major products

1) Sales of global products

Unit: B¥

	FY16 APR. - DEC.	FY17 APR. - DEC.	Change	Change (%)
XTANDI	189.2	219.9	30.7	16.2%
US	100.4	108.2	7.8	7.7%
ex-US	88.8	111.7	22.9	25.8%
Japan	18.0	20.0	2.0	11.3%
Americas (ex-US)	5.2	8.6	3.4	65.7%
EMEA	63.1	79.0	15.9	25.2%
Asia and Oceania	2.5	4.0	1.5	61.6%
Eligard	12.1	12.7	0.7	5.5%
EMEA	11.9	12.4	0.6	4.8%
Asia and Oceania	0.2	0.3	0.1	47.1%
Vesicare	89.3	78.5	-10.8	-12.1%
Japan	20.0	18.8	-1.1	-5.6%
Americas	40.6	32.1	-8.5	-21.0%
EMEA	24.7	23.3	-1.4	-5.9%
Asia and Oceania	3.7	3.9	0.1	3.2%
Betanis/Myrbetriq/BETMIGA	71.6	93.1	21.5	30.0%
Japan	19.6	22.5	2.9	15.0%
Americas	39.0	53.6	14.6	37.5%
EMEA	10.7	13.3	2.6	24.8%
Asia and Oceania	2.4	3.7	1.3	53.1%
Harnal/Omnice	35.7	38.1	2.4	6.8%
Sales by Astellas	34.3	36.4	2.1	6.1%
Japan	7.3	6.1	-1.3	-17.1%
EMEA	10.5	11.8	1.3	12.8%
Asia and Oceania	15.8	17.7	1.8	11.6%
Bulk and Royalties	1.3	1.7	0.3	25.3%
Prograf	142.2	150.2	7.9	5.6%
Sales by Astellas	140.2	147.4	7.2	5.2%
Japan (Including Graceptor)	38.1	38.4	0.3	0.8%
Americas	20.7	18.9	-1.8	-8.7%
EMEA	53.5	59.5	6.1	11.4%
Advagraf	22.6	27.0	4.4	19.4%
Asia and Oceania	28.0	30.6	2.7	9.5%
Exports to third parties	2.0	2.7	0.7	33.2%
Funguard/MYCAMINE	30.7	31.6	0.8	2.7%
Japan	8.9	8.6	-0.4	-4.1%
Americas	9.1	9.3	0.2	2.2%
EMEA	8.4	8.9	0.5	6.4%
Asia and Oceania	4.4	4.9	0.5	10.5%

	Change from FY16	
	Forecasts FY17 Full Year	Change (%)
	FY16 Full Year	
XTANDI	252.1	15.6%
US	131.7	6.6%
ex-US	120.4	25.4%
Japan	23.4	10.8%
Americas (ex-US)	7.7	42.5%
EMEA	85.3	27.1%
Asia and Oceania	4.0	41.7%
Eligard	15.9	14.8%
EMEA	15.7	13.6%
Asia and Oceania	0.2	89.4%
Vesicare	116.1	-8.5%
Japan	25.6	-6.3%
Americas	53.1	-14.3%
EMEA	32.0	-3.2%
Asia and Oceania	5.0	3.8%
Betanis/Myrbetriq/BETMIGA	98.8	27.6%
Japan	25.9	14.5%
Americas	55.3	31.7%
EMEA	14.1	29.6%
Asia and Oceania	3.5	51.6%
Harnal/Omnice	47.7	6.5%
Sales by Astellas	45.4	7.8%
Japan	9.2	-18.9%
EMEA	14.1	14.2%
Asia and Oceania	21.1	14.9%
Bulk and Royalties	2.3	-18.6%
Prograf	186.2	4.6%
Sales by Astellas	183.5	4.5%
Japan (Including Graceptor)	48.8	-0.1%
Americas	27.3	-6.5%
EMEA	70.1	10.1%
Advagraf	30.0	
Asia and Oceania	37.3	7.9%
Exports to third parties	2.6	15.0%
Funguard/MYCAMINE	40.3	0.1%
Japan	11.2	-1.5%
Americas	12.2	-7.6%
EMEA	10.8	1.5%
Asia and Oceania	7.0	16.5%

