

## Supplementary Documents [IFRS]

Financial results for the first three months of the fiscal year 2016 (FY2016)

### Astellas Pharma Inc.

- Q1/FY2016 Financial Results
- 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.*

1. Consolidated Results (Full Basis)

Unit: B¥

	FY15 APR. - JUN.	FY16 APR. - JUN.	Change	Change (%)
Sales	343.7	337.8	-5.9	-1.7%
Cost of sales	90.1	71.5	-18.6	-20.7%
Ratio to Sales	26.2%	21.2%		
Gross profit	253.6	266.3	12.7	5.0%
SG&A expenses	118.7	111.9	-6.8	-5.7%
Ratio to Sales	34.5%	33.1%		
Advertising and Sales Promotion	41.6	35.8	-5.8	-13.9%
Personnel expenses	45.1	43.5	-1.6	-3.5%
Other	32.0	32.6	0.6	1.9%
R&D expenses	56.0	51.0	-5.0	-8.9%
Ratio to Sales	16.3%	15.1%		
Amortisation of intangible assets	10.9	9.0	-1.9	-17.5%
Share of losses of associates and joint ventures	-0.2	-0.4	-0.2	-
Other income	1.3	0.2	-1.0	-81.8%
Gain on sales of property, plant and equipment	0.1	0.0	-0.1	-89.6%
Net foreign exchange gains	0.6	-	-0.6	-
Other expense	7.2	1.3	-5.9	-81.7%
Loss on sales and disposal of property, plant and equipment	0.1	0.1	0.0	39.8%
Impairment losses	6.6	-	-6.6	-
Net foreign exchange losses	-	0.4	0.4	-
Operating profit	61.9	92.9	31.0	50.0%
Ratio to Sales	18.0%	27.5%		
Finance income	6.0	1.2	-4.8	-79.8%
Gain on sales of available-for-sale financial assets	5.5	0.7	-4.8	-88.1%
Finance expense	0.3	0.9	0.6	225.1%
Impairment losses for available-for-sale financial assets	0.0	0.3	0.3	888.3%
Profit before tax	67.7	93.2	25.5	37.7%
Ratio to Sales	19.7%	27.6%		
Income tax expense	23.0	26.6	3.5	15.3%
Profit for the period	44.6	66.6	22.0	49.3%
Ratio to Sales	13.0%	19.7%		
Comprehensive income for the period	71.8	-34.0	-105.8	-

Forecasts	Change from FY15
FY16 Full Year	Change (%)
1,350.0	-1.7%
231.0	2.4%
17.1%	
267.0	7.2%
19.8%	
268.0	2.4%
19.9%	
197.0	1.7%
14.6%	

## 2. Consolidated Results (Core Basis)

Unit: B¥

	FY15		FY16		Change	Change (%)
	APR. - JUN.	APR. - JUN.	APR. - JUN.	APR. - JUN.		
Sales	343.7	337.8	-5.9	-1.7%		
Cost of sales	90.1	71.5	-18.6	-20.7%		
Ratio to Sales	26.2%	21.2%				
Gross profit	253.6	266.3	12.7	5.0%		
SG&A expenses	118.7	111.9	-6.8	-5.7%		
Ratio to Sales	34.5%	33.1%				
Advertising and Sales Promotion	41.6	35.8	-5.8	-13.9%		
Personnel expenses	45.1	43.5	-1.6	-3.5%		
Other	32.0	32.6	0.6	1.9%		
R&D expenses	56.0	51.0	-5.0	-8.9%		
Ratio to Sales	16.3%	15.1%				
Amortisation of intangible assets	10.9	9.0	-1.9	-17.5%		
Share of losses of associates and joint ventures	-0.2	-0.4	-0.2	-		
Operating profit	67.8	94.0	26.1	38.5%		
Ratio to Sales	19.7%	27.8%				
Finance income	0.6	0.6	0.0	2.8%		
Finance expense	0.1	0.6	0.5	624.3%		
Profit before Tax	68.3	93.9	25.6	37.5%		
Ratio to Sales	19.9%	27.8%				
Income tax expense	23.3	26.8	3.5	15.1%		
Profit for the period	45.0	67.1	22.1	49.1%		
Ratio to Sales	13.1%	19.9%				

