

Supplementary Documents [IFRS]

Financial results for the fiscal year 2017 (FY2017)

Astellas Pharma Inc.

- FY2017 Financial Results
 - For the year ended March 31, 2018
 - Three months ended March 31, 2018
- 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.

| 2. Consolidated Results (Core Basis) | Unit: B¥ | | | | FY17 Revised Forecasts | Forecasts | |
|--|-------------------|-------------------|--------|---------------|---------------------------|-------------------|-------------------------------|
| | FY16 Full Year | FY17 Full Year | Change | Change (%) | | FY18 Full Year | Change from FY17 (%) |
| Sales | 1,311.7 | 1,300.3 | -11.3 | -0.9% | 1,297.0 | 1,278.0 | -1.7% |
| Cost of sales | 320.5 | 294.2 | -26.3 | -8.2% | | | |
| Ratio to Sales | 24.4% | 22.6% | | | | | |
| Gross profit | 991.2 | 1,006.1 | 14.9 | 1.5% | | | |
| SG&A expenses | 470.8 | 478.3 | 7.6 | 1.6% | | | |
| Ratio to Sales | 35.9% | 36.8% | | | | | |
| Advertising and Sales Promotion | 144.1 | 152.1 | 8.0 | 5.6% | | | |
| Personnel expenses | 177.0 | 178.5 | 1.5 | 0.8% | | | |
| Other | 149.7 | 147.7 | -2.0 | -1.3% | | | |
| R&D expenses | 208.1 | 220.8 | 12.7 | 6.1% | 218.0 | 214.0 | -3.1% |
| Ratio to Sales | 15.9% | 17.0% | | | 16.8% | 16.7% | |
| Amortisation of intangible assets | 35.8 | 35.8 | 0.0 | 0.0% | | | |
| Share of profits/losses of associates and joint ventures | -1.9 | -2.4 | -0.6 | - | | | |
| Operating profit | 274.6 | 268.7 | -5.9 | -2.1% | 258.0 | 262.0 | -2.5% |
| Ratio to Sales | 20.9% | 20.7% | | | 19.9% | 20.5% | |
| Finance income | 1.7 | 1.9 | 0.2 | 14.5% | | | |
| Finance expense | 1.3 | 1.2 | -0.1 | -8.1% | | | |
| Profit before Tax | 274.9 | 269.4 | -5.5 | -2.0% | | | |
| Ratio to Sales | 21.0% | 20.7% | | | | | |
| Income tax expense | 61.6 | 65.1 | 3.5 | 5.7% | | | |
| Profit for the year | 213.3 | 204.3 | -9.0 | -4.2% | 201.0 | 210.0 | 2.8% |
| Ratio to Sales | 16.3% | 15.7% | | | 15.5% | 16.4% | |

3. Exchange Rate

| | Unit: yen | | | | FY17 Revised Forecasts | Forecasts FY18 Full Year |
|---------|--------------|--------------|-------------|-------------|---------------------------|--------------------------------|
| | FY16 Ave. | FY17 Ave. | FY16 End | FY17 End | | |
| USD/Yen | 108 | 111 | 112 | 106 | 111 | 105 |
| EUR/Yen | 119 | 130 | 120 | 131 | 128 | 130 |

* Exchange rate fluctuations had positive impact by 43.3 billion yen on sales and positive impact by 13.1 billion yen on Core operating profit in FY2017

4. Reconciliation of Full Basis to Core Basis

Unit: B¥

| | FY16 | | | FY17 | | |
|--|----------------|-------------|----------------|----------------|-------------|----------------|
| | Full basis | Adjustment | Core basis | Full basis | Adjustment | Core basis |
| Sales | 1,311.7 | - | 1,311.7 | 1,300.3 | - | 1,300.3 |
| Cost of sales | 320.5 | - | 320.5 | 294.2 | - | 294.2 |
| Gross profit | 991.2 | - | 991.2 | 1,006.1 | - | 1,006.1 |
| SG&A expenses | 470.8 | - | 470.8 | 478.3 | - | 478.3 |
| R&D expenses | 208.1 | - | 208.1 | 220.8 | - | 220.8 |
| Amortisation of intangible assets | 35.8 | - | 35.8 | 35.8 | - | 35.8 |
| Share of losses of associates and joint ventures | -1.9 | - | -1.9 | -2.4 | - | -2.4 |
| Other income *1 | 9.6 | -9.6 | - | 11.9 | -11.9 | - |
| Other expense *1 | 23.3 | -23.3 | - | 67.3 | -67.3 | - |
| Operating profit | 260.8 | 13.7 | 274.6 | 213.3 | 55.4 | 268.7 |
| Finance income *2 | 22.9 | -21.3 | 1.7 | 6.6 | -4.7 | 1.9 |
| Finance expense *2 | 2.0 | -0.7 | 1.3 | 1.8 | -0.6 | 1.2 |
| Profit before tax | 281.8 | -6.9 | 274.9 | 218.1 | 51.3 | 269.4 |
| Income tax expense | 63.1 | -1.5 | 61.6 | 53.4 | 11.6 | 65.1 |
| Profit for the year | 218.7 | -5.4 | 213.3 | 164.7 | 39.6 | 204.3 |

*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 Full Year | FY17 Full Year | Change | Change (%) |
|-------|------------------|-------------------|-------------------|--------|---------------|
| Sales | | 1,311.7 | 1,300.3 | -11.3 | -0.9% |
| | Japan | 480.8 | 421.2 | -59.6 | -12.4% |
| | Ratio to Sales | 36.7% | 32.4% | | |
| | Americas | 412.4 | 433.3 | 20.9 | 5.1% |
| | Ratio to Sales | 31.4% | 33.3% | | |
| | EMEA | 330.8 | 343.8 | 13.0 | 3.9% |
| | Ratio to Sales | 25.2% | 26.4% | | |
| | Asia and Oceania | 87.7 | 102.0 | 14.3 | 16.3% |
| | Ratio to Sales | 6.7% | 7.8% | | |

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East and Africa

Unit: B¥

| FY17 Revised Forecasts |
|---------------------------|
| 1,297.0 |
| 423.0 |
| 32.6% |
| 432.9 |
| 33.4% |
| 339.7 |
| 26.2% |
| 101.4 |
| 7.8% |

