

Supplementary Documents [IFRS]

Financial results for the first three months of the fiscal year 2020 (FY2020)

Astellas Pharma Inc.

- Q1/FY2020 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¥ | | | |
|---|-------------|-------------|--------|--------|-----------|-------------------|-------------------|-------------|
| | FY19 | FY20 | Change | Change | FY19 | Initial Forecasts | Revised Forecasts | Change from |
| | APR. - JUN. | APR. - JUN. | | (%) | Full Year | FY20 | FY20 | FY19 |
| | | | | | | Full Year | Full Year | (%) |
| Revenue | 334.1 | 307.0 | -27.2 | -8.1% | 1,300.8 | 1,282.0 | 1,256.5 | -3.4% |
| Cost of sales | 70.5 | 59.7 | -10.9 | -15.4% | 276.7 | | | |
| Ratio to Revenue | 21.1% | 19.4% | | | 21.3% | | | |
| Gross profit | 263.6 | 247.3 | -16.3 | -6.2% | 1,024.1 | | | |
| SG&A expenses | 117.5 | 120.8 | 3.3 | 2.8% | 499.3 | | | |
| Ratio to Revenue | 35.2% | 39.3% | | | 38.4% | | | |
| Advertising and Sales Promotion | 41.3 | 42.0 | 0.7 | 1.8% | 172.4 | | | |
| Personnel expenses | 43.6 | 45.7 | 2.1 | 4.8% | 179.8 | | | |
| Other | 32.6 | 33.1 | 0.5 | 1.5% | 147.0 | | | |
| R&D expenses | 53.5 | 57.3 | 3.8 | 7.1% | 224.2 | 239.0 | 233.5 | 4.1% |
| Ratio to Revenue | 16.0% | 18.7% | | | 17.2% | 18.6% | 18.6% | |
| Amortisation of intangible assets | 7.2 | 5.9 | -1.3 | -18.4% | 21.2 | | | |
| Share of profit (loss) of investments accounted for using equity method | -0.7 | -0.0 | 0.7 | - | -1.7 | | | |
| Other income | 4.5 | 2.2 | -2.3 | -50.4% | 12.2 | | | |
| Net foreign exchange gains | 0.5 | 1.1 | 0.7 | 131.6% | - | | | |
| Other expenses | 12.2 | 4.8 | -7.4 | -60.6% | 45.9 | | | |
| Impairment losses | - | 3.3 | 3.3 | - | 13.8 | | | |
| Fair value remeasurements on contingent consideration | 11.4 | 0.2 | -11.2 | -98.5% | 11.2 | | | |
| Operating profit | 77.1 | 60.8 | -16.3 | -21.1% | 244.0 | 252.0 | 246.5 | 1.0% |
| Ratio to Revenue | 23.1% | 19.8% | | | 18.8% | 19.7% | 19.6% | |
| Finance income | 0.8 | 0.4 | -0.4 | -50.5% | 4.4 | | | |
| Finance expenses | 1.3 | 1.0 | -0.4 | -27.8% | 3.0 | | | |
| Profit before tax | 76.5 | 60.2 | -16.3 | -21.3% | 245.4 | 251.0 | 245.5 | 0.1% |
| Ratio to Revenue | 22.9% | 19.6% | | | 18.9% | 19.6% | 19.5% | |
| Income tax expense | 18.0 | 9.8 | -8.2 | -45.4% | 49.9 | | | |
| Profit | 58.5 | 50.4 | -8.1 | -13.9% | 195.4 | 202.0 | 197.5 | 1.1% |
| Ratio to Revenue | 17.5% | 16.4% | | | 15.0% | 15.8% | 15.7% | |
| Comprehensive income | 27.0 | 55.4 | 28.4 | 104.9% | 156.7 | | | |

2. Consolidated Results (Core Basis)

| | Unit: B¥ | | | | FY19 Full Year | Initial Forecasts FY20 Full Year | Revised Forecasts FY20 Full Year | Change from FY19 Change (%) |
|---|---------------------|---------------------|--------|---------------|-------------------|--|--|--------------------------------------|
| | FY19 APR. - JUN. | FY20 APR. - JUN. | Change | Change (%) | | | | |
| Revenue | 334.1 | 307.0 | -27.2 | -8.1% | 1,300.8 | 1,282.0 | 1,256.5 | -3.4% |
| Cost of sales | 70.5 | 59.7 | -10.9 | -15.4% | 276.7 | | | |
| Ratio to Revenue | 21.1% | 19.4% | | | 21.3% | | | |
| Gross profit | 263.6 | 247.3 | -16.3 | -6.2% | 1,024.1 | | | |
| SG&A expenses | 117.5 | 120.8 | 3.3 | 2.8% | 499.3 | | | |
| Ratio to Revenue | 35.2% | 39.3% | | | 38.4% | | | |
| Advertising and Sales Promotion | 41.3 | 42.0 | 0.7 | 1.8% | 172.4 | | | |
| Personnel expenses | 43.6 | 45.7 | 2.1 | 4.8% | 179.8 | | | |
| Other | 32.6 | 33.1 | 0.5 | 1.5% | 147.0 | | | |
| R&D expenses | 53.5 | 57.3 | 3.8 | 7.1% | 224.2 | 239.0 | 233.5 | 4.1% |
| Ratio to Revenue | 16.0% | 18.7% | | | 17.2% | 18.6% | 18.6% | |
| Amortisation of intangible assets | 7.2 | 5.9 | -1.3 | -18.4% | 21.2 | | | |
| Share of profit (loss) of investments accounted for using equity method | -0.7 | -0.0 | 0.7 | - | -1.7 | | | |
| Operating profit | 84.7 | 63.4 | -21.4 | -25.2% | 277.8 | 257.0 | 251.0 | -9.6% |
| Ratio to Revenue | 25.4% | 20.6% | | | 21.4% | 20.0% | 20.0% | |
| Finance income | 0.8 | 0.4 | -0.4 | -50.5% | 4.4 | | | |
| Finance expenses | 1.3 | 1.0 | -0.4 | -27.8% | 3.0 | | | |
| Profit before tax | 84.2 | 62.8 | -21.4 | -25.4% | 279.1 | | | |
| Ratio to Revenue | 25.2% | 20.5% | | | 21.5% | | | |
| Income tax expense | 17.1 | 10.8 | -6.3 | -36.7% | 55.9 | | | |
| Profit | 67.1 | 52.0 | -15.1 | -22.5% | 223.2 | 206.0 | 200.5 | -10.2% |
| Ratio to Revenue | 20.1% | 16.9% | | | 17.2% | 16.1% | 16.0% | |