Forecasts		Change from FY15
FY16 Full Year		Change (%)
1,350.0		-1.7%
231.0		2.4%
17.1%		
270.0		1.0%
20.0%		
199.0		0.1%
14.7%		

## 3. Exchange Rate

Unit: yen

	FY15	FY16	FY15	FY16
	APR. - JUN.Ave.	APR. - JUN.Ave.	End	Q1 End
USD/Yen	121	108	113	103
EUR/Yen	134	122	128	114

Forecasts
FY16 Full Year
110
125

\* Exchange rate fluctuations had negative impact by 25.6 billion yen on sales and positive impact by 0.4 billion yen on Core operating profit in Q1/FY2016

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

Unit: B¥

	FY15 APR. - JUN.			FY16 APR. - JUN.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
<b>Sales</b>	<b>343.7</b>	-	<b>343.7</b>	<b>337.8</b>	-	<b>337.8</b>
Cost of sales	90.1	-	90.1	71.5	-	71.5
<b>Gross profit</b>	<b>253.6</b>	-	<b>253.6</b>	<b>266.3</b>	-	<b>266.3</b>
SG&A expenses	118.7	-	118.7	111.9	-	111.9
R&D expenses	56.0	-	56.0	51.0	-	51.0
Amortisation of intangible assets	10.9	-	10.9	9.0	-	9.0
Share of losses of associates and joint ventures	-0.2	-	-0.2	-0.4	-	-0.4
Other income *1	1.3	-1.3	-	0.2	-0.2	-
Other expense *1	7.2	-7.2	-	1.3	-1.3	-
<b>Operating profit</b>	<b>61.9</b>	<b>5.9</b>	<b>67.8</b>	<b>92.9</b>	<b>1.1</b>	<b>94.0</b>
Finance income *2	6.0	-5.5	0.6	1.2	-0.7	0.6
Finance expense *2	0.3	-0.2	0.1	0.9	-0.3	0.6
<b>Profit before tax</b>	<b>67.7</b>	<b>0.6</b>	<b>68.3</b>	<b>93.2</b>	<b>0.7</b>	<b>93.9</b>
Income tax expense	23.0	0.2	23.3	26.6	0.2	26.8
<b>Profit for the period</b>	<b>44.6</b>	<b>0.4</b>	<b>45.0</b>	<b>66.6</b>	<b>0.5</b>	<b>67.1</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, 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¥

		FY15 APR. - JUN.	FY16 APR. - JUN.	Change	Change (%)
Sales		343.7	337.8	-5.9	-1.7%
	Japan	125.6	124.2	-1.4	-1.1%
	Ratio to Sales	36.6%	36.8%		
	Americas	114.8	107.6	-7.2	-6.3%
	Ratio to Sales	33.4%	31.8%		
	EMEA	81.7	85.3	3.6	4.4%
	Ratio to Sales	23.8%	25.3%		
	Asia and Oceania	21.5	20.7	-0.8	-3.8%
	Ratio to Sales	6.3%	6.1%		

Forecasts		Change from FY15
FY16 Full Year	Change (%)	
1,350.0	-1.7%	
480.8	-3.3%	
35.6%		
441.2	-3.1%	
32.7%		
339.6	3.1%	
25.2%		
88.3	-3.1%	
6.5%		

- Calculated according to locations of sellers.

