

Supplementary Documents [IFRS]

Financial results for the first six months of the fiscal year 2018 (FY2018)

Astellas Pharma Inc.

- Q2/FY2018 Financial Results
 - Six months ended September 30, 2018
 - Three months ended September 30, 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.

[Six months ended September 30,2018]

1. Consolidated Results (Full Basis)

Unit: B¥

	Unit: B¥				FY17 Full Year	Change from FY17		
	FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)		Initial Forecasts FY18 Full Year	Revised Forecasts FY18 Full Year	Change (%)
Sales	639.8	647.1	7.3	1.1%	1,300.3	1,278.0	1,300.0	-0.0%
Cost of sales	148.8	143.5	-5.3	-3.5%	294.2			
Ratio to Sales	23.3%	22.2%			22.6%			
Gross profit	490.9	503.6	12.6	2.6%	1,006.1			
SG&A expenses	228.3	231.5	3.2	1.4%	478.3			
Ratio to Sales	35.7%	35.8%			36.8%			
Advertising and Sales Promotion	72.3	73.7	1.4	1.9%	152.1			
Personnel expenses	88.0	89.2	1.2	1.4%	178.5			
Other	68.0	68.6	0.6	0.9%	147.7			
R&D expenses	107.5	99.6	-7.9	-7.4%	220.8	214.0	216.0	-2.2%
Ratio to Sales	16.8%	15.4%			17.0%	16.7%	16.6%	
Amortisation of intangible assets	17.9	17.7	-0.3	-1.5%	35.8			
Share of profits/losses of associates and joint ventures	-0.9	-0.6	0.3	-	-2.4			
Other income	10.0	4.7	-5.3	-53.1%	11.9			
Gain on sales of property, plant and equipment	0.1	3.8	3.7	-	0.1			
Fair value remeasurements on contingent consideration	9.5	0.2	-9.3	-97.9%	1.2			
Other expense	50.3	32.0	-18.2	-36.3%	67.3			
Impairment losses	36.7	7.6	-29.2	-79.4%	42.4			
Restructuring costs	3.1	9.4	6.3	201.2%	9.2			
Net foreign exchange losses	8.5	3.3	-5.3	-61.5%	10.5			
Litigation costs	0.2	11.2	11.0	-	0.3			
Operating profit	96.1	126.8	30.8	32.0%	213.3	265.0	234.0	9.7%
Ratio to Sales	15.0%	19.6%			16.4%	20.7%	18.0%	
Finance income	5.6	2.1	-3.5	-62.6%	6.6			
Gain on sales of available-for-sale financial assets	4.7	-	-4.7	-	4.7			
Finance expense	0.5	0.6	0.2	33.8%	1.8			
Profit before tax	101.2	128.3	27.1	26.7%	218.1	266.0	236.0	8.2%
Ratio to Sales	15.8%	19.8%			16.8%	20.8%	18.2%	
Income tax expense	19.1	24.4	5.3	27.9%	53.4			
Profit for the period	82.1	103.9	21.7	26.5%	164.7	213.0	195.0	18.4%
Ratio to Sales	12.8%	16.1%			12.7%	16.7%	15.0%	
Comprehensive income	164.2	150.2	-13.9	-8.5%	198.5			

2. Consolidated Results (Core Basis)

Unit: B¥

	FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)
Sales	639.8	647.1	7.3	1.1%
Cost of sales	148.8	143.5	-5.3	-3.5%
Ratio to Sales	23.3%	22.2%		
Gross profit	490.9	503.6	12.6	2.6%
SG&A expenses	228.3	231.5	3.2	1.4%
Ratio to Sales	35.7%	35.8%		
Advertising and Sales Promotion	72.3	73.7	1.4	1.9%
Personnel expenses	88.0	89.2	1.2	1.4%
Other	68.0	68.6	0.6	0.9%
R&D expenses	107.5	99.6	-7.9	-7.4%
Ratio to Sales	16.8%	15.4%		
Amortisation of intangible assets	17.9	17.7	-0.3	-1.5%
Share of profits/losses of associates and joint ventures	-0.9	-0.6	0.3	-
Operating profit	136.4	154.2	17.8	13.1%
Ratio to Sales	21.3%	23.8%		
Finance income	0.9	2.1	1.2	137.4%
Finance expense	0.4	0.6	0.2	47.2%
Profit before Tax	136.8	155.6	18.8	13.8%
Ratio to Sales	21.4%	24.1%		
Income tax expense	30.2	30.9	0.7	2.3%
Profit for the period	106.6	124.8	18.2	17.0%
Ratio to Sales	16.7%	19.3%		