Forecasts
Change from
FY17

| FY18 Full Year | Change (%) |
|-------------------|---------------|
| 1,278.0 | -1.7% |
| 396.8 | -5.8% |
| 31.0% | |
| 424.4 | -2.1% |
| 33.2% | |
| 343.9 | 0.0% |
| 26.9% | |
| 112.9 | 10.7% |
| 8.8% | |

6. Per Share Information

| | FY16 Full Year | FY17 Full Year |
|--|-------------------|-------------------|
| The number of shares issued (thousand) | 2,153,823 | 2,068,823 |
| Treasury Shares (thousand) | 88,817 | 92,670 |
| The number of shares issued after deducting Treasury Shares (thousand) | 2,065,005 | 1,976,152 |
| Earnings per share (yen) | 103.69 | 81.11 |
| Earnings per share (yen) core base | 101.15 | 100.64 |
| Dividend per share (yen) | 34 | 36 |
| Return on Equity (%) | 17.3% | 13.0% |
| Dividend on Earnings (%) | 5.6% | 5.7% |

| FY17 Revised Forecasts |
|---------------------------|
| 88.15 |
| 98.43 |
| 36 |

Forecasts

| FY18 Full Year |
|-------------------|
| 107.79 |
| 106.27 |
| 38 |

| |
|-------|
| 88.15 |
| 98.43 |
| 36 |

| |
|--------|
| 107.79 |
| 106.27 |
| 38 |

7. Addition to Property, Plant and Equipment, Depreciation/Amortisation

Unit: B¥

| | | FY16 Full Year | FY17 Full Year | Change | Change (%) |
|---|--------------|-------------------|-------------------|--------|---------------|
| Addition to Property, Plant and Equipment | | | | | |
| | Consolidated | 23.9 | 24.1 | 0.2 | 0.9% |
| Depreciation (PP&E) | | | | | |
| | Consolidated | 21.9 | 22.0 | 0.2 | 0.8% |
| Amortisation (Intangible Assets) * | | | | | |
| | Consolidated | 41.9 | 42.8 | 0.9 | 2.2% |

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

Unit: B¥

| FY17 Revised Forecasts |
|---------------------------|
| 25.0 |
| 23.0 |
| 42.0 |

Forecasts
Change from
FY17

| FY18 Full Year | Change (%) |
|-------------------|---------------|
| 27.0 | 12.0% |
| 22.0 | -0.2% |
| 40.0 | -6.6% |

8. Sales of major products

1) Sales of global products

| | Unit: B¥ | | | | FY17 Revised Forecasts | Forecasts | |
|-----------------------------|-------------------|-------------------|--------|---------------|---------------------------|-------------------|------------------------|
| | FY16 Full Year | FY17 Full Year | Change | Change (%) | | FY18 Full Year | Change from FY17 |
| XTANDI | 252.1 | 294.3 | 42.2 | 16.8% | 291.3 | 310.3 | 5.5% |
| US | 131.7 | 144.4 | 12.7 | 9.7% | 140.4 | 142.3 | -1.4% |
| ex-US | 120.4 | 149.9 | 29.5 | 24.5% | 151.0 | 168.1 | 12.1% |
| Japan | 23.4 | 26.1 | 2.7 | 11.4% | 25.9 | 28.2 | 8.2% |
| Americas (ex-US) | 7.7 | 11.3 | 3.5 | 45.7% | 11.0 | 12.4 | 10.5% |
| EMEA | 85.3 | 106.7 | 21.4 | 25.1% | 108.4 | 119.7 | 12.2% |
| Asia and Oceania | 4.0 | 5.8 | 1.9 | 47.3% | 5.6 | 7.7 | 31.0% |
| Eligard | 15.9 | 16.5 | 0.6 | 3.8% | 18.3 | 17.0 | 2.9% |
| EMEA | 15.7 | 16.1 | 0.5 | 3.0% | 17.8 | 16.4 | 1.7% |
| Asia and Oceania | 0.2 | 0.4 | 0.1 | 55.9% | 0.5 | 0.6 | 56.1% |
| Vesicare | 116.1 | 102.3 | -13.8 | -11.9% | 106.2 | 96.9 | -5.2% |
| Japan | 25.6 | 23.9 | -1.7 | -6.8% | 24.0 | 22.7 | -4.8% |
| Americas | 53.1 | 41.3 | -11.8 | -22.3% | 45.5 | 39.5 | -4.1% |
| EMEA | 32.0 | 31.7 | -0.4 | -1.2% | 31.0 | 29.7 | -6.0% |
| Asia and Oceania | 5.0 | 5.0 | 0.0 | 0.4% | 5.2 | 4.5 | -11.2% |
| Betanis/Myrbetriq/BETMIGA | 98.8 | 125.7 | 26.9 | 27.2% | 126.1 | 146.2 | 16.3% |
| Japan | 25.9 | 29.5 | 3.6 | 13.7% | 29.6 | 32.0 | 8.8% |
| Americas | 55.3 | 72.8 | 17.5 | 31.7% | 72.8 | 84.7 | 16.3% |
| EMEA | 14.1 | 18.3 | 4.1 | 29.4% | 18.3 | 22.0 | 20.4% |
| Asia and Oceania | 3.5 | 5.2 | 1.7 | 47.7% | 5.4 | 7.5 | 43.0% |
| Harnal/Omnic | 47.7 | 49.6 | 2.0 | 4.1% | 50.8 | 46.9 | -5.4% |
| Sales by Astellas | 45.4 | 47.5 | 2.1 | 4.6% | 48.9 | 45.8 | -3.5% |
| Japan | 9.2 | 7.4 | -1.7 | -19.0% | 7.4 | 5.1 | -31.7% |
| EMEA | 14.1 | 15.7 | 1.7 | 11.9% | 16.1 | 15.8 | 0.1% |
| Asia and Oceania | 21.1 | 23.2 | 2.1 | 10.1% | 24.2 | 23.8 | 2.4% |
| Bulk and Royalties | 2.3 | 2.2 | -0.1 | -5.8% | 1.9 | 1.1 | -47.0% |
| Prograf | 186.2 | 198.5 | 12.3 | 6.6% | 194.8 | 190.7 | -3.9% |
| Sales by Astellas | 183.5 | 195.2 | 11.6 | 6.3% | 191.8 | 188.9 | -3.2% |
| Japan (Including Graceptor) | 48.8 | 48.3 | -0.6 | -1.1% | 48.8 | 46.3 | -4.1% |
| Americas | 27.3 | 25.7 | -1.6 | -5.9% | 25.5 | 20.1 | -21.8% |
| EMEA | 70.1 | 78.7 | 8.6 | 12.2% | 77.2 | 76.0 | -3.4% |
| Advagraf | 30.0 | 35.3 | 5.4 | 17.9% | | | |
| Asia and Oceania | 37.3 | 42.5 | 5.2 | 14.0% | 40.3 | 46.5 | 9.3% |
| Exports to third parties | 2.6 | 3.3 | 0.7 | 25.4% | 3.0 | 1.8 | -46.2% |
| Funguard/MYCAMINE | 40.3 | 41.0 | 0.7 | 1.9% | 40.3 | 34.8 | -15.2% |
| Japan | 11.2 | 10.6 | -0.6 | -5.7% | 11.0 | 7.8 | -26.3% |
| Americas | 12.2 | 12.3 | 0.1 | 0.8% | 11.3 | 9.9 | -19.5% |
| EMEA | 10.8 | 11.6 | 0.8 | 7.6% | 11.0 | 9.1 | -21.5% |
| Asia and Oceania | 6.0 | 6.4 | 0.5 | 7.7% | 7.0 | 7.9 | 22.9% |