- EMEA: Europe, the Middle East and Africa

## 6. Depreciation/Amortisation

Unit: B¥

		FY15 APR. - JUN.	FY16 APR. - JUN.	Change	Change (%)
Depreciation (PP&E)					
	Consolidated	5.0	5.5	0.5	9.9%
Amortisation (Intangible Assets) *					
	Consolidated	12.4	10.4	-1.9	-15.4%

Forecasts		Change from FY15
FY16 Full Year	Change (%)	
22.0	5.0%	
43.5	-9.8%	

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

7. Sales of major products

1) Sales of global products

Unit: B¥

	FY15 APR. - JUN.	FY16 APR. - JUN.	Change	Change (%)
XTANDI	59.1	64.2	5.2	8.7%
US	36.2	35.7	-0.5	-1.4%
ex-US	22.8	28.5	5.7	24.8%
Japan	6.8	6.1	-0.7	-10.7%
Americas (ex-US)	1.0	1.8	0.7	70.0%
EMEA	14.6	20.0	5.4	37.0%
Asia and Oceania	0.4	0.7	0.3	62.5%
Eligard	4.4	4.4	-0.0	-0.1%
EMEA	4.4	4.4	-0.0	-0.6%
Asia and Oceania	0.0	0.1	0.0	59.5%
Vesicare	35.4	30.4	-5.0	-14.0%
Japan	6.8	7.0	0.1	1.7%
Americas	17.1	13.6	-3.5	-20.5%
EMEA	10.2	8.7	-1.5	-14.8%
Asia and Oceania	1.2	1.2	-0.0	-3.3%
Betanis/Myrbetriq/BETMIGA	18.1	23.6	5.5	30.1%
Japan	4.9	6.4	1.6	32.5%
Americas	9.8	12.9	3.1	31.4%
EMEA	3.3	3.5	0.2	6.4%
Asia and Oceania	0.1	0.7	0.6	606.9%
Harnal/Omnice	14.2	12.1	-2.1	-14.6%
Sales by Astellas	13.3	11.5	-1.8	-13.3%
Japan	3.4	2.6	-0.9	-25.1%
EMEA	4.7	3.7	-1.1	-22.5%
Asia and Oceania	5.0	5.2	0.2	3.3%
Bulk and Royalties	0.9	0.6	-0.3	-34.4%
Prograf	50.4	49.4	-1.0	-1.9%
Sales by Astellas	49.9	48.7	-1.2	-2.4%
Japan (Including Graceptor)	12.7	12.9	0.2	1.4%
Americas	8.4	7.7	-0.7	-8.4%
EMEA	19.6	19.0	-0.6	-2.8%
Advagraf	7.5	7.9	0.4	5.1%
Asia and Oceania	9.2	9.0	-0.1	-1.3%
Exports to third parties	0.5	0.8	0.2	45.6%
Funguard/MYCAMINE	10.3	10.0	-0.3	-2.5%
Japan	2.9	2.7	-0.2	-7.0%
Americas	3.3	3.1	-0.2	-4.9%
EMEA	2.8	2.8	-0.1	-2.8%
Asia and Oceania	1.3	1.5	0.2	14.9%

Forecasts	Change from FY15
FY16 Full Year	Change (%)
295.9	17.4%
163.7	10.3%
132.2	27.5%
25.7	-2.0%
6.1	36.3%
95.9	35.8%
4.5	88.2%
17.6	0.1%
17.3	-0.7%
0.3	67.7%
119.1	-12.2%
27.2	2.7%
53.7	-15.7%
32.4	-18.7%
5.4	2.8%
100.4	22.8%
27.4	29.0%
51.9	13.7%
18.3	36.4%
2.8	94.5%
46.4	-13.1%
44.2	-12.3%
9.4	-25.7%
13.7	-11.5%
20.5	-4.6%
2.2	-26.8%
187.9	-7.7%
185.4	-7.6%
47.8	-3.9%
26.9	-22.3%
73.6	-5.5%
37.1	-3.5%
2.5	-13.1%
40.4	-3.0%
11.5	-1.7%
11.8	-9.8%
11.2	-0.4%
6.0	4.7%

