

# Supplementary Documents [IFRS]

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

## Astellas Pharma Inc.

- Q2/FY2017 Financial Results
  - Six months ended September 30, 2017
  - Three months ended September 30, 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.*

**[Six months ended September 30, 2017]**

1. Consolidated Results (Full Basis)

Unit: B¥

	Unit: B¥				FY16 Full Year	Initial Forecasts		Revised Forecasts		Change from FY16 (%)
	FY16 APR. - SEP.	FY17 APR. - SEP.	Change	Change (%)		FY17 Full Year	FY17 Full Year	Change (%)		
Sales	651.7	639.8	-11.9	-1.8%	1,311.7	1,279.0	1,297.0	-1.1%		
Cost of sales	146.2	148.8	2.6	1.8%	320.5					
Ratio to Sales	22.4%	23.3%			24.4%					
Gross profit	505.5	490.9	-14.5	-2.9%	991.2					
SG&A expenses	220.8	228.3	7.5	3.4%	470.8					
Ratio to Sales	33.9%	35.7%			35.9%					
Advertising and Sales Promotion	69.2	72.3	3.1	4.5%	144.1					
Personnel expenses	85.5	88.0	2.6	3.0%	177.0					
Other	66.2	68.0	1.8	2.7%	149.7					
R&D expenses	99.7	107.5	7.8	7.8%	208.1	218.0	218.0	4.7%		
Ratio to Sales	15.3%	16.8%			15.9%	17.0%	16.8%			
Amortisation of intangible assets	17.7	17.9	0.2	1.3%	35.8					
Share of profits/losses of associates and joint ventures	-0.8	-0.9	-0.1	-	-1.9					
Other income	0.4	10.0	9.6	-	9.6					
Fair value remeasurements on contingent consideration	-	9.5	9.5	-	-					
Other expense	9.8	50.3	40.5	414.4%	23.3					
Impairment losses	7.6	36.7	29.1	382.4%	18.1					
Net foreign exchange losses	0.5	8.5	8.0	-	-					
Operating profit	157.1	96.1	-61.0	-38.8%	260.8	254.0	222.0	-14.9%		
Ratio to Sales	24.1%	15.0%			19.9%	19.9%	17.1%			
Finance income	2.4	5.6	3.2	135.5%	22.9					
Gain on sales of available-for-sale financial assets	1.6	4.7	3.2	199.3%	21.3					
Finance expense	1.7	0.5	-1.2	-71.0%	2.0					
Impairment losses for available-for-sale financial assets	0.4	0.0	-0.4	-96.3%	0.6					
Profit before tax	157.8	101.2	-56.5	-35.8%	281.8	260.0	228.0	-19.1%		
Ratio to Sales	24.2%	15.8%			21.5%	20.3%	17.6%			
Income tax expense	42.7	19.1	-23.6	-55.3%	63.1					
Profit for the period	115.1	82.1	-32.9	-28.6%	218.7	198.0	180.0	-17.7%		
Ratio to Sales	17.7%	12.8%			16.7%	15.5%	13.9%			
Comprehensive income	2.7	164.2	161.5	-	174.6					