- 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¥

| | FY16 Full Year | FY17 Full Year | Change | Change (%) |
|-----------------------------------|-------------------|-------------------|--------|---------------|
| <Global products> | | | | |
| XTANDI | 23.4 | 26.1 | 2.7 | 11.4% |
| Vesicare | 25.6 | 23.9 | -1.7 | -6.8% |
| Betanis | 25.9 | 29.5 | 3.6 | 13.7% |
| Harnal | 9.2 | 7.4 | -1.7 | -19.0% |
| Prograf (Including Graceptor) | 48.8 | 48.3 | -0.6 | -1.1% |
| Funguard | 11.2 | 10.6 | -0.6 | -5.7% |
| <Local products in Japan> | | | | |
| Micardis [Family] | 93.2 | 46.3 | -46.9 | -50.3% |
| Micombi | 9.4 | 4.9 | -4.5 | -47.8% |
| Micamlo | 26.2 | 13.8 | -12.4 | -47.5% |
| Celecox | 47.6 | 48.3 | 0.8 | 1.6% |
| Symbicort | 39.3 | 39.5 | 0.2 | 0.6% |
| Bonoteo | 13.8 | 13.3 | -0.5 | -3.6% |
| Geninax | 10.1 | 9.2 | -1.0 | -9.4% |
| Vaccines | 34.5 | 29.4 | -5.1 | -14.9% |
| Argamate | 5.8 | 5.8 | -0.1 | -1.0% |
| Gonax | 4.5 | 4.7 | 0.2 | 3.9% |
| Cimzia | 7.7 | 9.0 | 1.2 | 16.2% |
| Suglat | 9.5 | 11.6 | 2.1 | 22.5% |
| Repatha | | 1.6 | | |
| Linzees | | 1.4 | | |
| Lipitor | 23.2 | 19.6 | -3.6 | -15.3% |
| Myslee | 14.7 | 13.3 | -1.4 | -9.5% |
| Seroquel | 7.5 | 6.2 | -1.3 | -17.7% |
| Total Rx Sales In Japanese market | 452.7 | 383.4 | -69.4 | -15.3% |

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

Unit: B¥

| FY17 Revised Forecasts |
|---------------------------|
| 25.9 |
| 24.0 |
| 29.6 |
| 7.4 |
| 48.8 |
| 11.0 |
| 49.4 |
| 48.2 |
| 39.8 |
| 13.2 |
| 10.0 |
| 30.5 |
| 5.8 |
| 4.8 |
| 8.8 |
| 11.7 |
| |
| |
| 19.7 |
| 13.2 |
| 6.1 |
| 387.0 |

Change from
FY17

| Forecasts | Change from FY17 |
|-------------------|---------------------|
| FY18 Full Year | Change (%) |
| 28.2 | 8.2% |
| 22.7 | -4.8% |
| 32.0 | 8.8% |
| 5.1 | -31.7% |
| 46.3 | -4.1% |
| 7.8 | -26.3% |
| 17.7 | -61.7% |
| 49.4 | 2.1% |
| | |
| 10.4 | -21.7% |
| 8.7 | -5.2% |
| 36.8 | 25.4% |
| 5.3 | -7.5% |
| 5.1 | 9.2% |
| 9.8 | 8.8% |
| 13.3 | 13.9% |
| | |
| 9.2 | 562.7% |
| 15.3 | -21.9% |
| 10.9 | -18.1% |
| 4.5 | -27.6% |
| 365.3 | -4.7% |

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3) Sales of products in Americas and EMEA

Unit: B¥

| | FY16 Full Year | FY17 Full Year | Change | Change (%) |
|---------------------|-------------------|-------------------|--------|---------------|
| Tarceva | 35.2 | 29.7 | -5.6 | -15.8% |
| (US) | 25.8 | 21.5 | -4.3 | -16.8% |
| (ex-US) | 9.4 | 8.2 | -1.2 | -13.0% |
| Scan (Americas) | 71.5 | 73.6 | 2.1 | 2.9% |
| AmBisome (Americas) | 10.5 | 11.4 | 0.8 | 7.9% |
| CRESEMBA (Americas) | 5.8 | 9.6 | 3.8 | 66.4% |

Unit: B¥

| FY17 Revised Forecasts |
|---------------------------|
| |
| |
| |
| 72.6 |
| 11.1 |
| 8.8 |

Change from
FY17

| Forecasts | Change from FY17 |
|-------------------|---------------------|
| FY18 Full Year | Change (%) |
| | |
| | |
| | |
| 69.4 | -5.7% |
| 11.5 | 1.2% |
| 10.5 | 8.8% |