3. Exchange Rate

| | Unit: yen | | | | FY19 Full Year | Initial Forecasts FY20 Full Year | Revised Forecasts FY20 Full Year |
|---------|-------------------------|-------------------------|-------------|----------------|-------------------|--|--|
| | FY19 APR. - JUN.Ave. | FY20 APR. - JUN.Ave. | FY19 End | FY20 Q1 End | | | |
| USD/Yen | 110 | 108 | 109 | 108 | 109 | 110 | 109 |
| EUR/Yen | 123 | 118 | 120 | 121 | 121 | 120 | 120 |

* Fx impacts: Revenue -7.1 billion yen and Core operating profit -5.8 billion yen

* Fx impact on elimination of unrealized gain: COGs ratio +1.1ppt

4. Reconciliation of Full Basis to Core Basis

Unit: B¥

| | FY19 APR. - JUN. | | | FY20 APR. - JUN. | | |
|---|---------------------|------------|--------------|---------------------|------------|--------------|
| | Full basis | Adjustment | Core basis | Full basis | Adjustment | Core basis |
| Revenue | 334.1 | - | 334.1 | 307.0 | - | 307.0 |
| Cost of sales | 70.5 | - | 70.5 | 59.7 | - | 59.7 |
| Gross profit | 263.6 | - | 263.6 | 247.3 | - | 247.3 |
| SG&A expenses | 117.5 | - | 117.5 | 120.8 | - | 120.8 |
| R&D expenses | 53.5 | - | 53.5 | 57.3 | - | 57.3 |
| Amortisation of intangible assets | 7.2 | - | 7.2 | 5.9 | - | 5.9 |
| Share of profit (loss) of investments accounted for using equity method | -0.7 | - | -0.7 | -0.0 | - | -0.0 |
| Other income * | 4.5 | -4.5 | - | 2.2 | -2.2 | - |
| Other expenses * | 12.2 | -12.2 | - | 4.8 | -4.8 | - |
| Operating profit | 77.1 | 7.7 | 84.7 | 60.8 | 2.6 | 63.4 |
| Finance income | 0.8 | - | 0.8 | 0.4 | - | 0.4 |
| Finance expenses | 1.3 | - | 1.3 | 1.0 | - | 1.0 |
| Profit before tax | 76.5 | 7.7 | 84.2 | 60.2 | 2.6 | 62.8 |
| Income tax expense | 18.0 | -0.9 | 17.1 | 9.8 | 1.0 | 10.8 |
| Profit | 58.5 | 8.6 | 67.1 | 50.4 | 1.6 | 52.0 |

* "Other income" and "Other expenses" are excluded from Full basis results.

"Other income" and "Other expenses" include gain/loss on sale and disposal of property, plant and equipment, impairment losses, restructuring costs, litigation costs and foreign exchange gains/losses, etc.

5. Revenue by Region

| | | Unit: B¥ | | | | Change from FY19 | | | |
|---------|--------------------|---------------------|---------------------|--------|---------------|-------------------|--|--|---------------|
| | | FY19 APR. - JUN. | FY20 APR. - JUN. | Change | Change (%) | FY19 Full Year | Initial Forecasts FY20 Full Year | Revised Forecasts FY20 Full Year | Change (%) |
| Revenue | | 334.1 | 307.0 | -27.2 | -8.1% | 1,300.8 | 33.3 | | |
| | Japan | 98.5 | 77.8 | -20.7 | -21.0% | 345.4 | 289.1 | 1,256.5 | -3.4% |
| | Ratio to Revenue | 29.5% | 25.3% | | | 26.6% | 22.6% | 22.4% | -18.4% |
| | United States | 105.3 | 117.2 | 11.9 | 11.3% | 443.5 | 490.9 | 486.4 | 9.7% |
| | Ratio to Revenue | 31.5% | 38.2% | | | 34.1% | 38.3% | 38.7% | |
| | Established Market | 75.8 | 64.0 | -11.7 | -15.5% | 296.1 | 299.0 | 287.5 | -2.9% |
| | Ratio to Revenue | 22.7% | 20.9% | | | 22.8% | 23.3% | 22.9% | |
| | Greater China | 14.7 | 14.2 | -0.5 | -3.4% | 60.4 | 67.6 | 67.2 | 11.4% |
| | Ratio to Revenue | 4.4% | 4.6% | | | 4.6% | 5.3% | 5.4% | |
| | International | 34.2 | 30.2 | -4.0 | -11.8% | 134.8 | 120.1 | 117.1 | -13.1% |
| | Ratio to Revenue | 10.2% | 9.8% | | | 10.4% | 9.4% | 9.3% | |
| | Others | 5.6 | 3.6 | -2.0 | -36.4% | 20.7 | 15.3 | 16.5 | -20.5% |
| | Ratio to Revenue | 1.7% | 1.2% | | | 1.6% | 1.2% | 1.3% | |