- 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¥

	FY16 APR. - DEC.	FY17 APR. - DEC.	Change	Change (%)
<Global products>				
XTANDI	18.0	20.0	2.0	11.3%
Vesicare	20.0	18.8	-1.1	-5.6%
Betanis	19.6	22.5	2.9	15.0%
Harnal	7.3	6.1	-1.3	-17.1%
Prograf (Including Graceptor)	38.1	38.4	0.3	0.8%
Funguard	8.9	8.6	-0.4	-4.1%
<Local products in Japan>				
Micardis [Family]	73.4	40.4	-33.0	-45.0%
Micombi	7.4	4.2	-3.1	-42.4%
Micamlo	20.4	11.9	-8.5	-41.7%
Celecox	37.0	37.9	0.9	2.3%
Symbicort	30.6	31.0	0.4	1.2%
Bonoteo	10.8	10.5	-0.3	-3.2%
Geninax	7.9	7.1	-0.8	-9.8%
Vaccines	31.6	26.3	-5.3	-16.8%
Argamate	4.5	4.5	-0.0	-0.1%
Gonax	3.4	3.6	0.2	7.4%
Cimzia	6.0	7.0	1.0	17.2%
Suglat	7.3	9.6	2.4	32.5%
Repatha		1.1		
Linzess		0.9		
Lipitor	18.5	15.9	-2.6	-14.3%
Myslee	11.6	10.5	-1.0	-9.0%
Seroquel	6.0	5.0	-1.0	-16.7%
Total Rx Sales In Japanese market	358.2	309.0	-49.2	-13.7%

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

	Change from FY16	
	Forecasts	
	FY17 Full Year	Change (%)
FY16 Full Year		
23.4	25.9	10.8%
25.6	24.0	-6.3%
25.9	29.6	14.5%
9.2	7.4	-18.9%
48.8	48.8	-0.1%
11.2	11.0	-1.5%
93.2	49.4	-47.0%
9.4		
26.2		
47.6	48.2	1.3%
39.3	39.8	1.3%
13.8	13.2	-4.4%
10.1	10.0	-1.8%
34.5	30.5	-11.5%
5.8	5.8	-0.6%
4.5	4.8	6.1%
7.7	8.8	13.9%
9.5	11.7	23.5%
23.2	19.7	-15.0%
14.7	13.2	-9.9%
7.5	6.1	-18.9%
452.7	387.0	-14.5%

3) Sales of products in Americas and EMEA

Unit: B¥

	FY16 APR. - DEC.	FY17 APR. - DEC.	Change	Change (%)
Tarceva	27.7	24.6	-3.1	-11.1%
(US)	20.4	18.4	-2.0	-9.7%
(ex-US)	7.3	6.2	-1.1	-14.9%
Scan (Americas)	51.8	54.9	3.1	6.0%
AmBisome (Americas)	7.8	8.8	1.0	13.1%
CRESEMBA (Americas)	4.1	6.9	2.8	67.8%

	Change from FY16	
	Forecasts	
	FY17 Full Year	Change (%)
FY16 Full Year		
35.2		
25.8		
9.4		
71.5	72.6	1.5%
10.5	11.1	5.2%
5.8	8.8	52.7%

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

Americas	FY16 APR. - DEC.	FY17 APR. - DEC.	Change	Change (%)
Sales	2,889	2,926	37	1.3%
XTANDI	990	1,045	55	5.6%
US	942	968	27	2.8%
Americas (ex-US)	49	77	28	58.2%
Tarceva	260	221	-39	-15.1%
US	191	165	-26	-13.8%
ex-US	69	56	-13	-18.8%
VESicare	380	287	-93	-24.5%
Myrbetriq	366	480	114	31.2%
Prograf	194	169	-25	-12.9%
Scan	486	491	6	1.1%
MYCAMINE	85	83	-2	-2.4%
AmBisome	73	79	6	8.0%
CRESEMBA	39	62	23	60.2%

FY16 Full Year
3,805
1,286
1,215
71
325
238
87
490
510
252
660
113
97
53

Forecasts	Change from FY16
FY17 Full Year	Change (%)
3,917	2.9%
1,370	6.5%
1,270	4.5%
100	39.7%
411	-16.0%
658	29.1%
231	-8.4%
657	-0.5%
102	-9.4%
100	3.2%
80	49.8%