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

| Americas | FY16 Full Year | FY17 Full Year | Change | Change (%) |
|------------------|-------------------|-------------------|--------|---------------|
| Sales | 3,805 | 3,909 | 104 | 2.7% |
| XTANDI | 1,286 | 1,404 | 118 | 9.2% |
| US | 1,215 | 1,303 | 88 | 7.2% |
| Americas (ex-US) | 71 | 102 | 30 | 42.4% |
| Tarceva | 325 | 268 | -58 | -17.7% |
| US | 238 | 194 | -44 | -18.7% |
| ex-US | 87 | 74 | -13 | -15.0% |
| VESicare | 490 | 372 | -118 | -24.0% |
| Myrbetriq | 510 | 657 | 147 | 28.7% |
| Prograf | 252 | 232 | -20 | -8.0% |
| Scan | 660 | 664 | 4 | 0.6% |
| MYCAMINE | 113 | 111 | -2 | -1.4% |
| AmBisome | 97 | 102 | 5 | 5.5% |
| CRESEMBA | 53 | 87 | 33 | 62.7% |

Unit: M\$

| FY17 Revised Forecasts |
|---------------------------|
| 3,917 |
| 1,370 |
| 1,270 |
| 100 |
| |
| 411 |
| 658 |
| 231 |
| 657 |
| 102 |
| 100 |
| 80 |

Forecasts
Change from
FY17

| FY18 Full Year | Change (%) |
|-------------------|---------------|
| 4,042 | 3.4% |
| 1,474 | 5.0% |
| 1,355 | 4.0% |
| 119 | 16.7% |
| | |
| 377 | 1.2% |
| 806 | 22.8% |
| 191 | -17.4% |
| 661 | -0.4% |
| 94 | -15.1% |
| 109 | 6.8% |
| 100 | 14.9% |

Unit: M€

| EMEA | FY16 Full Year | FY17 Full Year | Change | Change (%) |
|--------------------------|-------------------|-------------------|--------|---------------|
| Sales | 2,785 | 2,651 | -134 | -4.8% |
| XTANDI | 718 | 823 | 105 | 14.6% |
| Eligard | 132 | 125 | -7 | -5.6% |
| Vesicare | 270 | 244 | -26 | -9.5% |
| BETMIGA | 119 | 141 | 22 | 18.5% |
| Omnice | 138 | 138 | 0 | 0.2% |
| Sales by Astellas | 118 | 121 | 3 | 2.5% |
| Bulk and Royalties | 19 | 17 | -3 | -13.8% |
| Prograf | 612 | 632 | 20 | 3.2% |
| Sales by Astellas | 590 | 607 | 17 | 2.8% |
| Advagraf | 252 | 272 | 20 | 8.0% |
| Exports to third parties | 22 | 25 | 3 | 14.8% |
| MYCAMINE | 91 | 90 | -1 | -1.5% |

Unit: M€

| FY17 Revised Forecasts |
|---------------------------|
| 2,651 |
| 846 |
| 139 |
| 242 |
| 143 |
| 140 |
| 125 |
| 15 |
| 626 |
| 602 |
| |
| 24 |
| 86 |

Forecasts
Change from
FY17

| FY18 Full Year | Change (%) |
|-------------------|---------------|
| 2,645 | -0.2% |
| 921 | 11.9% |
| 126 | 1.4% |
| 229 | -6.3% |
| 169 | 20.1% |
| 130 | -5.8% |
| 121 | -0.2% |
| 9 | -47.2% |
| 598 | -5.4% |
| 584 | -3.6% |
| | |
| 14 | -46.3% |
| 70 | -21.7% |

- EMEA: Europe, Middle East and Africa

9.Consolidated statements of financial position

Unit: B¥

| | 31-Mar-17 | 31-Mar-18 | |
|--|----------------|----------------|--------------|
| | Amount | Amount | Change |
| Assets | 1,814.1 | 1,858.2 | 44.1 |
| Non-current assets | 937.4 | 1,012.6 | 75.2 |
| Property, plant and equipment | 191.1 | 181.3 | -9.8 |
| Goodwill | 168.5 | 213.0 | 44.5 |
| Other intangible assets | 387.4 | 416.9 | 29.5 |
| Trade and other receivables | 22.3 | 25.3 | 3.0 |
| Investments in associates and joint ventures | 3.0 | 3.1 | 0.2 |
| Deferred tax assets | 90.3 | 97.2 | 6.9 |
| Other financial assets | 61.6 | 67.4 | 5.8 |
| Other non-current assets | 13.2 | 8.4 | -4.8 |
| Current assets | 876.7 | 845.6 | -31.0 |
| Inventories | 182.5 | 147.6 | -34.9 |
| Trade and other receivables | 309.8 | 319.5 | 9.7 |
| Income tax receivable | 11.0 | 8.4 | -2.6 |
| Other financial assets | 13.6 | 13.5 | -0.0 |
| Other current assets | 18.8 | 14.4 | -4.4 |
| Cash and cash equivalents | 340.9 | 331.7 | -9.2 |
| Assets held for sale | - | 10.4 | 10.4 |

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.29

Unit: B¥

| | 31-Mar-17 | 31-Mar-18 | |
|--|----------------|----------------|-------------|
| | Amount | Amount | Change |
| Equity and Liabilities | 1,814.1 | 1,858.2 | 44.1 |
| Equity | 1,271.8 | 1,268.3 | -3.5 |
| Equity attributable to owners of the parent | 1,271.8 | 1,268.3 | -3.5 |
| Share capital | 103.0 | 103.0 | - |
| Capital surplus | 177.1 | 177.2 | 0.1 |
| Treasury shares | -138.2 | -136.0 | 2.3 |
| Retained earnings | 1,013.9 | 976.1 | -37.8 |
| Other components of equity | 116.0 | 147.9 | 31.9 |
| | | | |
| Liabilities | 542.3 | 589.9 | 47.7 |
| Non-current liabilities | 142.4 | 168.3 | 25.9 |
| Trade and other payables | 0.4 | 3.5 | 3.1 |
| Deferred tax liabilities | 18.5 | 26.4 | 7.9 |
| Retirement benefit liabilities | 36.6 | 36.7 | 0.1 |
| Provisions | 4.9 | 4.9 | -0.0 |
| Other financial liabilities | 28.4 | 49.4 | 21.0 |
| Other non-current liabilities | 53.5 | 47.4 | -6.2 |
| Current liabilities | 399.9 | 421.6 | 21.8 |
| Trade and other payables | 182.8 | 140.9 | -41.9 |
| Income tax payable | 10.9 | 25.2 | 14.3 |
| Provisions | 96.6 | 126.2 | 29.6 |
| Other financial liabilities | 3.0 | 7.6 | 4.6 |
| Other current liabilities | 106.5 | 121.7 | 15.2 |