- Established Market: Europe, Canada, Australia

- Greater China: China, Hong Kong, Taiwan

- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

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

| | | Unit: B¥ | | | | Change from FY19 | | | |
|--|--------------|---------------------|---------------------|--------|---------------|-------------------|--|--|---------------|
| | | FY19 APR. - JUN. | FY20 APR. - JUN. | Change | Change (%) | FY19 Full Year | Initial Forecasts FY20 Full Year | Revised Forecasts FY20 Full Year | Change (%) |
| Addition to Property, Plant and Equipment | | | | | | | | | |
| | Consolidated | 12.6 | 7.1 | -5.5 | -43.8% | 41.8 | 29.0 | 29.0 | -30.6% |
| Depreciation (PP&E) | | | | | | | | | |
| | Consolidated | 8.0 | 10.0 | 2.0 | 24.5% | 37.5 | 41.0 | 41.0 | 9.3% |
| Amortisation of Intangible Assets (incl. software, etc.) | | | | | | | | | |
| | Consolidated | 9.0 | 8.0 | -1.0 | -10.9% | 28.9 | 30.0 | 30.0 | 3.9% |

- Addition to Property, Plant and Equipment does not include right-of-use asset.

7. Sales of major products

1) Global

| | | Unit: B¥ | | | | Unit: B¥ | | | |
|----------------------------|--------------------|-------------|-------------|--------|--------|-----------|-------------------|-------------------|-------------|
| | | FY19 | FY20 | Change | Change | FY19 | Initial Forecasts | Revised Forecasts | Change from |
| | | APR. - JUN. | APR. - JUN. | | (%) | Full Year | FY20 | FY20 | FY19 |
| | | | | | | | Full Year | Full Year | (%) |
| XTANDI | | 96.0 | 112.0 | 16.0 | 16.6% | 400.0 | 459.3 | 464.6 | 16.1% |
| | United States | 46.9 | 62.7 | 15.8 | 33.7% | 203.5 | 238.3 | 249.5 | 22.6% |
| | ex-US | 49.1 | 49.3 | 0.2 | 0.3% | 196.5 | 221.0 | 215.1 | 9.5% |
| | Japan | 9.3 | 10.1 | 0.8 | 9.1% | 35.8 | 39.3 | 38.9 | 8.8% |
| | Established Market | 33.6 | 31.5 | -2.1 | -6.4% | 135.4 | 148.3 | 142.9 | 5.5% |
| | Greater China | 0.5 | 0.7 | 0.2 | 31.4% | 3.2 | 6.9 | 6.9 | 115.0% |
| | International | 5.7 | 6.9 | 1.3 | 22.7% | 22.1 | 26.5 | 26.4 | 19.5% |
| XOSPATA | | 2.5 | 5.6 | 3.2 | 128.3% | 14.3 | 23.2 | 23.1 | 61.9% |
| | Japan | 0.6 | 1.0 | 0.4 | 70.3% | 2.8 | 3.2 | 3.2 | 16.3% |
| | United States | 1.9 | 3.6 | 1.7 | 92.3% | 10.5 | 13.8 | 13.8 | 30.8% |
| | Established Market | - | 1.0 | 1.0 | - | 0.9 | 5.6 | 5.5 | 486.2% |
| PADCEV | | - | 3.0 | 3.0 | - | 1.8 | | 13.0 | 619.6% |
| | United States | - | 3.0 | 3.0 | - | 1.8 | | 13.0 | 619.6% |
| Betanis/Myrabetriq/BETMIGA | | 39.9 | 40.4 | 0.5 | 1.2% | 161.6 | 172.5 | 167.9 | 3.9% |
| | Japan | 9.4 | 8.4 | -1.0 | -10.5% | 34.3 | 34.9 | 34.2 | -0.5% |
| | United States | 21.3 | 22.9 | 1.6 | 7.7% | 89.2 | 93.0 | 90.8 | 1.7% |
| | Established Market | 6.8 | 6.6 | -0.2 | -2.3% | 28.2 | 31.4 | 30.5 | 8.4% |
| | Greater China | 0.4 | 0.4 | 0.0 | 12.3% | 1.4 | 3.1 | 3.1 | 125.0% |
| | International | 2.1 | 2.0 | -0.1 | -2.5% | 8.4 | 10.1 | 9.3 | 10.6% |
| Vesicare | | 13.6 | 7.7 | -5.8 | -43.0% | 44.7 | 32.4 | 30.0 | -32.9% |
| | Japan | 5.7 | 4.9 | -0.8 | -13.8% | 20.2 | 17.2 | 17.1 | -15.4% |
| | United States | 0.2 | 0.4 | 0.2 | 85.7% | 5.4 | 3.1 | 2.2 | -59.0% |
| | Established Market | 6.1 | 1.3 | -4.8 | -79.2% | 13.1 | 6.5 | 5.2 | -60.3% |
| | Greater China | 0.5 | 0.2 | -0.3 | -52.9% | 1.8 | 1.2 | 1.2 | -34.7% |
| | International | 1.1 | 0.9 | -0.2 | -14.3% | 4.2 | 4.5 | 4.3 | 3.1% |
| Prograf | | 50.4 | 45.3 | -5.1 | -10.2% | 192.9 | 186.3 | 182.0 | -5.7% |
| | Japan | 12.2 | 11.1 | -1.1 | -9.1% | 44.3 | 41.1 | 40.5 | -8.7% |
| | United States | 3.2 | 3.6 | 0.3 | 10.1% | 13.2 | 12.2 | 12.1 | -8.2% |
| | Established Market | 17.7 | 13.8 | -3.9 | -21.9% | 71.5 | 65.3 | 62.6 | -12.4% |
| | Greater China | 7.7 | 7.8 | 0.1 | 1.3% | 32.2 | 35.4 | 35.1 | 9.2% |
| | International | 9.6 | 9.0 | -0.6 | -6.0% | 31.7 | 32.4 | 31.6 | -0.4% |
| Harnal/Omnic | | 10.9 | 10.6 | -0.3 | -3.1% | 42.7 | 40.5 | 39.1 | -8.3% |
| Funguard/MYCAMINE | | 9.0 | 7.1 | -1.9 | -21.6% | 35.2 | 25.1 | 23.1 | -34.4% |
| Eligard | | 3.6 | 3.1 | -0.6 | -16.0% | 14.2 | 12.9 | 12.3 | -13.3% |