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

Unit: B¥

	FY15 APR. - SEP.			FY16 APR. - SEP.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
<b>Sales</b>	<b>651.7</b>	-	<b>651.7</b>	<b>639.8</b>	-	<b>639.8</b>
Cost of sales	146.2	-	146.2	148.8	-	148.8
<b>Gross profit</b>	<b>505.5</b>	-	<b>505.5</b>	<b>490.9</b>	-	<b>490.9</b>
SG&A expenses	220.8	-	220.8	228.3	-	228.3
R&D expenses	99.7	-	99.7	107.5	-	107.5
Amortisation of intangible assets	17.7	-	17.7	17.9	-	17.9
Share of losses of associates and joint ventures	-0.8	-	-0.8	-0.9	-	-0.9
Other income *1	0.4	-0.4	-	10.0	-10.0	-
Other expense *1	9.8	-9.8	-	50.3	-50.3	-
<b>Operating profit</b>	<b>157.1</b>	<b>9.4</b>	<b>166.5</b>	<b>96.1</b>	<b>40.3</b>	<b>136.4</b>
Finance income *2	2.4	-1.6	0.8	5.6	-4.7	0.9
Finance expense *2	1.7	-0.4	1.3	0.5	-0.0	0.4
<b>Profit before tax</b>	<b>157.8</b>	<b>8.2</b>	<b>166.0</b>	<b>101.2</b>	<b>35.6</b>	<b>136.8</b>
Income tax expense	42.7	2.7	45.4	19.1	11.1	30.2
<b>Profit for the period</b>	<b>115.1</b>	<b>5.5</b>	<b>120.6</b>	<b>82.1</b>	<b>24.5</b>	<b>106.6</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¥

		FY16 APR. - SEP.	FY17 APR. - SEP.	Change	Change (%)
Sales		651.7	639.8	-11.9	-1.8%
	Japan	237.2	213.0	-24.2	-10.2%
	Ratio to Sales	36.4%	33.3%		
	Americas	206.6	208.4	1.7	0.8%
	Ratio to Sales	31.7%	32.6%		
	EMEA	166.1	169.1	3.0	1.8%
	Ratio to Sales	25.5%	26.4%		
	Asia and Oceania	41.8	49.4	7.6	18.1%
	Ratio to Sales	6.4%	7.7%		

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

Initial Forecasts	Revised Forecasts	Change from FY16
FY17 Full Year	FY17 Full Year	Change (%)
1,279.0	1,297.0	-1.1%
426.9	423.0	-12.0%
33.4%	32.6%	
430.7	432.9	5.0%
33.7%	33.4%	
319.3	339.7	2.7%
25.0%	26.2%	
102.1	101.4	15.7%
8.0%	7.8%	

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East and Africa

## 6. Per Share Information

	FY16 APR. - SEP.	FY17 APR. - SEP.
The number of shares issued (thousand)	2,153,823	2,068,823
Treasury Shares (thousand)	29,169	39,459
The number of shares issued after deducting Treasury Shares (thousand)	2,124,653	2,029,364
Earnings per share (yen)	54.16	39.97
Earnings per share (yen) core base	56.75	51.90
Dividend per share (yen)	17	18

FY16 Full Year
2,153,823
88,817
2,065,005
103.69
101.15
34

Initial Forecasts	Revised Forecasts
FY17 Full Year	FY17 Full Year
95.88	88.15
94.43	98.43
36	36

28

## 7. Addition to Property, Plant and Equipment

### Depreciation/Amortisation

Unit: B¥

		FY16 APR. - SEP.	FY17 APR. - SEP.	Change	Change (%)
Addition to Property, Plant and Equipment					
	Consolidated	8.9	10.4	1.5	16.5%
Depreciation (PP&E)					
	Consolidated	10.9	10.9	0.0	0.2%
Amortisation (Intangible Assets) *					
	Consolidated	20.6	21.3	0.7	3.4%

FY16 Full Year
23.9
21.9
41.9

Initial Forecasts	Revised Forecasts	Change from FY16
FY17 Full Year	FY17 Full Year	Change (%)
25.0	25.0	4.6%
23.0	23.0	5.2%
42.0	42.0	0.2%