	Initial Forecasts FY18 Full Year	Revised Forecasts FY18 Full Year	Change from FY17 Change (%)
FY17 Full Year	1,300.3		
	1,278.0	1,300.0	-0.0%
	294.2		
	22.6%		
	1,006.1		
	478.3		
	36.8%		
	152.1		
	178.5		
	147.7		
	220.8	216.0	-2.2%
	17.0%	16.6%	
	35.8		
	-2.4		
	268.7	270.0	0.5%
	20.7%	20.8%	
	1.9		
	1.2		
	269.4		
	20.7%		
	65.1		
	204.3	221.0	8.2%
	15.7%	17.0%	

3. Exchange Rate

Unit: yen

	FY17 APR. - SEP.Ave.	FY18 APR. - SEP.Ave.	FY17 End	FY18 2Q End
USD/Yen	111	110	106	114
EUR/Yen	126	130	131	132

	Initial Forecasts FY18 Full Year	Revised Forecasts FY18 Full Year
FY17 Full Year	111	110
	130	130

* Exchange rate fluctuations had positive impact by 3.5 billion yen on sales and positive impact by 4.2 billion yen on core operating profit in Q2/FY2018

4. Reconciliation of Full Basis to Core Basis

Unit: B¥

	FY17 APR. - SEP.			FY18 APR. - SEP.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
Sales	639.8	-	639.8	647.1	-	647.1
Cost of sales	148.8	-	148.8	143.5	-	143.5
Gross profit	490.9	-	490.9	503.6	-	503.6
SG&A expenses	228.3	-	228.3	231.5	-	231.5
R&D expenses	107.5	-	107.5	99.6	-	99.6
Amortisation of intangible assets	17.9	-	17.9	17.7	-	17.7
Share of losses of associates and joint ventures	-0.9	-	-0.9	-0.6	-	-0.6
Other income *1	10.0	-10.0	-	4.7	-4.7	-
Other expense *1	50.3	-50.3	-	32.0	-32.0	-
Operating profit	96.1	40.3	136.4	126.8	27.3	154.2
Finance income *2	5.6	-4.7	0.9	2.1	-	2.1
Finance expense *2	0.5	-0.0	0.4	0.6	-	0.6
Profit before tax	101.2	35.6	136.8	128.3	27.3	155.6
Income tax expense	19.1	11.1	30.2	24.4	6.4	30.9
Profit for the period	82.1	24.5	106.6	103.9	20.9	124.8

*1. "Other income" and "Other expense" are excluded from Full basis 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" of FY17 are excluded from Full basis results as non-core items.

5. Sales by Region

Unit: B¥

		FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)
Sales		639.8	647.1	7.3	1.1%
	Japan	213.0	195.3	-17.7	-8.3%
	Ratio to Sales	33.3%	30.2%		
	Americas	208.4	227.9	19.6	9.4%
	Ratio to Sales	32.6%	35.2%		
	EMEA	169.1	172.3	3.2	1.9%
	Ratio to Sales	26.4%	26.6%		
	Asia and Oceania	49.4	51.6	2.3	4.6%
	Ratio to Sales	7.7%	8.0%		

FY17 Full Year
1,300.3
421.2
32.4%
433.3
33.3%
343.8
26.4%
102.0
7.8%

Initial Forecasts	Revised Forecasts	Change from FY17
FY18 Full Year	FY18 Full Year	Change (%)
1,278.0	1,300.0	-0.0%
396.8	392.4	-6.8%
31.0%	30.2%	
424.4	455.4	5.1%
33.2%	35.0%	
343.9	342.9	-0.3%
26.9%	26.4%	
112.9	109.4	7.3%
8.8%	8.4%	