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

- EM(Established Market): Europe, Canada, Australia

- Greater China: China, Hong Kong, Taiwan

- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

2) Revenue by region

(1) Japan

| | Unit: B¥ | | | |
|-----------------------------------|---------------------|---------------------|--------|---------------|
| | FY19 APR. - JUN. | FY20 APR. - JUN. | Change | Change (%) |
| <Global> | | | | |
| XTANDI | 9.3 | 10.1 | 0.8 | 9.1% |
| XOSPATA | 0.6 | 1.0 | 0.4 | 70.3% |
| Betanis | 9.4 | 8.4 | -1.0 | -10.5% |
| Vesicare | 5.7 | 4.9 | -0.8 | -13.8% |
| Prograf (Including Gracaptor) | 12.2 | 11.1 | -1.1 | -9.1% |
| Harnal | 1.2 | 0.8 | -0.4 | -30.5% |
| Funguard | 2.0 | 1.5 | -0.5 | -24.5% |
| <Main products> | | | | |
| Suglat [Family] | 6.0 | 7.1 | 1.1 | 18.3% |
| Sujanu | 2.1 | 2.8 | 0.7 | 34.9% |
| Repatha | 0.8 | 1.2 | 0.4 | 52.5% |
| Linzess | 1.4 | 1.6 | 0.2 | 12.3% |
| BLINCYTO | 1.0 | 1.2 | 0.1 | 12.0% |
| EVENITY | 3.5 | 6.9 | 3.4 | 96.1% |
| Celecox | 13.1 | 11.6 | -1.6 | -11.9% |
| Symbicort | 11.0 | - | -11.0 | - |
| Geninax | 2.2 | 0.6 | -1.6 | -72.6% |
| Vaccines | 3.3 | 0.0 | -3.3 | -99.9% |
| Gonax | 1.3 | 1.6 | 0.3 | 23.2% |
| Cimzia | 2.4 | 2.5 | 0.1 | 4.4% |
| Micardis [Family] | 5.3 | - | -5.3 | - |
| Bonoteo | 1.8 | 1.1 | -0.7 | -40.4% |
| Lipitor | 3.7 | 2.9 | -0.8 | -21.2% |
| Myslee | 2.5 | 2.1 | -0.4 | -17.3% |
| Total Rx Sales In Japanese market | 97.9 | 76.9 | -21.0 | -21.5% |

| | Unit: B¥ | | |
|-------------------|-------------------|-------------------|---------------------|
| | Initial Forecasts | Revised Forecasts | Change from FY19 |
| | FY20 Full Year | FY20 Full Year | Change (%) |
| FY19 Full Year | 35.8 | 39.3 | 8.8% |
| | 2.8 | 3.2 | 16.3% |
| | 34.3 | 34.9 | -0.5% |
| | 20.2 | 17.2 | -15.4% |
| | 44.3 | 41.1 | -8.7% |
| | 4.1 | 2.6 | -36.2% |
| | 7.6 | 3.6 | -53.0% |
| | 23.9 | 32.3 | 26.7% |
| | 8.9 | 30.3 | |
| | 3.1 | | |
| | 5.6 | 6.6 | 19.4% |
| | 4.5 | | |
| | 23.6 | | |
| | 49.2 | 20.9 | -57.4% |
| | 14.1 | 20.9 | |
| | 7.7 | 7.1 | -35.6% |
| | 11.2 | 5.0 | -34.0% |
| | 5.1 | 7.4 | 8.0% |
| | 9.3 | 5.5 | 1.6% |
| | 17.7 | 9.4 | |
| | 6.0 | 3.2 | -46.3% |
| | 12.7 | 3.2 | -19.3% |
| | 9.0 | 10.0 | -20.3% |
| | 342.1 | 7.2 | -20.3% |
| | | 283.0 | -19.5% |
| | | 275.6 | |