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

- EMEA: Europe, the Middle East and Africa

2) Sales of products in Japan

Unit: B¥

<Global products>	FY15	FY16	Change	Change (%)
	APR. - JUN.	APR. - JUN.		
XTANDI	6.8	6.1	-0.7	-10.7%
Vesicare	6.8	7.0	0.1	1.7%
Betanis	4.9	6.4	1.6	32.5%
Harnal	3.4	2.6	-0.9	-25.1%
Prograf (Including Graceptor)	12.7	12.9	0.2	1.4%
Funguard	2.9	2.7	-0.2	-7.0%
<Local products in Japan>				
Micardis [Family]	24.8	24.7	-0.1	-0.4%
Micombi	2.7	2.5	-0.1	-4.8%
Micamlo	6.5	6.8	0.3	5.2%
Celecox	11.8	12.4	0.6	4.9%
Symbicort	9.0	9.8	0.8	9.3%
Bonoteo	3.7	3.6	-0.0	-0.8%
Geninax	2.8	2.5	-0.3	-12.5%
Vaccines	6.6	3.8	-2.8	-42.4%
Argamate	1.5	1.5	-0.0	-0.4%
Kiklin	0.4	0.4	-0.0	-1.6%
Gonax	0.9	1.1	0.1	14.7%
Cimzia	1.6	1.9	0.3	20.8%
Suglat	2.0	2.3	0.3	14.9%
Lipitor	8.3	6.4	-1.9	-22.8%
Myslee	4.7	3.9	-0.7	-15.8%
Gaster	3.9	3.0	-1.0	-24.6%
Seroquel	3.0	2.2	-0.7	-25.3%
Total Rx Sales In Japanese market	122.2	114.8	-7.5	-6.1%

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

Forecasts		Change from FY15
FY16 Full Year	Change (%)	
25.7	-2.0%	
27.2	2.7%	
27.4	29.0%	
9.4	-25.7%	
47.8	-3.9%	
11.5	-1.7%	
90.8	-6.5%	
50.4	8.2%	
41.1	9.9%	
15.1	7.1%	
10.2	-6.1%	
25.9	-37.1%	
6.1	-1.4%	
2.0	28.7%	
4.6	17.6%	
9.6	47.1%	
12.5	71.1%	
22.4	-27.4%	
14.6	-18.5%	
10.5	-28.3%	
7.2	-31.3%	
456.6	-5.5%	

3) Sales of products in Americas and EMEA

Unit: B¥

	FY15	FY16	Change	Change (%)
	APR. - JUN.	APR. - JUN.		
Tarceva	13.1	9.4	-3.7	-28.4%
(US)	9.7	6.8	-2.9	-30.2%
(ex-US)	3.4	2.6	-0.8	-23.3%
Scan* (Americas)	20.8	19.3	-1.5	-7.3%
AmBisome (Americas)	2.8	2.4	-0.4	-12.9%
CRESEMBA (Americas)	0.3	1.3	1.0	346.4%
Qutenza (EMEA)	0.5	0.6	0.1	10.3%
DIFICLIR (EMEA)	0.6	0.6	-0.0	-6.9%

\* Adenoscan + Lexiscan

- EMEA: Europe, the Middle East and Africa

Forecasts		Change from FY15
FY16 Full Year	Change (%)	
70.1	-8.0%	
9.8	-10.3%	
5.0	91.5%	

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

Americas	FY15 APR. - JUN.	FY16 APR. - JUN.	Change	Change (%)
Sales	946	995	49	5.2%
XTANDI	307	347	40	12.9%
US	298	330	32	10.7%
Americas (ex-US)	9	16	8	90.8%
Tarceva	108	87	-21	-19.6%
US	80	63	-17	-21.6%
ex-US	28	24	-4	-13.9%
VESicare	141	126	-15	-10.7%
Myrbetriq	81	119	38	47.5%
Prograf	69	71	2	2.8%
Scan*	171	178	7	4.0%
MYCAMINE	27	29	2	6.7%
AmBisome	23	23	-1	-2.2%
CRESEMBA	2	12	9	400.9%

Forecasts	Change from FY15
FY16 Full Year	Change (%)
4,011	5.9%
1,544	21.3%
1,488	20.5%
56	48.9%
488	-8.0%
472	24.2%
245	-15.1%
637	0.4%
107	-1.5%
89	-2.1%
45	109.1%