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East and Africa

6. Per Share Information

	FY17 APR. - SEP.	FY18 APR. - SEP.
The number of shares issued (thousand)	2,068,823	1,979,823
Treasury Shares (thousand)	39,459	59,028
The number of shares issued after deducting Treasury Shares (thousand)	2,029,364	1,920,795
Earnings per share (yen)	39.97	53.20
Earnings per share (yen) core base	51.90	63.92
Dividend per share (yen)	18	19

FY17 Full Year
2,068,823
92,670
1,976,152
81.11
100.64
36

Initial Forecasts	Revised Forecasts
FY18 Full Year	FY18 Full Year
108.51	100.69
106.98	114.12
38	38

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7. Addition to Property, Plant and Equipment

Depreciation/Amortisation

Unit: B¥

		FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)
Addition to Property, Plant and Equipment					
	Consolidated	10.4	13.9	3.5	33.7%
Depreciation (PP&E)					
	Consolidated	10.9	10.6	-0.3	-3.2%
Amortisation (Intangible Assets) *					
	Consolidated	21.3	21.3	-0.0	-0.1%

FY17 Full Year
24.1
22.0
42.8

Initial Forecasts	Revised Forecasts	Change from FY17
FY18 Full Year	FY18 Full Year	Change (%)
27.0	27.0	12.0%
22.0	21.0	-4.7%
40.0	40.0	-6.6%

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

8. Sales of major products

1) Sales of global products

Unit: B¥

	FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)
XTANDI	140.3	164.0	23.7	16.9%
US	68.3	81.4	13.1	19.1%
ex-US	72.0	82.6	10.6	14.8%
Japan	12.9	16.8	3.9	30.4%
Americas (ex-US)	5.3	6.3	1.1	20.2%
EMEA	51.3	56.3	5.0	9.8%
Asia and Oceania	2.5	3.2	0.6	25.1%
Eligard	8.4	7.6	-0.9	-10.1%
EMEA	8.2	7.3	-0.9	-10.9%
Asia and Oceania	0.2	0.2	0.0	23.8%
Vesicare	49.7	48.1	-1.6	-3.2%
Japan	12.1	11.3	-0.9	-7.2%
Americas	19.7	19.2	-0.5	-2.7%
EMEA	15.0	15.3	0.3	2.1%
Asia and Oceania	2.5	2.2	-0.4	-15.5%
Betanis/Myrbetriq/BETMIGA	57.6	68.6	11.0	19.1%
Japan	14.1	15.5	1.4	9.9%
Americas	32.8	39.4	6.6	20.0%
EMEA	8.3	10.5	2.2	26.0%
Asia and Oceania	2.4	3.2	0.9	36.8%
Harnal/Omic	25.4	23.5	-1.9	-7.4%
Sales by Astellas	24.1	22.4	-1.7	-7.0%
Japan	4.0	2.7	-1.3	-31.4%
EMEA	7.8	7.9	0.1	0.6%
Asia and Oceania	11.7	11.2	-0.5	-4.4%
Bulk and Royalties	1.2	1.1	-0.2	-14.2%
Prograf	99.3	100.4	1.1	1.1%
Sales by Astellas	97.0	99.3	2.3	2.4%
Japan (Including Gracceptor)	25.0	23.4	-1.6	-6.5%
Americas	12.5	12.8	0.3	2.4%
EMEA	39.5	40.1	0.7	1.7%
Advagraf	17.7	18.3	0.6	3.1%
Asia and Oceania	20.1	23.0	3.0	14.9%
Exports to third parties	2.2	1.0	-1.2	-53.0%
Funguard/MYCAMINE	20.9	18.2	-2.7	-12.9%
Japan	5.5	4.4	-1.1	-20.5%
Americas	5.9	5.8	-0.1	-2.1%
EMEA	6.1	5.8	-0.3	-4.9%
Asia and Oceania	3.4	2.2	-1.1	-34.1%