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

8. Sales of major products

1) Sales of global products

Unit: B¥

	FY16 APR. - SEP.	FY17 APR. - SEP.	Change	Change (%)
XTANDI	126.0	140.3	14.3	11.4%
US	68.3	68.3	0.0	0.0%
ex-US	57.7	72.0	14.3	24.8%
Japan	11.8	12.9	1.1	9.2%
Americas (ex-US)	3.5	5.3	1.8	49.6%
EMEA	40.8	51.3	10.5	25.8%
Asia and Oceania	1.6	2.5	1.0	61.6%
Eligard	7.9	8.4	0.5	6.8%
EMEA	7.7	8.2	0.5	6.3%
Asia and Oceania	0.1	0.2	0.0	37.2%
Vesicare	59.8	49.7	-10.1	-16.9%
Japan	13.0	12.1	-0.8	-6.5%
Americas	27.7	19.7	-7.9	-28.7%
EMEA	16.6	15.0	-1.5	-9.2%
Asia and Oceania	2.4	2.5	0.2	7.8%
Betanis/Myrbetriq/BETMIGA	45.7	57.6	11.9	26.0%
Japan	12.4	14.1	1.8	14.5%
Americas	25.1	32.8	7.7	30.8%
EMEA	6.9	8.3	1.4	20.7%
Asia and Oceania	1.4	2.4	1.0	67.6%
Harnal/Omic	23.5	25.4	1.9	8.1%
Sales by Astellas	22.5	24.1	1.6	7.2%
Japan	4.8	4.0	-0.8	-17.1%
EMEA	6.8	7.8	1.0	15.4%
Asia and Oceania	10.5	11.7	1.3	12.3%
Bulk and Royalties	1.0	1.2	0.3	27.6%
Prograf	94.2	99.3	5.1	5.4%
Sales by Astellas	92.6	97.0	4.5	4.8%
Japan (Including Gracceptor)	24.8	25.0	0.2	0.9%
Americas	14.1	12.5	-1.7	-11.8%
EMEA	35.7	39.5	3.8	10.7%
Advagraf	15.0	17.7	2.7	17.9%
Asia and Oceania	18.0	20.1	2.1	11.5%
Exports to third parties	1.6	2.2	0.6	38.5%
Funguard/MYCAMINE	20.1	20.9	0.8	3.8%
Japan	5.6	5.5	-0.1	-1.9%
Americas	6.0	5.9	-0.1	-1.2%
EMEA	5.6	6.1	0.5	9.6%
Asia and Oceania	3.0	3.4	0.4	13.5%

Unit: B¥

FY16 Full Year
252.1
131.7
120.4
23.4
7.7
85.3
4.0
15.9
15.7
0.2
116.1
25.6
53.1
32.0
5.0
98.8
25.9
55.3
14.1
3.5
47.7
45.4
9.2
14.1
21.1
2.3
186.2
183.5
48.8
27.3
70.1
30.0
37.3
2.6
40.3
11.2
12.2
10.8
6.0

Initial Forecasts Revised Forecasts Change from FY16

FY17 Full Year	FY17 Full Year	Change (%)
277.7	291.3	15.6%
133.3	140.4	6.6%
144.4	151.0	25.4%
25.8	25.9	10.8%
10.1	11.0	42.5%
101.5	108.4	27.1%
7.0	5.6	41.7%
17.6	18.3	14.8%
17.2	17.8	13.6%
0.4	0.5	89.4%
114.6	106.2	-8.5%
24.5	24.0	-6.3%
52.5	45.5	-14.3%
31.4	31.0	-3.2%
5.8	5.2	3.8%
122.8	126.1	27.6%
31.9	29.6	14.5%
68.0	72.8	31.7%
17.7	18.3	29.6%
5.2	5.4	51.6%
47.1	50.8	6.5%
45.2	48.9	7.8%
6.9	7.4	-18.9%
14.9	16.1	14.2%
23.4	24.2	14.9%
1.8	1.9	-18.6%
186.7	194.8	4.6%
184.8	191.8	4.5%
48.5	48.8	-0.1%
28.1	25.5	-6.5%
68.7	77.2	10.1%
39.6	40.3	7.9%
1.9	3.0	15.0%
36.1	40.3	0.1%
11.3	11.0	-1.5%
9.6	11.3	-7.6%
8.4	11.0	1.5%
6.8	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. - SEP.	FY17 APR. - SEP.	Change	Change (%)
<Global products>				
XTANDI	11.8	12.9	1.1	9.2%
Vesicare	13.0	12.1	-0.8	-6.5%
Betanis	12.4	14.1	1.8	14.5%
Harnal	4.8	4.0	-0.8	-17.1%
Prograf (Including Graceptor)	24.8	25.0	0.2	0.9%
Funguard	5.6	5.5	-0.1	-1.9%
<Local products in Japan>				
Micardis [Family]	46.8	31.5	-15.3	-32.8%
Micombi	4.8	3.3	-1.5	-31.5%
Micamlo	13.0	9.2	-3.8	-29.1%
Celecox	24.1	24.8	0.6	2.5%
Symbicort	18.7	19.0	0.3	1.8%
Bonoteo	7.0	6.8	-0.2	-3.2%
Geninax	4.2	4.0	-0.2	-4.9%
Vaccines	11.1	6.8	-4.3	-38.8%
Argamate	3.0	2.9	-0.0	-1.2%
Gonax	2.2	2.3	0.2	7.3%
Cimzia	3.9	4.5	0.6	16.2%
Suglat	4.6	5.8	1.2	26.3%
Repatha		0.7		
Lipitor	12.2	10.5	-1.7	-14.0%
Myslee	7.6	6.9	-0.7	-9.3%
Seroquel	4.1	3.3	-0.7	-17.9%
Total Rx Sales In Japanese market	221.8	194.1	-27.7	-12.5%