Unit: M€

EMEA	FY16 APR. - DEC.	FY17 APR. - DEC.	Change	Change (%)
Sales	2,143	2,023	-120	-5.6%
XTANDI	535	615	80	15.0%
Eligard	101	97	-4	-3.8%
Vesicare	209	181	-28	-13.6%
BETMIGA	90	104	13	14.6%
Omnice	100	105	5	4.9%
Sales by Astellas	89	92	3	3.6%
Bulk and Royalties	11	13	2	15.1%
Prograf	470	484	14	3.0%
Sales by Astellas	453	463	10	2.3%
Advagraf	192	210	18	9.6%
Exports to third parties	17	21	4	22.3%
MYCAMINE	71	69	-2	-2.3%

FY16 Full Year
2,785
718
132
270
119
138
118
19
612
590
252
22
91

Forecasts	Change from FY16
FY17 Full Year	Change (%)
2,651	-4.8%
846	17.8%
139	5.4%
242	-10.2%
143	20.1%
140	1.6%
125	5.9%
15	-24.6%
626	2.3%
602	2.1%
24	6.7%
86	-5.9%

- EMEA: Europe, Middle East and Africa

8.Consolidated statements of financial position

Unit: B¥

	31-Mar-17	31-Dec-17	
	Amount	Amount	Change
Assets	1,814.1	1,933.8	119.8
Non-current assets	937.4	1,008.6	71.2
Property, plant and equipment	191.1	184.3	-6.8
Goodwill	168.5	192.5	24.0
Other intangible assets	387.4	428.0	40.6
Trade and other receivables	22.3	23.9	1.6
Investments in associates and joint ventures	3.0	3.3	0.3
Deferred tax assets	90.3	96.3	5.9
Other financial assets	61.6	70.5	8.9
Other non-current assets	13.2	9.8	-3.4
Current assets	876.7	925.2	48.5
Inventories	182.5	146.3	-36.3
Trade and other receivables	309.8	347.9	38.1
Income tax receivable	11.0	10.7	-0.3
Other financial assets	13.6	61.5	48.0
Other current assets	18.8	15.7	-3.2
Cash and cash equivalents	340.9	331.7	-9.2
Assets held for sale	-	11.4	11.4

Due to the adjustments of the provisional fair value for the acquisition of Ganymed Pharmaceuticals AG , consolidated statement of financial position as of 31 March, 2017 was retrospectively revised.

For the details, refer to Financial Results P.18

Unit: B¥

	31-Mar-17	31-Dec-17	
	Amount	Amount	Change
Equity and Liabilities	1,814.1	1,933.8	119.8
Equity	1,271.8	1,366.9	95.1
Equity attributable to owners of the parent	1,271.8	1,366.9	95.1
Share capital	103.0	103.0	-
Capital surplus	177.1	177.2	0.1
Treasury shares	-138.2	-76.0	62.2
Retained earnings	1,013.9	955.2	-58.7
Other components of equity	116.0	207.5	91.5
Liabilities	542.3	567.0	24.7
Non-current liabilities	142.4	171.3	28.9
Trade and other payables	0.4	3.8	3.3
Deferred tax liabilities	18.5	39.0	20.5
Retirement benefit liabilities	36.6	37.0	0.4
Provisions	4.9	4.6	-0.3
Other financial liabilities	28.4	35.7	7.3
Other non-current liabilities	53.5	51.3	-2.3
Current liabilities	399.9	395.6	-4.2
Trade and other payables	182.8	137.9	-44.9
Income tax payable	10.9	17.3	6.4
Provisions	96.6	120.4	23.8
Other financial liabilities	3.0	6.8	3.8
Other current liabilities	106.5	113.2	6.6