Unit: B¥

	FY17 Full Year	Initial Forecasts FY18 Full Year	Revised Forecasts FY18 Full Year	Change from FY17 Change (%)
XTANDI	294.3	310.3	325.9	10.7%
US	144.4	142.3	159.1	10.2%
ex-US	149.9	168.1	166.7	11.2%
Japan	26.1	28.2	29.4	12.9%
Americas (ex-US)	11.3	12.4	12.8	13.9%
EMEA	106.7	119.7	117.1	9.7%
Asia and Oceania	5.8	7.7	7.4	26.1%
Eligard	16.5	17.0	15.9	-4.0%
EMEA	16.1	16.4	15.3	-5.1%
Asia and Oceania	0.4	0.6	0.6	46.6%
Vesicare	102.3	96.9	96.1	-6.1%
Japan	23.9	22.7	22.4	-6.2%
Americas	41.3	39.5	38.9	-5.8%
EMEA	31.7	29.7	30.2	-4.5%
Asia and Oceania	5.0	4.5	4.3	-14.1%
Betanis/Myrbetriq/BETMIGA	125.7	146.2	149.6	19.0%
Japan	29.5	32.0	32.5	10.4%
Americas	72.8	84.7	88.8	22.0%
EMEA	18.3	22.0	21.2	16.3%
Asia and Oceania	5.2	7.5	7.0	34.4%
Harnal/Omic	49.6	46.9	46.5	-6.4%
Sales by Astellas	47.5	45.8	45.0	-5.1%
Japan	7.4	5.1	5.2	-29.7%
EMEA	15.7	15.8	14.5	-7.7%
Asia and Oceania	23.2	23.8	24.2	4.1%
Bulk and Royalties	2.2	1.1	1.4	-34.6%
Prograf	198.5	190.7	196.0	-1.2%
Sales by Astellas	195.2	188.9	193.9	-0.7%
Japan (Including Gracceptor)	48.3	46.3	45.3	-6.2%
Americas	25.7	20.1	22.6	-11.8%
EMEA	78.7	76.0	77.9	-1.0%
Advagraf	35.3			
Asia and Oceania	42.5	46.5	48.1	13.0%
Exports to third parties	3.3	1.8	2.2	-33.5%
Funguard/MYCAMINE	41.0	34.8	34.3	-16.3%
Japan	10.6	7.8	7.5	-29.3%
Americas	12.3	9.9	10.4	-15.6%
EMEA	11.6	9.1	11.2	-3.9%
Asia and Oceania	6.4	7.9	5.3	-18.5%

- 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¥

	FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)
<Global products>				
XTANDI	12.9	16.8	3.9	30.4%
Vesicare	12.1	11.3	-0.9	-7.2%
Betanis	14.1	15.5	1.4	9.9%
Harnal	4.0	2.7	-1.3	-31.4%
Prograf (Including Graceptor)	25.0	23.4	-1.6	-6.5%
Funguard	5.5	4.4	-1.1	-20.5%
<Local products in Japan>				
Celecox	24.8	25.1	0.4	1.5%
Symbicort	19.0	19.4	0.4	2.2%
Geninax	4.0	3.7	-0.3	-8.4%
Vaccines	6.8	8.4	1.6	23.7%
Argamate	2.9	2.8	-0.2	-6.0%
Gonax	2.3	2.4	0.1	3.2%
Cimzia	4.5	4.7	0.2	4.7%
Suglat[Family]	5.8	8.4	2.6	44.8%
Sujanu	-	1.7	1.7	-
Repatha	0.7	1.2	0.5	75.0%
Linzess	0.4	1.6	1.2	282.8%
Micardis [Family]	31.5	12.2	-19.3	-61.4%
Micombi	3.3	1.4	-1.9	-57.0%
Micamlo	9.2	3.7	-5.5	-60.0%
Bonoteo	6.8	5.4	-1.4	-20.6%
Lipitor	10.5	8.0	-2.4	-23.3%
Myslee	6.9	5.6	-1.3	-18.6%
Seroquel	3.3	2.5	-0.8	-24.6%
Total Rx Sales In Japanese market	194.1	178.7	-15.4	-7.9%