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

FY16 Full Year	Initial Forecasts	Revised Forecasts	Change from FY16
	FY17 Full Year	FY17 Full Year	Change (%)
23.4	25.8	25.9	10.8%
25.6	24.5	24.0	-6.3%
25.9	31.9	29.6	14.5%
9.2	6.9	7.4	-18.9%
48.8	48.5	48.8	-0.1%
11.2	11.3	11.0	-1.5%
93.2	52.2	49.4	-47.0%
9.4			
26.2			
47.6	48.3	48.2	1.3%
39.3	41.3	39.8	1.3%
13.8	13.3	13.2	-4.4%
10.1	10.2	10.0	-1.8%
34.5	28.9	30.5	-11.5%
5.8	5.9	5.8	-0.6%
4.5	4.8	4.8	6.1%
7.7	9.3	8.8	13.9%
9.5	12.8	11.7	23.5%
23.2	18.0	19.7	-15.0%
14.7	13.0	13.2	-9.9%
7.5	5.5	6.1	-18.9%
452.7	391.0	387.0	-14.5%

3) Sales of products in Americas

Unit: B¥

	FY16 APR. - SEP.	FY17 APR. - SEP.	Change	Change (%)
Tarceva	17.9	16.8	-1.1	-6.0%
(US)	13.2	12.7	-0.5	-3.8%
(ex-US)	4.7	4.2	-0.6	-12.0%
Scan (Americas)	35.4	36.5	1.2	3.4%
AmBisome (Americas)	4.8	5.7	1.0	20.2%
CRESEMBA (Americas)	2.5	4.2	1.7	68.3%

FY16 Full Year	Initial Forecasts	Revised Forecasts	Change from FY16
	FY17 Full Year	FY17 Full Year	Change (%)
35.2			
25.8			
9.4			
71.5	72.3	72.6	1.5%
10.5	10.5	11.1	5.2%
5.8	8.5	8.8	52.7%

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

Americas	FY16 APR. - SEP.	FY17 APR. - SEP.	Change	Change (%)
Sales	1,963	1,876	-87	-4.4%
XTANDI	682	663	-20	-2.9%
US	649	615	-34	-5.2%
Americas (ex-US)	34	48	14	41.9%
Tarceva	170	152	-19	-10.9%
US	125	114	-11	-8.8%
ex-US	45	38	-7	-16.6%
VESicare	263	178	-85	-32.4%
Myrbetriq	238	295	57	24.0%
Prograf	134	112	-22	-16.4%
Scan	336	329	-7	-2.0%
MYCAMINE	57	53	-4	-6.3%
AmBisome	45	52	6	14.0%
CRESEMBA	24	38	14	59.6%