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

(2) United States

Unit: M\$

| | FY19 APR. - JUN. | FY20 APR. - JUN. | Change | Change (%) |
|-----------|---------------------|---------------------|--------|---------------|
| Revenue | 958 | 1,089 | 131 | 13.6% |
| XTANDI | 427 | 583 | 156 | 36.5% |
| XOSPATA | 17 | 33 | 16 | 96.4% |
| PADCEV | - | 27 | 27 | - |
| Myrbetriq | 194 | 213 | 19 | 10.0% |
| VESicare | 2 | 4 | 2 | 89.6% |
| Prograf | 29 | 33 | 4 | 12.4% |
| MYCAMINE | 26 | 24 | -3 | -10.5% |
| AmBisome | 27 | 22 | -4 | -16.3% |
| CRESEMBA | 37 | 36 | -1 | -2.3% |
| Scan | 185 | 111 | -74 | -40.1% |
| Tarceva | 15 | 3 | -12 | -82.4% |

| | Initial Forecasts | Revised Forecasts | Change from FY19 |
|-------------------|-------------------|-------------------|---------------------|
| FY19 Full Year | FY20 Full Year | FY20 Full Year | Change (%) |
| 4,078 | 4,463 | 4,446 | 9.0% |
| 1,871 | 2,166 | 2,280 | 21.8% |
| 97 | 125 | 126 | 30.0% |
| 17 | | 119 | 615.2% |
| 821 | 845 | 830 | 1.1% |
| 50 | 28 | 20 | -59.3% |
| 122 | 111 | 111 | -8.7% |
| 106 | 78 | 62 | -41.8% |
| 116 | 118 | 106 | -8.7% |
| 155 | 167 | 155 | 0.0% |
| 694 | 708 | 626 | -9.8% |
| 30 | | | |

(3) Established Market

Unit: M€

| | FY19 APR. - JUN. | FY20 APR. - JUN. | Change | Change (%) |
|----------|---------------------|---------------------|--------|---------------|
| Revenue | 613 | 540 | -73 | -11.9% |
| XTANDI | 272 | 266 | -7 | -2.4% |
| XOSPATA | - | 9 | 9 | - |
| BETMIGA | 55 | 56 | 1 | 1.8% |
| Vesicare | 49 | 11 | -39 | -78.4% |
| Prograf | 143 | 117 | -27 | -18.5% |
| Omnice | 17 | 15 | -2 | -11.8% |
| MYCAMINE | 15 | 13 | -1 | -10.0% |
| Eligard | 25 | 21 | -3 | -13.3% |

| | FY20 Full Year | FY20 Full Year | Change (%) |
|-------------------|-------------------|-------------------|---------------|
| FY19 Full Year | 2,451 | 2,492 | -1.9% |
| | 1,121 | 1,236 | 6.6% |
| | 8 | 47 | 492.1% |
| | 233 | 262 | 9.4% |
| | 108 | 54 | -59.9% |
| | 592 | 544 | -11.5% |
| | 71 | 68 | -11.1% |
| | 56 | 40 | -27.9% |
| | 98 | 85 | -17.1% |

- Established Market: Europe, Canada, Australia

(4) Greater China

Unit: B¥

| | FY19 APR. - JUN. | FY20 APR. - JUN. | Change | Change (%) |
|----------|---------------------|---------------------|--------|---------------|
| Revenue | 14.7 | 14.2 | -0.5 | -3.4% |
| XTANDI | 0.5 | 0.7 | 0.2 | 31.4% |
| BETMIGA | 0.4 | 0.4 | 0.0 | 12.3% |
| Vesicare | 0.5 | 0.2 | -0.3 | -52.9% |
| Prograf | 7.7 | 7.8 | 0.1 | 1.3% |
| Harnal | 3.3 | 3.7 | 0.4 | 12.6% |
| MYCAMINE | 0.9 | 0.5 | -0.4 | -45.6% |
| Eligard | 0.1 | 0.1 | 0.0 | 16.8% |
| Feburic | 0.6 | 0.6 | -0.0 | -2.6% |

- Greater China: China, Hong Kong, Taiwan

| | Initial Forecasts | Revised Forecasts | Change from FY19 |
|-------------------|-------------------|-------------------|---------------------|
| FY19 Full Year | FY20 Full Year | FY20 Full Year | Change (%) |
| 60.4 | 67.6 | 67.2 | 11.4% |
| 3.2 | 6.9 | 6.9 | 115.0% |
| 1.4 | 3.1 | 3.1 | 125.0% |
| 1.8 | 1.2 | 1.2 | -34.7% |
| 32.2 | 35.4 | 35.1 | 9.2% |
| 13.1 | 11.4 | 11.4 | -13.1% |
| 3.8 | 3.7 | 3.7 | -2.4% |
| 0.3 | 0.4 | 0.4 | 19.3% |
| 2.5 | 4.0 | 3.9 | 56.0% |