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

FY17 Full Year
26.1
23.9
29.5
7.4
48.3
10.6

Initial Forecasts	Revised Forecasts	Change from FY17
FY18 Full Year	FY18 Full Year	Change (%)
28.2	29.4	12.9%
22.7	22.4	-6.2%
32.0	32.5	10.4%
5.1	5.2	-29.7%
46.3	45.3	-6.2%
7.8	7.5	-29.3%

48.3
39.5
9.2
29.4
5.8
4.7
9.0
11.6
-
1.6
1.4
46.3
4.9
13.8
13.3
19.6
13.3
6.2
383.4

49.4	50.3	4.0%
8.7	8.3	-10.0%
36.8	30.5	3.7%
5.3	5.3	-7.8%
5.1	4.9	4.3%
9.8	9.7	8.5%
17.8	17.9	53.4%
9.2	4.0	189.4%
17.7	21.5	-53.6%
10.4	8.8	-33.8%
15.3	15.2	-22.5%
10.9	11.0	-17.1%
4.5	4.8	-22.1%
365.3	364.1	-5.0%

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3) Sales of products in Americas

Unit: B¥

	FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)
Tarceva	16.8	10.1	-6.7	-39.8%
(US)	12.7	6.6	-6.0	-47.6%
(ex-US)	4.2	3.5	-0.7	-16.4%
Scan (Americas)	36.5	38.9	2.4	6.5%
AmBisome (Americas)	5.7	6.6	0.9	15.5%
CRESEMBA (Americas)	4.2	6.2	2.0	48.7%

FY17 Full Year
29.7
21.5
8.2
73.6
11.4
9.6

Initial Forecasts	Revised Forecasts	Change from FY17
FY18 Full Year	FY18 Full Year	Change (%)
69.4	74.8	1.7%
11.5	12.6	10.7%
10.5	12.9	34.1%

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

Americas	FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)
Sales	1,876	2,067	191	10.2%
XTANDI	663	796	133	20.1%
US	615	738	123	20.0%
Americas (ex-US)	48	58	10	21.1%
Tarceva	152	92	-60	-39.4%
US	114	60	-54	-47.2%
ex-US	38	32	-6	-15.8%
VESicare	178	174	-4	-2.0%
Myrbetriq	295	357	62	20.9%
Prograf	112	116	4	3.2%
Scan	329	353	24	7.3%
MYCAMINE	53	52	-1	-1.4%
AmBisome	52	60	8	16.4%
CRESEMBA	38	57	19	49.8%

FY17 Full Year
3,909
1,404
1,303
102
268
194
74
372
657
232
664
111
102
87

Initial Forecasts	Revised Forecasts	Change from FY17
FY18 Full Year	FY18 Full Year	Change (%)
4,042	4,135	5.8%
1,474	1,562	11.2%
1,355	1,445	10.9%
119	117	14.7%
377	353	-5.2%
806	806	22.8%
191	206	-11.3%
661	679	2.3%
94	94	-15.1%
109	114	11.4%
100	117	35.0%

Unit: M€

EMEA	FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)
Sales	1,339	1,327	-12	-0.9%
XTANDI	406	433	27	6.8%
Eligard	65	56	-9	-13.3%
Vesicare	119	118	-1	-0.7%
BETMIGA	66	81	15	22.6%
Omnice	72	69	-3	-4.1%
Sales by Astellas	62	61	-1	-2.1%
Bulk and Royalties	10	8	-2	-16.6%
Prograf	330	317	-13	-4.0%
Sales by Astellas	313	309	-4	-1.1%
Advagraf	140	141	0	0.3%
Exports to third parties	18	8	-10	-54.3%
MYCAMINE	48	45	-4	-7.5%