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

Initial Forecasts	Revised Forecasts	Change from FY16
FY17 Full Year	FY17 Full Year	Change (%)
3,915	3,917	2.9%
1,304	1,370	6.5%
1,212	1,270	4.5%
92	100	39.7%
478	411	-16.0%
618	658	29.1%
256	231	-8.4%
657	657	-0.5%
88	102	-9.4%
96	100	3.2%
77	80	49.8%

Unit: M€

EMEA	FY16 APR. - SEP.	FY17 APR. - SEP.	Change	Change (%)
Sales	1,406	1,339	-67	-4.8%
XTANDI	345	406	61	17.7%
Eligard	66	65	-0	-0.6%
Vesicare	140	119	-21	-15.1%
BETMIGA	58	66	8	12.9%
Omnice	66	72	6	9.4%
Sales by Astellas	57	62	5	8.0%
Bulk and Royalties	8	10	2	19.4%
Prograf	315	330	15	4.7%
Sales by Astellas	302	313	11	3.6%
Advagraf	127	140	13	10.3%
Exports to third parties	14	18	4	29.7%
MYCAMINE	47	48	1	2.5%

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

Initial Forecasts	Revised Forecasts	Change from FY16
FY17 Full Year	FY17 Full Year	Change (%)
2,661	2,651	-4.8%
846	846	17.8%
143	139	5.4%
261	242	-10.2%
147	143	20.1%
140	140	1.6%
124	125	5.9%
15	15	-24.6%
588	626	2.3%
572	602	2.1%
16	24	6.7%
70	86	-5.9%

- EMEA: Europe, Middle East and Africa



9.Consolidated statements of financial position

Unit: B¥

	31-Mar-17	30-Sep-17	
	Amount	Amount	Change
<b>Assets</b>	<b>1,820.9</b>	<b>1,895.7</b>	<b>74.8</b>
<b>Non-current assets</b>	<b>944.2</b>	<b>1,025.5</b>	<b>81.3</b>
Property, plant and equipment	191.1	182.7	-8.4
Goodwill	175.3	199.1	23.7
Other intangible assets	387.4	433.4	46.0
Trade and other receivables	22.3	23.7	1.5
Investments in associates and joint ventures	3.0	2.6	-0.4
Deferred tax assets	90.3	99.8	9.5
Other financial assets	61.6	74.4	12.8
Other non-current assets	13.2	9.8	-3.4
<b>Current assets</b>	<b>876.7</b>	<b>870.2</b>	<b>-6.5</b>
Inventories	182.5	162.7	-19.8
Trade and other receivables	309.8	314.1	4.2
Income tax receivable	11.0	10.1	-0.9
Other financial assets	13.6	47.5	33.9
Other current assets	18.8	16.6	-2.3
Cash and cash equivalents	340.9	307.9	-33.0
Assets held for sale	-	11.4	11.4

Unit: B¥

	31-Mar-17	30-Sep-17	
	Amount	Amount	Change
<b>Equity and Liabilities</b>	<b>1,820.9</b>	<b>1,895.7</b>	<b>74.8</b>
<b>Equity</b>	<b>1,271.8</b>	<b>1,350.9</b>	<b>79.1</b>
<b>Equity attributable to owners of the parent</b>	<b>1,271.8</b>	<b>1,350.9</b>	<b>79.1</b>
Share capital	103.0	103.0	-
Capital surplus	177.1	177.1	0.1
Treasury shares	-138.2	-55.5	82.7
Retained earnings	1,013.9	930.6	-83.4
Other components of equity	116.0	195.8	79.8
<b>Liabilities</b>	<b>549.1</b>	<b>544.8</b>	<b>-4.3</b>
<b>Non-current liabilities</b>	<b>149.2</b>	<b>179.4</b>	<b>30.2</b>
Trade and other payables	0.4	3.8	3.3
Deferred tax liabilities	25.3	46.2	20.9
Retirement benefit liabilities	36.6	36.8	0.2
Provisions	4.9	4.6	-0.4
Other financial liabilities	28.4	35.0	6.6
Other non-current liabilities	53.5	53.1	-0.4
<b>Current liabilities</b>	<b>399.9</b>	<b>365.4</b>	<b>-34.5</b>
Trade and other payables	182.8	125.1	-57.7
Income tax payable	10.9	15.3	4.4
Provisions	96.6	108.3	11.8
Other financial liabilities	3.0	2.8	-0.2
Other current liabilities	106.5	113.8	7.3