(5) International

Unit: B¥

| | FY19 APR. - JUN. | FY20 APR. - JUN. | Change | Change (%) |
|----------|---------------------|---------------------|--------|---------------|
| Revenue | 34.2 | 30.2 | -4.0 | -11.8% |
| XTANDI | 5.7 | 6.9 | 1.3 | 22.7% |
| BETMIGA | 2.1 | 2.0 | -0.1 | -2.5% |
| Vesicare | 1.1 | 0.9 | -0.2 | -14.3% |
| Prograf | 9.6 | 9.0 | -0.6 | -6.0% |
| Harnal | 4.3 | 4.2 | -0.1 | -1.4% |
| MYCAMINE | 1.4 | 1.0 | -0.4 | -31.2% |

- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

| | Initial Forecasts | Revised Forecasts | Change from FY19 |
|-------------------|-------------------|-------------------|---------------------|
| FY19 Full Year | FY20 Full Year | FY20 Full Year | Change (%) |
| 134.8 | 120.1 | 117.1 | -13.1% |
| 22.1 | 26.5 | 26.4 | 19.5% |
| 8.4 | 10.1 | 9.3 | 10.6% |
| 4.2 | 4.5 | 4.3 | 3.1% |
| 31.7 | 32.4 | 31.6 | -0.4% |
| 16.9 | 18.2 | 17.6 | 4.1% |
| 5.5 | 4.4 | 4.2 | -23.2% |

8. Consolidated statements of financial position

Unit: B¥

| | FY19 End | FY20 Q1 End | Change |
|---|----------------|----------------|--------------|
| Assets | 2,315.2 | 2,256.0 | -59.1 |
| Non-current assets | 1,447.7 | 1,460.1 | 12.4 |
| Property, plant and equipment | 268.6 | 267.1 | -1.5 |
| Goodwill | 278.3 | 276.9 | -1.4 |
| Intangible assets | 724.8 | 729.4 | 4.6 |
| Trade and other receivables | 34.0 | 34.0 | 0.0 |
| Investments accounted for using equity method | 4.7 | 4.9 | 0.2 |
| Deferred tax assets | 52.9 | 55.5 | 2.6 |
| Other financial assets | 74.3 | 82.0 | 7.7 |
| Other non-current assets | 10.2 | 10.3 | 0.1 |
| Current assets | 867.5 | 796.0 | -71.5 |
| Inventories | 151.0 | 155.1 | 4.1 |
| Trade and other receivables | 347.0 | 360.7 | 13.7 |
| Income tax receivable | 23.6 | 16.1 | -7.5 |
| Other financial assets | 9.5 | 4.6 | -4.9 |
| Other current assets | 18.0 | 19.6 | 1.5 |
| Cash and cash equivalents | 318.4 | 239.9 | -78.5 |

Unit: B¥

| | FY19 End | FY20 Q1 End | Change |
|--|----------------|----------------|---------------|
| Equity and Liabilities | 2,315.2 | 2,256.0 | -59.1 |
| Equity | 1,289.2 | 1,306.7 | 17.5 |
| Equity attributable to owners of the parent | 1,289.2 | 1,306.7 | 17.5 |
| Share capital | 103.0 | 103.0 | - |
| Capital surplus | 177.5 | 177.2 | -0.3 |
| Treasury shares | -7.2 | -7.4 | -0.2 |
| Retained earnings | 905.9 | 918.9 | 13.0 |
| Other components of equity | 110.0 | 115.0 | 5.0 |
| | | | |
| Liabilities | 1,026.0 | 949.4 | -76.7 |
| Non-current liabilities | 227.3 | 301.7 | 74.4 |
| Trade and other payables | 3.1 | 2.8 | -0.3 |
| Deferred tax liabilities | 24.7 | 20.8 | -3.9 |
| Retirement benefit liabilities | 38.1 | 38.6 | 0.5 |
| Provisions | 6.1 | 7.6 | 1.5 |
| Other financial liabilities | 129.3 | 208.3 | 79.0 |
| Other non-current liabilities | 26.0 | 23.6 | -2.4 |
| Current liabilities | 798.7 | 647.7 | -151.0 |
| Trade and other payables | 172.0 | 132.6 | -39.3 |
| Income tax payable | 4.0 | 12.1 | 8.1 |
| Provisions | 14.2 | 14.5 | 0.3 |
| Other financial liabilities | 345.7 | 235.7 | -110.0 |
| Other current liabilities | 262.8 | 252.7 | -10.1 |

In the first three months of FY2020, the consolidated statement of financial position as of March 31, 2020 was retroactively revised due to adjustments of fair value of assets acquired and liabilities assumed for Audentes Therapeutics, Inc., which was acquired in January 2020. For the details, refer to Note "Business Combinations" in Financial Results.

R&D Pipeline

The list shows the development status in the target diseases for which we aim to obtain approval in Japan, the United States, Europe and/or China.

As of Aug 2020

Underlined items indicate changes from the previous announcement on May 2020.