[Three months ended December 31, 2017]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY17					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales	322.6	-4.5%	317.2	1.0%	359.7	1.6%
Cost of sales	79.3	10.9%	69.5	-7.0%	90.1	-13.8%
Ratio to Sales	24.6%		21.9%		25.1%	
Gross profit	243.3	-8.6%	247.6	3.5%	269.6	8.1%
SG&A expenses	112.3	0.4%	116.0	6.4%	121.7	5.1%
Ratio to Sales	34.8%		36.6%		33.8%	
Advertising and Sales Promotion	34.6	-3.5%	37.7	13.1%	39.4	9.7%
Personnel expenses	43.6	0.3%	44.4	5.8%	44.2	-0.1%
Other	34.1	4.8%	33.8	0.7%	38.1	6.9%
R&D expenses	56.5	10.7%	51.0	4.8%	54.1	11.4%
Ratio to Sales	17.5%		16.1%		15.1%	
Amortisation of intangible assets	9.0	-0.1%	9.0	2.8%	9.1	0.3%
Share of profits/losses of associates and joint ventures	-0.4	-	-0.5	-	-0.6	-
Other income	9.7	-	0.3	106.6%	0.6	-91.0%
Fair value remeasurements on contingent consideration	9.2	-	0.3	-	0.2	-
Other expense	31.3	-	19.0	124.4%	1.0	-86.9%
Impairment losses	26.0	-	10.8	41.5%	0.5	-87.5%
Net foreign exchange losses	5.1	-	3.5	-	-	-
Operating profit	43.5	-53.1%	52.5	-18.1%	83.7	12.7%
Ratio to Sales	13.5%		16.6%		23.3%	
Finance income	5.2	328.9%	0.4	-65.1%	0.4	-96.4%
Gain on sales of available-for-sale financial assets	4.7	628.1%	0.0	-99.8%	-	-
Finance expense	0.3	-68.8%	0.2	-73.7%	0.7	-384.4%
Impairment losses for available-for-sale financial assets	0.0	-99.5%	0.0	-85.0%	0.5	-
Profit before tax	48.5	-48.0%	52.8	-18.3%	83.4	-3.2%
Ratio to Sales	15.0%		16.6%		23.2%	
Income tax expense	6.0	-77.4%	13.1	-18.8%	22.9	2.2%
Profit for the period	42.5	-36.2%	39.6	-18.2%	60.5	-5.1%
Ratio to Sales	13.2%		12.5%		16.8%	
Comprehensive income	83.5	-	80.6	119.9%	72.9	-56.6%

2. Consolidated Results (Core Basis)

Unit: B¥

	FY17					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales	322.6	-4.5%	317.2	1.0%	359.7	1.6%
Cost of sales	79.3	10.9%	69.5	-7.0%	90.1	-13.8%
Ratio to Sales	24.6%		21.9%		25.1%	
Gross profit	243.3	-8.6%	247.6	3.5%	269.6	8.1%
SG&A expenses	112.3	0.4%	116.0	6.4%	121.7	5.1%
Ratio to Sales	34.8%		36.6%		33.8%	
Advertising and Sales Promotion	34.6	-3.5%	37.7	13.1%	39.4	9.7%
Personnel expenses	43.6	0.3%	44.4	5.8%	44.2	-0.1%
Other	34.1	4.8%	33.8	0.7%	38.1	6.9%
R&D expenses	56.5	10.7%	51.0	4.8%	54.1	11.4%
Ratio to Sales	17.5%		16.1%		15.1%	
Amortisation of intangible assets	9.0	-0.1%	9.0	2.8%	9.1	0.3%
Share of profits/losses of associates and joint ventures	-0.4	-	-0.5	-	-0.6	-
Operating profit	65.1	-30.7%	71.2	-1.8%	84.1	11.6%
Ratio to Sales	20.2%		22.5%		23.4%	
Finance income	0.5	-15.2%	0.4	69.4%	0.4	-18.0%
Finance expense	0.2	-59.0%	0.2	-71.9%	0.2	-190.6%
Profit before Tax	65.4	-30.4%	71.4	-0.9%	84.3	10.6%
Ratio to Sales	20.3%		22.5%		23.4%	
Income tax expense	13.4	-49.8%	16.7	-10.3%	23.0	17.8%
Profit for the period	51.9	-22.7%	54.7	2.4%	61.2	8.2%
Ratio to Sales	16.1%		17.3%		17.0%	

3. Sales by Region

Unit: B¥

		FY17					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales		322.6	-4.5%	317.2	1.0%	359.7	1.6%
	Japan	114.2	-8.1%	98.8	-12.5%	124.3	-13.0%
	Ratio to Sales	35.4%		31.1%		34.6%	
	Americas	101.6	-5.6%	106.8	7.8%	118.5	16.8%
	Ratio to Sales	31.5%		33.7%		32.9%	
	EMEA	83.4	-2.3%	85.7	6.1%	91.0	4.7%
	Ratio to Sales	25.9%		27.0%		25.3%	
	Asia and Oceania	23.4	13.2%	25.9	22.9%	25.9	14.3%
	Ratio to Sales	7.3%		8.2%		7.2%	