10. Employees

Number of employees

	FY16 2Q End	FY17 2Q End
Total	17,215	16,895
Japan	7,070	7,013
Americas	2,936	2,849
EMEA	4,753	4,572
Asia and Oceania	2,456	2,461
Total Medical Representatives	5,980	5,430

FY16 FY End
17,202
7,029
3,016
4,672
2,485
5,750

- EMEA: Europe, Middle East and Africa

11. Shareholders

	FY16 2Q End	FY17 2Q End
Banks	32.0%	31.6%
Securities	3.0%	3.2%
Other companies	3.5%	3.5%
Foreign companies	51.6%	49.7%
Individuals and others	8.6%	10.2%
Treasury Stock*	1.3%	1.8%

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

**[Six months ended September 30, 2017]**

1. Consolidated Results (Full Basis)

Unit: B¥

	FY17			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Sales	322.6	-4.5%	317.2	1.0%
Cost of sales	79.3	10.9%	69.5	-7.0%
Ratio to Sales	24.6%		21.9%	
Gross profit	243.3	-8.6%	247.6	3.5%
SG&A expenses	112.3	0.4%	116.0	6.4%
Ratio to Sales	34.8%		36.6%	
Advertising and Sales Promotion	34.6	-3.5%	37.7	13.1%
Personnel expenses	43.6	0.3%	44.4	5.8%
Other	34.1	4.8%	33.8	0.7%
R&D expenses	56.5	10.7%	51.0	4.8%
Ratio to Sales	17.5%		16.1%	
Amortisation of intangible assets	9.0	-0.1%	9.0	2.8%
Share of profits/losses of associates and joint ventures	-0.4	-	-0.5	-
Other income	9.7	-	0.3	106.6%
Fair value remeasurements on contingent consideration	9.2	-	0.3	-
Other expense	31.3	-	19.0	124.4%
Impairment losses	26.0	-	10.8	41.5%
Net foreign exchange losses	5.1	-	3.5	-
Operating profit	43.5	-53.1%	52.5	-18.1%
Ratio to Sales	13.5%		16.6%	
Finance income	5.2	328.9%	0.4	-65.1%
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%
Impairment losses for available-for-sale financial assets	0.0	-99.5%	0.0	-85.0%
Profit before tax	48.5	-48.0%	52.8	-18.3%
Ratio to Sales	15.0%		16.6%	
Income tax expense	6.0	-77.4%	13.1	-18.8%
Profit for the period	42.5	-36.2%	39.6	-18.2%
Ratio to Sales	13.2%		12.5%	
Comprehensive income	83.5	345.6%	80.6	119.9%

## 2. Consolidated Results (Core Basis)

Unit: B¥

	FY17			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Sales	322.6	-4.5%	317.2	1.0%
Cost of sales	79.3	10.9%	69.5	-7.0%
Ratio to Sales	24.6%		21.9%	
Gross profit	243.3	-8.6%	247.6	3.5%
SG&A expenses	112.3	0.4%	116.0	6.4%
Ratio to Sales	34.8%		36.6%	
Advertising and Sales Promotion	34.6	-3.5%	37.7	13.1%
Personnel expenses	43.6	0.3%	44.4	5.8%
Other	34.1	4.8%	33.8	0.7%
R&D expenses	56.5	10.7%	51.0	4.8%
Ratio to Sales	17.5%		16.1%	
Amortisation of intangible assets	9.0	-0.1%	9.0	2.8%
Share of profits/losses of associates and joint ventures	-0.4	-	-0.5	-
Operating profit	65.1	-30.7%	71.2	-1.8%
Ratio to Sales	20.2%		22.5%	
Finance income	0.5	-15.2%	0.4	69.4%
Finance expense	0.2	-59.0%	0.2	-71.9%
Profit before Tax	65.4	-30.4%	71.4	-0.9%
Ratio to Sales	20.3%		22.5%	
Income tax expense	13.4	-49.8%	16.7	-10.3%
Profit for the period	51.9	-22.7%	54.7	2.4%
Ratio to Sales	16.1%		17.3%	