10. Employees

Number of employees

| | FY16 End | FY17 End |
|-------------------------------|-------------|-------------|
| Total | 17,202 | 16,617 |
| Japan | 7,029 | 6,825 |
| Americas | 3,016 | 2,840 |
| EMEA | 4,672 | 4,490 |
| Asia and Oceania | 2,485 | 2,462 |
| Total Medical Representatives | 5,750 | 5,330 |

- EMEA: Europe, Middle East and Africa

11. Shareholders

| | FY16 End | FY17 End |
|------------------------|-------------|-------------|
| Banks | 30.7% | 32.3% |
| Securities | 3.5% | 3.5% |
| Other companies | 3.4% | 3.2% |
| Foreign companies | 49.3% | 47.3% |
| Individuals and others | 9.1% | 9.3% |
| Treasury Stock* | 4.1% | 4.4% |

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

[For the year ended March 31,2018]

1. Consolidated Results (Full Basis)

Unit: B¥

| | FY17 | | | | | | | |
|---|-------------|--------|-------------|--------|-------------|---------|-------------|---------|
| | APR.-JUN. | Change | JUL.-SEP. | Change | OCT.-DEC. | Change | JAN.-MAR. | Change |
| | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) |
| Sales | 322.6 | -4.5% | 317.2 | 1.0% | 359.7 | 1.6% | 300.9 | -1.7% |
| Cost of sales | 79.3 | 10.9% | 69.5 | -7.0% | 90.1 | -13.8% | 55.3 | -20.7% |
| Ratio to Sales | 24.6% | | 21.9% | | 25.1% | | 18.4% | |
| Gross profit | 243.3 | -8.6% | 247.6 | 3.5% | 269.6 | 8.1% | 245.5 | 3.9% |
| SG&A expenses | 112.3 | 0.4% | 116.0 | 6.4% | 121.7 | 5.1% | 128.3 | -4.3% |
| Ratio to Sales | 34.8% | | 36.6% | | 33.8% | | 42.6% | |
| Advertising and Sales Promotion | 34.6 | -3.5% | 37.7 | 13.1% | 39.4 | 9.7% | 40.4 | 3.8% |
| Personnel expenses | 43.6 | 0.3% | 44.4 | 5.8% | 44.2 | -0.1% | 46.2 | -2.2% |
| Other | 34.1 | 4.8% | 33.8 | 0.7% | 38.1 | 6.9% | 41.7 | -13.0% |
| R&D expenses | 56.5 | 10.7% | 51.0 | 4.8% | 54.1 | 11.4% | 59.2 | -1.1% |
| Ratio to Sales | 17.5% | | 16.1% | | 15.1% | | 19.7% | |
| Amortisation of intangible assets | 9.0 | -0.1% | 9.0 | 2.8% | 9.1 | 0.3% | 8.8 | -2.8% |
| Share of profits/losses of associates and joint ventures | -0.4 | - | -0.5 | - | -0.6 | - | -1.0 | - |
| Other income | 9.7 | - | 0.3 | 106.6% | 0.6 | -91.0% | 10.0 | 231.9% |
| Fair value remeasurements on contingent consideration | 9.2 | - | 0.3 | - | 0.2 | - | 0.1 | - |
| Gain from remeasurement relating to business combinations | - | - | - | - | - | - | 5.9 | - |
| Other expense | 31.3 | - | 19.0 | 124.4% | 1.0 | -86.9% | 24.7 | 299.6% |
| Impairment losses | 26.0 | - | 10.8 | 41.5% | 0.5 | -87.5% | 5.1 | -17.3% |
| Restructuring costs | -0.1 | - | 3.3 | 334.5% | 0.4 | -82.4% | 5.6 | - |
| Net foreign exchange losses | 5.1 | - | 3.5 | - | - | - | 2.1 | - |
| Fair value remeasurements on contingent consideration | - | - | - | - | - | - | 9.8 | - |
| Operating profit | 43.5 | -53.1% | 52.5 | -18.1% | 83.7 | 12.7% | 33.5 | 13.4% |
| Ratio to Sales | 13.5% | | 16.6% | | 23.3% | | 11.1% | |
| Finance income | 5.2 | 328.9% | 0.4 | -65.1% | 0.4 | -96.4% | 0.6 | -93.4% |
| 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% | 0.6 | 6.2% |
| 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% | 33.5 | -11.5% |
| Ratio to Sales | 15.0% | | 16.6% | | 23.2% | | 11.1% | |
| Income tax expense | 6.0 | -77.4% | 13.1 | -18.8% | 22.9 | 2.2% | 11.4 | -663.8% |
| Profit for the year | 42.5 | -36.2% | 39.6 | -18.2% | 60.5 | -5.1% | 22.1 | -44.7% |
| Ratio to Sales | 13.2% | | 12.5% | | 16.8% | | 7.3% | |
| Comprehensive income | 83.5 | - | 80.6 | 119.9% | 72.9 | -56.6% | -38.6 | - |