\* Adenoscan + Lexiscan

Unit: M€

EMEA	FY15 APR. - JUN.	FY16 APR. - JUN.	Change	Change (%)
Sales	609	699	90	14.8%
XTANDI	109	164	55	50.6%
Eligard	33	36	3	9.3%
Vesicare	76	71	-5	-6.3%
BETMIGA	25	29	4	16.9%
Omnice	42	35	-7	-16.9%
Sales by Astellas	35	30	-5	-14.8%
Bulk and Royalties	7	5	-2	-27.8%
Prograf	150	162	12	8.2%
Sales by Astellas	146	156	10	6.8%
Advagraf	56	65	9	15.6%
Exports to third parties	4	6	2	59.8%
MYCAMINE	21	23	1	6.9%
Qutenza	4	5	1	21.3%
DIFICLIR	5	5	0	2.4%

Forecasts	Change from FY15
FY16 Full Year	Change (%)
2,717	9.4%
767	44.0%
138	5.4%
259	-13.7%
146	44.7%
127	-8.8%
109	-6.1%
18	-22.3%
609	-0.1%
589	0.2%
20	-7.9%
90	5.7%

- EMEA: Europe, the Middle East and Africa



## 8.Consolidated statements of financial position

Unit: B¥

	31-Mar-16	30-Jun-16	
	Amount	Amount	Change
<b>Assets</b>	<b>1,799.3</b>	<b>1,693.6</b>	<b>-105.7</b>
<b>Non-current assets</b>	<b>901.8</b>	<b>854.7</b>	<b>-47.1</b>
Property, plant and equipment	201.0	192.1	-8.8
Goodwill	152.9	139.7	-13.3
Other intangible assets	335.7	319.6	-16.1
Trade and other receivables	24.1	26.6	2.5
Investments in associates and joint ventures	2.4	1.8	-0.6
Deferred tax assets	81.5	80.0	-1.5
Other financial assets	89.4	81.6	-7.8
Other non-current assets	14.8	13.3	-1.5
<b>Current assets</b>	<b>897.5</b>	<b>838.9</b>	<b>-58.6</b>
Inventories	161.7	158.2	-3.5
Trade and other receivables	327.6	336.1	8.5
Income tax receivable	16.4	3.3	-13.1
Other financial assets	14.4	12.7	-1.7
Other current assets	17.2	16.6	-0.6
Cash and cash equivalents	360.0	312.0	-48.0
Assets held for sale	0.2	-	-0.2

- Due to the adjustments of the provisional fair value for the acquisition of Ocata Therapeutics, Inc. (The company name was changed to Astellas Institute for Regenerative Medicine in May 2016.), consolidated statement of financial position as of 31 March, 2016 was retrospectively revised. For the details, refer to Financial Results P.18

Unit: B¥

	31-Mar-16	30-Jun-16	
	Amount	Amount	Change
<b>Equity and Liabilities</b>	<b>1,799.3</b>	<b>1,693.6</b>	<b>-105.7</b>
<b>Equity</b>	<b>1,259.2</b>	<b>1,190.5</b>	<b>-68.7</b>
<b>Equity attributable to owners of the parent</b>	<b>1,259.2</b>	<b>1,190.5</b>	<b>-68.7</b>
Share capital	103.0	103.0	-
Capital surplus	176.9	176.9	0.0
Treasury shares	-157.1	-47.4	109.7
Retained earnings	973.1	893.8	-79.2
Other components of equity	163.4	64.2	-99.2
<b>Liabilities</b>	<b>540.1</b>	<b>503.1</b>	<b>-37.0</b>
<b>Non-current liabilities</b>	<b>126.8</b>	<b>106.5</b>	<b>-20.2</b>
Trade and other payables	1.6	1.2	-0.4
Retirement benefit liabilities	39.8	39.3	-0.5
Provisions	7.1	8.5	1.4
Other financial liabilities	0.7	0.8	0.1
Other non-current liabilities	77.6	56.8	-20.8
<b>Current liabilities</b>	<b>413.4</b>	<b>396.6</b>	<b>-16.8</b>
Trade and other payables	181.6	158.8	-22.8
Income tax payable	19.3	9.1	-10.2
Provisions	89.9	81.1	-8.8
Other financial liabilities	1.5	36.5	35.0
Other current liabilities	121.1	111.1	-10.0