### 3. Sales by Region

Unit: B¥

		FY17			
		APR.-JUN.	Change	JUL.-SEP.	Change
		(Quarterly)	(%)	(Quarterly)	(%)
Sales		322.6	-4.5%	317.2	1.0%
Japan		114.2	-8.1%	98.8	-12.5%
	Ratio to Sales	35.4%		31.1%	
Americas		101.6	-5.6%	106.8	7.8%
	Ratio to Sales	31.5%		33.7%	
EMEA		83.4	-2.3%	85.7	6.1%
	Ratio to Sales	25.9%		27.0%	
Asia and Oceania		23.4	13.2%	25.9	22.9%
	Ratio to Sales	7.3%		8.2%	

- 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
		(Quarterly)	(%)	(Quarterly)	(%)
Addition to Property, Plant and Equipment					
	Consolidated	5.8	48.4%	4.6	-8.1%
Depreciation (PP&E)					
	Consolidated	5.4	-3.0%	5.6	3.5%
Amortisation (Intangible Assets) *					
	Consolidated	10.6	1.8%	10.7	5.0%

\* 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
	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI	67.9	5.8%	72.4	17.2%
US	33.4	-6.5%	34.9	7.1%
ex-US	34.5	21.1%	37.5	28.5%
Japan	6.5	7.0%	6.4	11.6%
Americas (ex-US)	2.5	40.0%	2.8	59.4%
EMEA	24.4	22.1%	26.9	29.3%
Asia and Oceania	1.2	62.9%	1.4	60.4%
Eligard	4.4	-0.6%	4.0	16.2%
EMEA	4.3	-1.1%	3.9	15.8%
Asia and Oceania	0.1	39.7%	0.1	35.1%
Vesicare	24.6	-19.2%	25.1	-14.4%
Japan	6.4	-8.0%	5.7	-4.7%
Americas	9.3	-31.4%	10.4	-26.1%
EMEA	7.5	-13.8%	7.5	-4.3%
Asia and Oceania	1.3	9.7%	1.2	5.7%
Betanis/Myrbetriq/BETMIGA	27.2	15.6%	30.4	37.1%
Japan	7.2	12.3%	6.9	16.8%
Americas	15.0	15.9%	17.8	46.7%
EMEA	3.9	12.1%	4.4	29.6%
Asia and Oceania	1.1	60.3%	1.3	74.3%
Harnal/Omnice	12.1	-0.3%	13.3	17.0%
Sales by Astellas	11.8	2.3%	12.3	12.5%
Japan	2.1	-18.6%	1.9	-15.3%
EMEA	3.8	5.1%	4.0	27.5%
Asia and Oceania	5.7	9.6%	6.1	15.0%
Bulk and Royalties	0.3	-49.2%	0.9	152.1%
Prograf	49.4	0.0%	49.8	11.3%
Sales by Astellas	48.1	-1.2%	49.0	11.5%
Japan (Including Graceptor)	12.7	-1.5%	12.3	3.5%
Americas	6.2	-18.8%	6.2	-3.5%
EMEA	19.6	3.1%	19.8	19.5%
Advagraf	8.6	9.3%	9.1	27.4%
Asia and Oceania	9.5	5.0%	10.6	18.1%
Exports to third parties	1.4	81.1%	0.9	1.2%
Funguard/MYCAMINE	10.3	2.1%	10.6	5.4%
Japan	2.7	-0.5%	2.8	-3.3%
Americas	3.0	-3.0%	2.9	0.9%
EMEA	2.9	5.5%	3.2	13.6%
Asia and Oceania	1.6	11.5%	1.7	15.6%