2. Consolidated Results (Core Basis)

Unit: B¥

| | | FY17 | | | | | | | |
|--|----------------|-------------|--------|-------------|--------|-------------|---------|-------------|---------|
| | | APR.-JUN. | Change | JUL.-SEP. | Change | OCT.-DEC. | Change | JAN.-MAR. | Change |
| | | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) |
| Sales | | 322.6 | -4.5% | 317.2 | 1.0% | 359.7 | 1.6% | 300.9 | -1.7% |
| Cost of sales | | 79.3 | 10.9% | 69.5 | -7.0% | 90.1 | -13.8% | 55.3 | -20.7% |
| | Ratio to Sales | 24.6% | | 21.9% | | 25.1% | | 18.4% | |
| Gross profit | | 243.3 | -8.6% | 247.6 | 3.5% | 269.6 | 8.1% | 245.5 | 3.9% |
| SG&A expenses | | 112.3 | 0.4% | 116.0 | 6.4% | 121.7 | 5.1% | 128.3 | -4.3% |
| | Ratio to Sales | 34.8% | | 36.6% | | 33.8% | | 42.6% | |
| Advertising and Sales Promotion | | 34.6 | -3.5% | 37.7 | 13.1% | 39.4 | 9.7% | 40.4 | 3.8% |
| Personnel expenses | | 43.6 | 0.3% | 44.4 | 5.8% | 44.2 | -0.1% | 46.2 | -2.2% |
| Other | | 34.1 | 4.8% | 33.8 | 0.7% | 38.1 | 6.9% | 41.7 | -13.0% |
| R&D expenses | | 56.5 | 10.7% | 51.0 | 4.8% | 54.1 | 11.4% | 59.2 | -1.1% |
| | Ratio to Sales | 17.5% | | 16.1% | | 15.1% | | 19.7% | |
| Amortisation of intangible assets | | 9.0 | -0.1% | 9.0 | 2.8% | 9.1 | 0.3% | 8.8 | -2.8% |
| Share of profits/losses of associates and joint ventures | | -0.4 | - | -0.5 | - | -0.6 | - | -1.0 | - |
| Operating profit | | 65.1 | -30.7% | 71.2 | -1.8% | 84.1 | 11.6% | 48.2 | 47.4% |
| | Ratio to Sales | 20.2% | | 22.5% | | 23.4% | | 16.0% | |
| Finance income | | 0.5 | -15.2% | 0.4 | 69.4% | 0.4 | -18.0% | 0.6 | 75.4% |
| Finance expense | | 0.2 | -59.0% | 0.2 | -71.9% | 0.2 | -190.6% | 0.5 | 81.5% |
| Profit before Tax | | 65.4 | -30.4% | 71.4 | -0.9% | 84.3 | 10.6% | 48.3 | 47.4% |
| | Ratio to Sales | 20.3% | | 22.5% | | 23.4% | | 16.1% | |
| Income tax expense | | 13.4 | -49.8% | 16.7 | -10.3% | 23.0 | 17.8% | 11.9 | -451.8% |
| Profit for the year | | 51.9 | -22.7% | 54.7 | 2.4% | 61.2 | 8.2% | 36.4 | 0.8% |
| | Ratio to Sales | 16.1% | | 17.3% | | 17.0% | | 12.1% | |

3. Sales by Region

Unit: B¥

| | | FY17 | | | | | | | |
|-------|------------------|-------------|--------|-------------|--------|-------------|--------|-------------|--------|
| | | APR.-JUN. | Change | JUL.-SEP. | Change | OCT.-DEC. | Change | JAN.-MAR. | Change |
| | | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) |
| Sales | | 322.6 | -4.5% | 317.2 | 1.0% | 359.7 | 1.6% | 300.9 | -1.7% |
| | Japan | 114.2 | -8.1% | 98.8 | -12.5% | 124.3 | -13.0% | 83.9 | -16.7% |
| | Ratio to Sales | 35.4% | | 31.1% | | 34.6% | | 27.9% | |
| | Americas | 101.6 | -5.6% | 106.8 | 7.8% | 118.5 | 16.8% | 106.5 | 2.1% |
| | Ratio to Sales | 31.5% | | 33.7% | | 32.9% | | 35.4% | |
| | EMEA | 83.4 | -2.3% | 85.7 | 6.1% | 91.0 | 4.7% | 83.7 | 7.5% |
| | Ratio to Sales | 25.9% | | 27.0% | | 25.3% | | 27.8% | |
| | Asia and Oceania | 23.4 | 13.2% | 25.9 | 22.9% | 25.9 | 14.3% | 26.7 | 15.2% |
| | Ratio to Sales | 7.3% | | 8.2% | | 7.2% | | 8.9% | |

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East and Africa

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

Unit: B¥

| | | FY17 | | | | | | | |
|---|--------------|-------------|--------|-------------|--------|-------------|--------|-------------|--------|
| | | APR.-JUN. | Change | JUL.-SEP. | Change | OCT.-DEC. | Change | JAN.-MAR. | Change |
| | | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) |
| Addition to Property, Plant and Equipment | | | | | | | | | |
| | Consolidated | 5.8 | 48.4% | 4.6 | -8.1% | 6.7 | 44.0% | 7.0 | -32.1% |
| Depreciation (PP&E) | | | | | | | | | |
| | Consolidated | 5.4 | -3.0% | 5.6 | 3.5% | 5.4 | -0.7% | 5.8 | 3.3% |
| Amortisation (Intangible Assets) * | | | | | | | | | |
| | Consolidated | 10.6 | 1.8% | 10.7 | 5.0% | 10.8 | 1.8% | 10.7 | 0.2% |