Key post-POC projects and projects to maximize their VALUE (1/2)

| Therapeutic Area | Generic Name Code No. (Brand Name) | Modality / Technology | Classification | Target Disease | Phase * | Licensor ** | Remarks |
|------------------|---|-------------------------------|---------------------------------------|--|--|--|---------|
| Oncology | enzalutamide MDV3100 (XTANDI®) | Small molecule | Androgen receptor inhibitor | Non-metastatic castration-resistant prostate cancer | China Filed (Oct 2019) | Pfizer | |
| | | | | Metastatic castration-sensitive prostate cancer | <u>Japan Approved (May 2020)</u> Europe Filed (Jul 2019) China P-III | | |
| | | | | Non-metastatic castration-sensitive prostate cancer | P-III | | |
| Oncology | gilteritinib ASP2215 (XOSPATA®) | Small molecule | FLT3 inhibitor | Relapsed or refractory acute myeloid leukemia | China Filed (Mar 2020) | In-house | |
| | | | | Post-chemotherapy maintenance acute myeloid leukemia | P-III | | |
| | | | | Post-hematopoietic stem cell transplant maintenance acute myeloid leukemia | P-III | | |
| | | | | Newly diagnosed acute myeloid leukemia with low intensity induction of chemotherapy | P-III | | |
| | | | | Newly diagnosed acute myeloid leukemia with high intensity induction of chemotherapy | P-III | | |
| | | | | Acute myeloid leukemia in pediatric patients | <u>P-III</u> | | |
| Oncology | enfortumab vedotin ASG-22ME (PADCEV®) | Antibody-drug conjugate (ADC) | Nectin-4 targeted ADC | Metastatic urothelial cancer, PD-1/PD-L1 inhibitor and platinum-containing chemotherapy pretreated | P-III | In-house [Co-development with Seattle Genetics] | |
| | | | | Metastatic urothelial cancer, previously untreated (first line; combo with pembrolizumab) | P-III | | |
| | | | | Metastatic urothelial cancer, PD-1/PD-L1 inhibitor pretreated | P-II | | |
| | | | | Other solid tumors | P-II | | |
| Oncology | zolbetuximab IMAB362 | Antibody | Anti-Claudin 18.2 monoclonal antibody | Gastric and gastroesophageal junction adenocarcinoma | P-III | In-house (Ganymed) | |
| | | | | Pancreatic adenocarcinoma | P-II | | |

Key post-POC projects and projects to maximize their VALUE (2/2)

| Therapeutic Area | Generic Name Code No. (Brand Name) | Modality / Technology | Classification | Target Disease | Phase * | Licensor ** | Remarks |
|------------------------|--|-----------------------|-------------------------|---|---|------------------|--|
| Urology and Nephrology | roxadustat ASP1517/FG-4592 | Small molecule | HIF-PH inhibitor | Anemia associated with chronic kidney disease in patients on dialysis | Europe Filed (Apr 2020) | FibroGen | Astellas has rights in Japan, Europe, the Commonwealth of Independent States, the Middle East, and South Africa. |
| | | | | Anemia associated with chronic kidney disease in patients not on dialysis | Japan Filed (Jan 2020) Europe Filed (Apr 2020) | | |
| | | | | Chemotherapy-induced anemia | P-II | | |
| Others | fezolinetant ESN364 | Small molecule | NK3 receptor antagonist | Menopause-related vasomotor symptoms | P-III | In-house (Ogeda) | |

* Compounds are developed globally unless noted. The list shows the most advanced stage if the stages are different depending on the region. The list specifies the area if the compound is developed in limited areas.

** Compounds with "In-house" in this column include ones discovered by collaborative research.

Updates from the previous announcement (May 2020):

enzalutamide (MDV3100): Approved in Japan for prostate cancer with distant metastasis in May 2020.

roxadustat (ASP1517/FG-4592): Filed in Europe for anemia in adult patients with chronic kidney disease in Apr 2020.

gilteritinib (ASP2215): Initiated a new Phase 3 study for acute myeloid leukemia in pediatric patients.

Projects with Focus Area approach (1/2)

| Target (Biology) | Generic Name Code No. (Brand Name) | Modality / Technology | Therapeutic Area | Classification | Target Disease | Phase * | Licensor ** | Remarks |
|--|------------------------------------|---|------------------|---|---|---------|--|--------------------------------------|
| Immuno-oncology | ASP8374/PTZ-201 | Antibody | Oncology | Anti-TIGIT antibody | Cancer | P-I | In-house (Potenza Therapeutics) | |
| | ASP1948/PTZ-329 | Antibody | Oncology | Anti-NRP1 antibody | Cancer | P-I | In-house (Potenza Therapeutics) | |
| | ASP1951/PTZ-522 | Antibody | Oncology | GITR agonistic antibody | Cancer | P-I | In-house (Potenza Therapeutics) | |
| | ASP9801 | Oncolytic virus | Oncology | Oncolytic virus carrying IL-7 and IL-12 | Cancer | P-I | Tottori University [Discovered through collaborative research] | |
| | ASP7517 | Cell therapy (artificial adjuvant vector cells) | Oncology | WT1 loaded artificial adjuvant vector cell | Cancer | P-I | RIKEN [Discovered through collaborative research] | |
| Regeneration | ASP7317 | Cell therapy | Ophthalmology | Retinal pigment epithelium cells | Dry age-related macular degeneration, Stargardt disease | P-II | In-house (Astellas Institute for Regenerative Medicine) | |
| | FX-322 | Small molecule | Otology | Inner ear progenitor cell activator (combination of GSK-3 inhibitor and HDAC inhibitor) | Sensorineural hearing loss | P-II | Frequency Therapeutics | Astellas has rights in Ex-US markets |
| | ASP0598 | Recombinant protein | Otology | Recombinant human heparin-binding epidermal growth factor-like growth factor | Chronic tympanic membrane perforation | P-I | Auration Biotech | |
| Antigen-specific immunomodulation (ASIM) | ASP0892 | Next generation vaccine (LAMP-vax technology) | Immunology | | Peanut allergy | P-I | Immunomic Therapeutics | |
| | ASP2390 | New generation vaccine (LAMP-vax technology) | Immunology | | House dust mite-induced allergic rhinitis | P-I | Immunomic Therapeutics [Discovered through collaborative research] | |