- 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
	(Quarterly)	(%)	(Quarterly)	(%)
<Global products>				
XTANDI	6.5	7.0%	6.4	11.6%
Vesicare	6.4	-8.0%	5.7	-4.7%
Betanis	7.2	12.3%	6.9	16.8%
Harnal	2.1	-18.6%	1.9	-15.3%
Prograf (Including Graceptor)	12.7	-1.5%	12.3	3.5%
Funguard	2.7	-0.5%	2.8	-3.3%
<Local products in Japan>				
Micardis [Family]	23.1	-6.2%	8.3	-62.4%
Micombi	2.4	-7.5%	0.9	-59.0%
Micamlo	6.7	-2.2%	2.5	-59.2%
Celecox	12.4	0.3%	12.3	4.9%
Symbicort	10.2	4.1%	8.8	-0.7%
Bonoteo	3.5	-4.6%	3.3	-1.7%
Geninax	2.3	-4.8%	1.7	-5.1%
Vaccines	3.4	-11.1%	3.4	-53.1%
Argamate	1.5	-2.4%	1.4	0.1%
Gonax	1.2	6.5%	1.2	8.2%
Cimzia	2.2	14.1%	2.3	18.2%
Suglat	2.9	22.3%	2.9	30.4%
Repatha	0.3		0.4	
Lipitor	5.4	-15.5%	5.0	-12.4%
Myslee	3.5	-11.4%	3.4	-7.2%
Seroquel	1.8	-19.9%	1.6	-15.4%
Total Rx Sales In Japanese market	106.1	-7.5%	88.0	-17.7%

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

3) Sales of products in Americas

Unit: B¥

	FY17			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Tarceva	8.3	-11.6%	8.5	0.2%
(US)	6.2	-9.1%	6.5	1.7%
(ex-US)	2.2	-18.0%	2.0	-4.5%
Scan (Americas)	18.7	-3.0%	17.9	11.0%
AmBisome (Americas)	2.9	18.5%	2.8	22.0%
CRESEMBA (Americas)	2.1	64.0%	2.1	72.8%



4) Sales in Americas and EMEA (Local currency)

Unit: M\$

Americas	FY17			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Sales	914	-8.1%	962	-0.7%
XTANDI	323	-6.8%	340	1.2%
US	301	-8.9%	314	-1.3%
Americas (ex-US)	22	36.3%	25	47.2%
Tarceva	75	-13.9%	77	-7.7%
US	55	-11.5%	59	-6.2%
ex-US	20	-20.2%	18	-12.3%
VESIcare	84	-33.2%	94	-31.7%
Myrbetriq	135	12.8%	160	35.3%
Prograf	56	-20.9%	56	-11.3%
Scan	168	-5.6%	161	2.1%
MYCAMINE	27	-5.6%	26	-7.0%
AmBisome	26	15.3%	25	12.6%
CRESEMBA	19	59.7%	19	59.5%

Unit: M€

EMEA	FY17			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Sales	683	-2.4%	656	-7.1%
XTANDI	200	22.0%	206	13.8%
Eligard	35	-1.2%	30	0.2%
Vesicare	61	-13.9%	58	-16.3%
BETMIGA	32	11.9%	33	13.8%
Omnice	34	-2.7%	38	23.1%
Sales by Astellas	31	4.9%	31	11.3%
Bulk and Royalties	2	-49.3%	7	121.9%
Prograf	172	5.9%	158	3.4%
Sales by Astellas	161	2.9%	152	4.3%
Advagraf	71	9.2%	69	11.4%
Exports to third parties	11	81.2%	7	-12.7%
MYCAMINE	24	5.4%	24	-0.1%

- EMEA: Europe, Middle East and Africa