* 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 | JAN.-MAR. | Change |
| | | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) |
| XTANDI | | 67.9 | 5.8% | 72.4 | 17.2% | 79.6 | 25.8% | 74.4 | 18.4% |
| US | | 33.4 | -6.5% | 34.9 | 7.1% | 39.9 | 24.2% | 36.2 | 15.8% |
| ex-US | | 34.5 | 21.1% | 37.5 | 28.5% | 39.8 | 27.5% | 38.2 | 20.9% |
| Japan | | 6.5 | 7.0% | 6.4 | 11.6% | 7.2 | 15.3% | 6.0 | 11.6% |
| Americas (ex-US) | | 2.5 | 40.0% | 2.8 | 59.4% | 3.3 | 99.7% | 2.6 | 4.5% |
| EMEA | | 24.4 | 22.1% | 26.9 | 29.3% | 27.8 | 24.2% | 27.7 | 24.9% |
| Asia and Oceania | | 1.2 | 62.9% | 1.4 | 60.4% | 1.5 | 61.6% | 1.8 | 23.2% |
| Eligard | | 4.4 | -0.6% | 4.0 | 16.2% | 4.3 | 3.0% | 3.8 | -1.3% |
| EMEA | | 4.3 | -1.1% | 3.9 | 15.8% | 4.2 | 2.1% | 3.7 | -2.5% |
| Asia and Oceania | | 0.1 | 39.7% | 0.1 | 35.1% | 0.1 | 71.3% | 0.1 | 86.7% |
| Vesicare | | 24.6 | -19.2% | 25.1 | -14.4% | 28.8 | -2.3% | 23.8 | -11.2% |
| Japan | | 6.4 | -8.0% | 5.7 | -4.7% | 6.7 | -4.1% | 5.0 | -10.7% |
| Americas | | 9.3 | -31.4% | 10.4 | -26.1% | 12.3 | -4.4% | 9.2 | -26.5% |
| EMEA | | 7.5 | -13.8% | 7.5 | -4.3% | 8.2 | 1.0% | 8.4 | 14.4% |
| Asia and Oceania | | 1.3 | 9.7% | 1.2 | 5.7% | 1.3 | -4.5% | 1.2 | -7.7% |
| Betanis/Myrbetriq/BETMIGA | | 27.2 | 15.6% | 30.4 | 37.1% | 35.5 | 36.9% | 32.6 | 20.0% |
| Japan | | 7.2 | 12.3% | 6.9 | 16.8% | 8.4 | 15.8% | 7.0 | 9.8% |
| Americas | | 15.0 | 15.9% | 17.8 | 46.7% | 20.8 | 49.4% | 19.2 | 17.8% |
| EMEA | | 3.9 | 12.1% | 4.4 | 29.6% | 5.0 | 32.4% | 5.0 | 43.3% |
| Asia and Oceania | | 1.1 | 60.3% | 1.3 | 74.3% | 1.4 | 33.0% | 1.5 | 36.1% |
| Harnal/Omnice | | 12.1 | -0.3% | 13.3 | 17.0% | 12.7 | 4.4% | 11.5 | -3.9% |
| Sales by Astellas | | 11.8 | 2.3% | 12.3 | 12.5% | 12.3 | 4.0% | 11.1 | 0.0% |
| Japan | | 2.1 | -18.6% | 1.9 | -15.3% | 2.0 | -17.3% | 1.4 | -26.3% |
| EMEA | | 3.8 | 5.1% | 4.0 | 27.5% | 4.0 | 8.0% | 3.9 | 9.3% |
| Asia and Oceania | | 5.7 | 9.6% | 6.1 | 15.0% | 5.9 | 10.1% | 5.6 | 5.8% |
| Bulk and Royalties | | 0.3 | -49.2% | 0.9 | 152.1% | 0.4 | 19.4% | 0.5 | -49.1% |
| Prograf | | 49.4 | 0.0% | 49.8 | 11.3% | 50.9 | 5.9% | 48.3 | 10.0% |
| Sales by Astellas | | 48.1 | -1.2% | 49.0 | 11.5% | 50.4 | 5.8% | 47.7 | 10.2% |
| Japan (Including Graceptor) | | 12.7 | -1.5% | 12.3 | 3.5% | 13.3 | 0.4% | 9.9 | -7.8% |
| Americas | | 6.2 | -18.8% | 6.2 | -3.5% | 6.4 | -2.2% | 6.8 | 2.9% |
| EMEA | | 19.6 | 3.1% | 19.8 | 19.5% | 20.1 | 12.7% | 19.1 | 15.0% |
| Advagraf | | 8.6 | 9.3% | 9.1 | 27.4% | 9.3 | 22.3% | 8.3 | 13.3% |
| Asia and Oceania | | 9.5 | 5.0% | 10.6 | 18.1% | 10.6 | 6.0% | 11.9 | 27.4% |
| Exports to third parties | | 1.4 | 81.1% | 0.9 | 1.2% | 0.5 | 13.3% | 0.6 | -1.8% |
| Funguard/MYCAMINE | | 10.3 | 2.1% | 10.6 | 5.4% | 10.7 | 0.7% | 9.4 | -0.9% |
| Japan | | 2.7 | -0.5% | 2.8 | -3.3% | 3.0 | -7.9% | 2.0 | -11.8% |
| Americas | | 3.0 | -3.0% | 2.9 | 0.9% | 3.4 | 8.8% | 3.1 | -3.2% |
| EMEA | | 2.9 | 5.5% | 3.2 | 13.6% | 2.8 | 0.2% | 2.7 | 11.6% |
| Asia and Oceania | | 1.6 | 11.5% | 1.7 | 15.6% | 1.5 | 4.3% | 1.6 | 0.0% |

- 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 | JAN.-MAR. | Change |
| | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) |
| <Global products> | | | | | | | | |
| XTANDI | 6.5 | 7.0% | 6.4 | 11.6% | 7.2 | 15.3% | 6.0 | 11.6% |
| Vesicare | 6.4 | -8.0% | 5.7 | -4.7% | 6.7 | -4.1% | 5.0 | -10.7% |
| Betanis | 7.2 | 12.3% | 6.9 | 16.8% | 8.4 | 15.8% | 7.0 | 9.8% |
| Harnal | 2.1 | -18.6% | 1.9 | -15.3% | 2.0 | -17.3% | 1.4 | -26.3% |
| Prograf (Including Graceptor) | 12.7 | -1.5% | 12.3 | 3.5% | 13.3 | 0.4% | 9.9 | -7.8% |
| Funguard | 2.7 | -0.5% | 2.8 | -3.3% | 3.0 | -7.9% | 2.0 | -11.8% |
| <Local products in Japan> | | | | | | | | |
| Micardis [Family] | 23.1 | -6.2% | 8.3 | -62.4% | 8.9 | -66.5% | 5.9 | -70.0% |
| Micombi | 2.4 | -7.5% | 0.9 | -59.0% | 1.0 | -62.3% | 0.6 | -67.7% |
| Micamlo | 6.7 | -2.2% | 2.5 | -59.2% | 2.7 | -63.8% | 1.9 | -67.8% |
| Celecox | 12.4 | 0.3% | 12.3 | 4.9% | 13.2 | 2.0% | 10.4 | -0.9% |
| Symbicort | 10.2 | 4.1% | 8.8 | -0.7% | 11.9 | 0.2% | 8.5 | -1.5% |
| Bonoteo | 3.5 | -4.6% | 3.3 | -1.7% | 3.7 | -3.1% | 2.8 | -5.2% |
| Geninax | 2.3 | -4.8% | 1.7 | -5.1% | 3.1 | -15.5% | 2.1 | -7.9% |
| Vaccines | 3.4 | -11.1% | 3.4 | -53.1% | 19.5 | -4.8% | 3.1 | 4.9% |
| Argamate | 1.5 | -2.4% | 1.4 | 0.1% | 1.6 | 1.8% | 1.2 | -4.0% |
| Gonax | 1.2 | 6.5% | 1.2 | 8.2% | 1.3 | 7.4% | 1.1 | -6.5% |
| Cimzia | 2.2 | 14.1% | 2.3 | 18.2% | 2.5 | 19.0% | 2.0 | 12.8% |
| Suglat | 2.9 | 22.3% | 2.9 | 30.4% | 3.8 | 43.3% | 2.0 | -10.1% |
| Repatha | 0.3 | | 0.4 | | 0.5 | | 0.5 | |
| Linzess | 0.1 | | 0.3 | | 0.4 | | 0.5 | |
| Lipitor | 5.4 | -15.5% | 5.0 | -12.4% | 5.4 | -14.8% | 3.8 | -19.5% |
| Myslee | 3.5 | -11.4% | 3.4 | -7.2% | 3.6 | -8.5% | 2.8 | -11.0% |
| Seroquel | 1.8 | -19.9% | 1.6 | -15.4% | 1.7 | -14.2% | 1.1 | -21.8% |
| Total Rx Sales In Japanese market | 106.1 | -7.5% | 88.0 | -17.7% | 114.8 | -15.8% | 74.4 | -21.3% |