FY17 Full Year
2,651
823
125
244
141
138
121
17
632
607
272
25
90

Initial Forecasts	Revised Forecasts	Change from FY17
FY18 Full Year	FY18 Full Year	Change (%)
2,645	2,639	-0.4%
921	901	9.5%
126	118	-5.3%
229	233	-4.7%
169	164	16.1%
130	123	-11.1%
121	112	-7.9%
9	11	-34.7%
598	616	-2.5%
584	599	-1.2%
14	17	-33.5%
70	86	-4.0%

- EMEA: Europe, Middle East and Africa

9.Consolidated statements of financial position

Unit: B¥

	31-Mar-18	30-Sep-18	
	Amount	Amount	Change
Assets	1,858.2	1,886.9	28.7
Non-current assets	1,012.6	1,041.4	28.8
Property, plant and equipment	181.3	183.3	2.0
Goodwill	213.0	226.4	13.4
Other intangible assets	416.9	411.1	-5.8
Trade and other receivables	25.3	25.8	0.6
Investments in associates and joint ventures	3.1	3.7	0.6
Deferred tax assets	97.2	97.7	0.5
Other financial assets	67.4	85.2	17.8
Other non-current assets	8.4	8.1	-0.3
Current assets	845.6	845.5	-0.1
Inventories	147.6	149.1	1.5
Trade and other receivables	319.5	323.1	3.6
Income tax receivable	8.4	19.4	10.9
Other financial assets	13.5	28.5	15.0
Other current assets	14.4	18.6	4.2
Cash and cash equivalents	331.7	306.9	-24.9
Assets held for sale	10.4	-	-10.4

Unit: B¥

	31-Mar-18	30-Sep-18	
	Amount	Amount	Change
Equity and Liabilities	1,858.2	1,886.9	28.7
Equity	1,268.3	1,282.7	14.4
Equity attributable to owners of the parent	1,268.3	1,282.7	14.4
Share capital	103.0	103.0	-
Capital surplus	177.2	177.1	-0.1
Treasury shares	-136.0	-105.4	30.6
Retained earnings	976.1	914.2	-61.9
Other components of equity	147.9	193.8	45.8
Liabilities	589.9	604.2	14.3
Non-current liabilities	168.3	156.7	-11.6
Trade and other payables	3.5	3.9	0.4
Deferred tax liabilities	26.4	23.6	-2.8
Retirement benefit liabilities	36.7	37.9	1.2
Provisions	4.9	4.3	-0.6
Other financial liabilities	49.4	47.1	-2.4
Other non-current liabilities	47.4	40.0	-7.4
Current liabilities	421.6	447.6	26.0
Trade and other payables	140.9	145.8	4.9
Income tax payable	25.2	26.8	1.6
Provisions	126.2	29.5	-96.7
Other financial liabilities	7.6	11.8	4.3
Other current liabilities	121.7	233.6	111.8

10. Employees

Number of employees

	FY17 2Q End	FY18 2Q End
Total	16,895	16,495
Japan	7,013	6,779
Americas	2,849	2,866
EMEA	4,572	4,390
Asia and Oceania	2,461	2,460

FY17 FY End
16,617
6,825
2,840
4,490
2,462

- EMEA: Europe, Middle East and Africa

11. Shareholders

	FY17 2Q End	FY18 2Q End
Banks	31.6%	32.6%
Securities	3.2%	4.6%
Other companies	3.5%	3.3%
Foreign companies	49.7%	47.9%
Individuals and others	10.2%	8.6%
Treasury Stock*	1.8%	2.9%