Projects with Focus Area approach (2/2)

| Target (Biology) | Generic Name Code No. (Brand Name) | Modality / Technology | Therapeutic Area | Classification | Target Disease | Phase * | Licensor ** | Remarks |
|--------------------|------------------------------------|---|--------------------|--|------------------------------------|---------|-----------------------|---------|
| Mitochondria | ASP1128/MA-0217 | Small molecule | Nephrology | PPAR δ modulator | Acute kidney injury | P-II | In-house (Mitobridge) | |
| | ASP0367/MA-0211 | Small molecule | Muscle disease | | Duchenne muscular dystrophy | P-I | In-house (Mitobridge) | |
| Genetic regulation | resamirigene bilparovvec AT132 | Gene therapy (AAV-based gene therapy) | Muscle disease | MTM1 gene replacement to express myotubularin | X-linked myotubular myopathy | P-II | In-house (Audentes) | |
| | AT845 | Gene therapy (AAV-based gene therapy) | Muscle disease | GAA gene replacement to express GAA enzyme | Pompe disease | P-I | In-house (Audentes) | |
| Others | ASP3772 | Next generation vaccine (MAPS technology) | Infectious disease | Pneumococcal vaccine based on a multiple antigen-presenting system (MAPS) platform | Prevention of pneumococcal disease | P-II | Affinivax | |

* Compounds are developed globally unless noted. The list shows the most advanced stage if the stages are different depending on the region. The list specifies the area if the compound is developed in limited areas.

** Compounds with "In-house" in this column include ones discovered by collaborative research.

Others

| Therapeutic Area | Generic Name Code No. (Brand Name) | Modality / Technology | Classification | Target Disease | Phase * | Licensors ** | Remarks |
|------------------------|------------------------------------|-------------------------------|---|--|-------------------------------|--|---------|
| Oncology | ASP1650 | Antibody | Anti-Claudin 6 monoclonal antibody | Testicular cancer | P-II | In-house (Ganymed) | |
| | ASP1235/AGS62P1 | Antibody-drug conjugate (ADC) | | Acute myeloid leukemia | P-I | In-house [ADC technology, EuCODE license from Ambrx] | |
| Urology and Nephrology | solifenacin YM905 (VESicare LS) | Small molecule | Muscarine M ₃ receptor antagonist | Neurogenic detrusor overactivity in pediatric patients | US <u>Approved (May 2020)</u> | In-house | |
| | mirabegron YM178 | Small molecule | β ₃ receptor agonist | Overactive bladder and neurogenic detrusor overactivity in pediatric patients | P-III | In-house | |
| | ASP8302 | Small molecule | Muscarine M ₃ receptor positive allosteric modulator | Underactive bladder | P-II | In-house | |
| Immunology | peficitinib ASP015K | Small molecule | JAK inhibitor | Rheumatoid arthritis | China P-III | In-house | |
| | bleselumab ASKP1240 | Antibody | Anti-CD40 monoclonal antibody | Recurrence of focal segmental glomerulosclerosis in de novo kidney transplant recipients | P-II | Kyowa Kirin | |
| | ASP1617 | Small molecule | | Systemic lupus erythematosus | P-I | In-house | |
| Others | isavuconazole | Small molecule | Azole antifungal | Invasive aspergillosis and mucormycosis in pediatric patients | US P-II | Basilea | |
| | ASP8062 | Small molecule | GABA _B receptor positive allosteric modulator | Substance use disorders | P-I | In-house | |

* Compounds are developed globally unless noted. The list shows the most advanced stage if the stages are different depending on the region. The list specifies the area if the compound is developed in limited areas.

** Compounds with "In-house" in this column include ones discovered by collaborative research.

Update from the previous announcement (May 2020):

fidaxomicin: Removed the description of the approval in Europe for *clostridium difficile* infection in pediatric patients in Feb 2020.

solifenacin (YM905): Approved in US for neurogenic detrusor overactivity in pediatric patients aged 2 years and older in May 2020.

Rx+ Program

As of August 2020

Underlined item indicates changes from the previous announcement on May 2020

| Sphere (Business area) | Project | Concept | Status | Partner | Remarks |
|--|-----------------------------------|---|--|----------------------------|---------|
| Chronic disease progression prevention | Smartphone application | Offer smartphone application to support exercise using wearable device to people who needs regular exercise | Implementing medical and health research | BANDAI NAMCO Entertainment | |
| | <u>Fitness service (Fit-eNce)</u> | <u>Scientifically evidenced exercise programs and systems which support regular exercise</u> | <u>Preparing to begin sales through fitness clubs in limited regions</u> | | |
| | BlueStar | Digital therapeutics for adults with diabetes | <u>Under development</u> | Welldoc, Inc. | |
| Patient outcome maximization | ASP5354 | Precision surgery-guide enabling identification of ureter in hysterectomy and colorectal surgery etc. | P- II | | |

Update from the previous announcement (May 2020):

Fitness service (Fit-eNce) : Added as a new project