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East and Africa

4. Depreciation/Amortisation

Unit: B¥

		FY17					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Depreciation (PP&E)							
	Consolidated	5.4	-3.0%	5.6	3.5%	5.4	-0.7%
Amortisation (Intangible Assets) *							
	Consolidated	10.6	1.8%	10.7	5.0%	10.8	1.8%

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

5. Sales of major products

Unit: B¥

1) Sales of global products

		FY17					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI		67.9	5.8%	72.4	17.2%	79.6	25.8%
US		33.4	-6.5%	34.9	7.1%	39.9	24.2%
ex-US		34.5	21.1%	37.5	28.5%	39.8	27.5%
Japan		6.5	7.0%	6.4	11.6%	7.2	15.3%
Americas (ex-US)		2.5	40.0%	2.8	59.4%	3.3	99.7%
EMEA		24.4	22.1%	26.9	29.3%	27.8	24.2%
Asia and Oceania		1.2	62.9%	1.4	60.4%	1.5	61.6%
Eligard		4.4	-0.6%	4.0	16.2%	4.3	3.0%
EMEA		4.3	-1.1%	3.9	15.8%	4.2	2.1%
Asia and Oceania		0.1	39.7%	0.1	35.1%	0.1	71.3%
Vesicare		24.6	-19.2%	25.1	-14.4%	28.8	-2.3%
Japan		6.4	-8.0%	5.7	-4.7%	6.7	-4.1%
Americas		9.3	-31.4%	10.4	-26.1%	12.3	-4.4%
EMEA		7.5	-13.8%	7.5	-4.3%	8.2	1.0%
Asia and Oceania		1.3	9.7%	1.2	5.7%	1.3	-4.5%
Betanis/Myrbetriq/BETMIGA		27.2	15.6%	30.4	37.1%	35.5	36.9%
Japan		7.2	12.3%	6.9	16.8%	8.4	15.8%
Americas		15.0	15.9%	17.8	46.7%	20.8	49.4%
EMEA		3.9	12.1%	4.4	29.6%	5.0	32.4%
Asia and Oceania		1.1	60.3%	1.3	74.3%	1.4	33.0%
Harnal/Omic		12.1	-0.3%	13.3	17.0%	12.7	4.4%
Sales by Astellas		11.8	2.3%	12.3	12.5%	12.3	4.0%
Japan		2.1	-18.6%	1.9	-15.3%	2.0	-17.3%
EMEA		3.8	5.1%	4.0	27.5%	4.0	8.0%
Asia and Oceania		5.7	9.6%	6.1	15.0%	5.9	10.1%
Bulk and Royalties		0.3	-49.2%	0.9	152.1%	0.4	19.4%
Prograf		49.4	0.0%	49.8	11.3%	50.9	5.9%
Sales by Astellas		48.1	-1.2%	49.0	11.5%	50.4	5.8%
Japan (Including Graceptor)		12.7	-1.5%	12.3	3.5%	13.3	0.4%
Americas		6.2	-18.8%	6.2	-3.5%	6.4	-2.2%
EMEA		19.6	3.1%	19.8	19.5%	20.1	12.7%
Advagraf		8.6	9.3%	9.1	27.4%	9.3	22.3%
Asia and Oceania		9.5	5.0%	10.6	18.1%	10.6	6.0%
Exports to third parties		1.4	81.1%	0.9	1.2%	0.5	13.3%
Funguard/MYCAMINE		10.3	2.1%	10.6	5.4%	10.7	0.7%
Japan		2.7	-0.5%	2.8	-3.3%	3.0	-7.9%
Americas		3.0	-3.0%	2.9	0.9%	3.4	8.8%
EMEA		2.9	5.5%	3.2	13.6%	2.8	0.2%
Asia and Oceania		1.6	11.5%	1.7	15.6%	1.5	4.3%