- 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 | JAN.-MAR. | Change |
| | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) |
| Tarceva | 8.3 | -11.6% | 8.5 | 0.2% | 7.8 | -20.4% | 5.0 | -33.2% |
| (US) | 6.2 | -9.1% | 6.5 | 1.7% | 5.7 | -20.5% | 3.1 | -43.6% |
| (ex-US) | 2.2 | -18.0% | 2.0 | -4.5% | 2.1 | -20.3% | 2.0 | -6.3% |
| Scan (Americas) | 18.7 | -3.0% | 17.9 | 11.0% | 18.3 | 11.5% | 18.7 | -5.2% |
| AmBisome (Americas) | 2.9 | 18.5% | 2.8 | 22.0% | 3.1 | 2.1% | 2.5 | -7.2% |
| CRESEMBA (Americas) | 2.1 | 64.0% | 2.1 | 72.8% | 2.7 | 66.9% | 2.7 | 63.1% |

- EMEA: Europe, Middle East and Africa

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

| Americas | FY17 | | | | | | | |
|------------------|-------------|--------|-------------|--------|-------------|--------|-------------|--------|
| | APR.-JUN. | Change | JUL.-SEP. | Change | OCT.-DEC. | Change | JAN.-MAR. | Change |
| | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) |
| Sales | 914 | -8.1% | 962 | -0.7% | 1,050 | 13.3% | 983 | 7.3% |
| XTANDI | 323 | -6.8% | 340 | 1.2% | 383 | 24.3% | 359 | 21.2% |
| US | 301 | -8.9% | 314 | -1.3% | 353 | 20.6% | 334 | 22.3% |
| Americas (ex-US) | 22 | 36.3% | 25 | 47.2% | 30 | 94.1% | 24 | 8.4% |
| Tarceva | 75 | -13.9% | 77 | -7.7% | 69 | -23.2% | 47 | -27.9% |
| US | 55 | -11.5% | 59 | -6.2% | 51 | -23.3% | 29 | -38.5% |
| ex-US | 20 | -20.2% | 18 | -12.3% | 18 | -23.0% | 18 | -0.5% |
| VESIcare | 84 | -33.2% | 94 | -31.7% | 110 | -7.0% | 85 | -22.1% |
| Myrbetriq | 135 | 12.8% | 160 | 35.3% | 185 | 44.6% | 177 | 22.5% |
| Prograf | 56 | -20.9% | 56 | -11.3% | 57 | -5.1% | 63 | 8.3% |
| Scan | 168 | -5.6% | 161 | 2.1% | 162 | 8.2% | 172 | -1.0% |
| MYCAMINE | 27 | -5.6% | 26 | -7.0% | 30 | 5.4% | 28 | 1.6% |
| AmBisome | 26 | 15.3% | 25 | 12.6% | 28 | -1.6% | 23 | -2.3% |
| CRESEMBA | 19 | 59.7% | 19 | 59.5% | 24 | 61.0% | 25 | 69.4% |

Unit: ME

54

| EMEA | FY17 | | | | | | | |
|--------------------------|-------------|--------|-------------|--------|-------------|--------|-------------|--------|
| | APR.-JUN. | Change | JUL.-SEP. | Change | OCT.-DEC. | Change | JAN.-MAR. | Change |
| | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) | (Quarterly) | (%) |
| Sales | 683 | -2.4% | 656 | -7.1% | 684 | -7.2% | 627 | -2.2% |
| XTANDI | 200 | 22.0% | 206 | 13.8% | 209 | 10.1% | 208 | 13.5% |
| Eligard | 35 | -1.2% | 30 | 0.2% | 32 | -9.7% | 28 | -11.7% |
| Vesicare | 61 | -13.9% | 58 | -16.3% | 62 | -10.4% | 63 | 4.5% |
| BETMIGA | 32 | 11.9% | 33 | 13.8% | 38 | 17.8% | 37 | 30.6% |
| Omnic | 34 | -2.7% | 38 | 23.1% | 33 | -3.7% | 33 | -12.2% |
| Sales by Astellas | 31 | 4.9% | 31 | 11.3% | 30 | -4.5% | 29 | -0.7% |
| Bulk and Royalties | 2 | -49.3% | 7 | 121.9% | 3 | 4.0% | 4 | -54.4% |
| Prograf | 172 | 5.9% | 158 | 3.4% | 154 | -0.5% | 147 | 4.0% |
| Sales by Astellas | 161 | 2.9% | 152 | 4.3% | 151 | -0.3% | 143 | 4.6% |
| Advagraf | 71 | 9.2% | 69 | 11.4% | 70 | 8.3% | 62 | 2.8% |
| Exports to third parties | 11 | 81.2% | 7 | -12.7% | 3 | -5.2% | 4 | -12.2% |
| MYCAMINE | 24 | 5.4% | 24 | -0.1% | 21 | -11.8% | 20 | 1.4% |

- EMEA: Europe, Middle East and Africa