- 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¥

	FY17					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
<Global products>						
XTANDI	6.5	7.0%	6.4	11.6%	7.2	15.3%
Vesicare	6.4	-8.0%	5.7	-4.7%	6.7	-4.1%
Betanis	7.2	12.3%	6.9	16.8%	8.4	15.8%
Harnal	2.1	-18.6%	1.9	-15.3%	2.0	-17.3%
Prograf (Including Graceptor)	12.7	-1.5%	12.3	3.5%	13.3	0.4%
Funguard	2.7	-0.5%	2.8	-3.3%	3.0	-7.9%
<Local products in Japan>						
Micardis [Family]	23.1	-6.2%	8.3	-62.4%	8.9	-66.5%
Micombi	2.4	-7.5%	0.9	-59.0%	1.0	-62.3%
Micamlo	6.7	-2.2%	2.5	-59.2%	2.7	-63.8%
Celecox	12.4	0.3%	12.3	4.9%	13.2	2.0%
Symbicort	10.2	4.1%	8.8	-0.7%	11.9	0.2%
Bonoteo	3.5	-4.6%	3.3	-1.7%	3.7	-3.1%
Geninax	2.3	-4.8%	1.7	-5.1%	3.1	-15.5%
Vaccines	3.4	-11.1%	3.4	-53.1%	19.5	-4.8%
Argamate	1.5	-2.4%	1.4	0.1%	1.6	1.8%
Gonax	1.2	6.5%	1.2	8.2%	1.3	7.4%
Cimzia	2.2	14.1%	2.3	18.2%	2.5	19.0%
Suglat	2.9	22.3%	2.9	30.4%	3.8	43.3%
Repatha	0.3		0.4		0.5	
Linzees	0.1		0.3		0.4	
Lipitor	5.4	-15.5%	5.0	-12.4%	5.4	-14.8%
Myslee	3.5	-11.4%	3.4	-7.2%	3.6	-8.5%
Seroquel	1.8	-19.9%	1.6	-15.4%	1.7	-14.2%
Total Rx Sales In Japanese market	106.1	-7.5%	88.0	-17.7%	114.8	-15.8%

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

3) Sales of products in Americas and EMEA

Unit: B¥

	FY17					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Tarceva	8.3	-11.6%	8.5	0.2%	7.8	-20.4%
(US)	6.2	-9.1%	6.5	1.7%	5.7	-20.5%
(ex-US)	2.2	-18.0%	2.0	-4.5%	2.1	-20.3%
Scan (Americas)	18.7	-3.0%	17.9	11.0%	18.3	11.5%
AmBisome (Americas)	2.9	18.5%	2.8	22.0%	3.1	2.1%
CRESEMBA (Americas)	2.1	64.0%	2.1	72.8%	2.7	66.9%

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

Americas	FY17					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales	914	-8.1%	962	-0.7%	1,050	13.3%
XTANDI	323	-6.8%	340	1.2%	383	24.3%
US	301	-8.9%	314	-1.3%	353	20.6%
Americas (ex-US)	22	36.3%	25	47.2%	30	94.1%
Tarceva	75	-13.9%	77	-7.7%	69	-23.2%
US	55	-11.5%	59	-6.2%	51	-23.3%
ex-US	20	-20.2%	18	-12.3%	18	-23.0%
VESIcare	84	-33.2%	94	-31.7%	110	-7.0%
Myrbetriq	135	12.8%	160	35.3%	185	44.6%
Prograf	56	-20.9%	56	-11.3%	57	-5.1%
Scan	168	-5.6%	161	2.1%	162	8.2%
MYCAMINE	27	-5.6%	26	-7.0%	30	5.4%
AmBisome	26	15.3%	25	12.6%	28	-1.6%
CRESEMBA	19	59.7%	19	59.5%	24	61.0%

Unit: M€

EMEA	FY17					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales	683	-2.4%	656	-7.1%	684	-7.2%
XTANDI	200	22.0%	206	13.8%	209	10.1%
Eligard	35	-1.2%	30	0.2%	32	-9.7%
Vesicare	61	-13.9%	58	-16.3%	62	-10.4%
BETMIGA	32	11.9%	33	13.8%	38	17.8%
Omnice	34	-2.7%	38	23.1%	33	-3.7%
Sales by Astellas	31	4.9%	31	11.3%	30	-4.5%
Bulk and Royalties	2	-49.3%	7	121.9%	3	4.0%
Prograf	172	5.9%	158	3.4%	154	-0.5%
Sales by Astellas	161	2.9%	152	4.3%	151	-0.3%
Advagraf	71	9.2%	69	11.4%	70	8.3%
Exports to third parties	11	81.2%	7	-12.7%	3	-5.2%
MYCAMINE	24	5.4%	24	-0.1%	21	-11.8%

- EMEA: Europe, Middle East and Africa