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

[Three months ended September 30,2018]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY18			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Sales	329.1	2.0%	318.0	0.3%
Cost of sales	70.7	-10.8%	72.8	4.7%
Ratio to Sales	21.5%		22.9%	
Gross profit	258.3	6.2%	245.2	-1.0%
SG&A expenses	112.9	0.5%	118.6	2.3%
Ratio to Sales	34.3%		37.3%	
Advertising and Sales Promotion	36.8	6.5%	36.9	-2.2%
Personnel expenses	44.4	1.8%	44.8	1.0%
Other	31.7	-7.2%	36.9	9.0%
R&D expenses	52.1	-7.7%	47.4	-7.0%
Ratio to Sales	15.8%		14.9%	
Amortisation of intangible assets	9.0	0.8%	8.6	-3.7%
Share of profits/losses of associates and joint ventures	-0.3	-	-0.3	-
Other income	4.2	-56.3%	0.5	51.4%
Gain on sales of property, plant and equipment	3.6	-	0.2	-
Fair value remeasurements on contingent consideration	0.1	-98.8%	0.1	-68.7%
Other expense	24.7	-21.0%	7.3	-61.5%
Impairment losses	3.0	-88.4%	4.6	-57.6%
Restructuring costs	8.8	-	0.6	-81.1%
Net foreign exchange losses	1.6	-67.9%	1.7	-52.0%
Litigation costs	11.0	-	0.2	149.8%
Operating profit	63.5	46.0%	63.3	20.5%
Ratio to Sales	19.3%		19.9%	
Finance income	1.2	-77.7%	0.9	129.2%
Finance expense	0.2	-22.0%	0.4	110.3%
Profit before tax	64.5	33.1%	63.8	20.9%
Ratio to Sales	19.6%		20.1%	
Income tax expense	9.9	65.5%	14.5	10.6%
Profit for the period	54.6	28.5%	49.3	24.4%
Ratio to Sales	16.6%		15.5%	
Comprehensive income	70.9	-15.2%	79.4	-1.6%

2. Consolidated Results (Core Basis)

Unit: B¥

	FY18			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Sales	329.1	2.0%	318.0	0.3%
Cost of sales	70.7	-10.8%	72.8	4.7%
Ratio to Sales	21.5%		22.9%	
Gross profit	258.3	6.2%	245.2	-1.0%
SG&A expenses	112.9	0.5%	118.6	2.3%
Ratio to Sales	34.3%		37.3%	
Advertising and Sales Promotion	36.8	6.5%	36.9	-2.2%
Personnel expenses	44.4	1.8%	44.8	1.0%
Other	31.7	-7.2%	36.9	9.0%
R&D expenses	52.1	-7.7%	47.4	-7.0%
Ratio to Sales	15.8%		14.9%	
Amortisation of intangible assets	9.0	0.8%	8.6	-3.7%
Share of profits/losses of associates and joint ventures	-0.3	-	-0.3	-
Operating profit	84.0	29.0%	70.2	-1.5%
Ratio to Sales	25.5%		22.1%	
Finance income	1.2	142.8%	0.9	131.0%
Finance expense	0.2	-12.1%	0.4	124.4%
Profit before Tax	85.0	30.0%	70.7	-1.1%
Ratio to Sales	25.8%		22.2%	
Income tax expense	14.6	8.9%	16.2	-3.0%
Profit for the period	70.4	35.5%	54.4	-0.5%
Ratio to Sales	21.4%		17.1%	

3. Sales by Region

Unit: B¥

		FY18			
		APR.-JUN.	Change	JUL.-SEP.	Change
		(Quarterly)	(%)	(Quarterly)	(%)
Sales		329.1	2.0%	318.0	0.3%
Japan		100.2	-12.3%	95.1	-3.7%
	Ratio to Sales	30.4%		29.9%	
Americas		112.9	11.2%	115.0	7.7%
	Ratio to Sales	34.3%		36.2%	
EMEA		90.8	8.9%	81.5	-4.9%
	Ratio to Sales	27.6%		25.6%	
Asia and Oceania		25.2	7.5%	26.4	1.9%
	Ratio to Sales	7.7%		8.3%	

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East and Africa

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

Unit: B¥

		FY18			
		APR.-JUN.	Change	JUL.-SEP.	Change
		(Quarterly)	(%)	(Quarterly)	(%)
Addition to Property, Plant and Equipment					
	Consolidated	6.2	7.8%	7.7	65.8%
Depreciation (PP&E)					
	Consolidated	5.2	-2.4%	5.3	-3.9%
Amortisation (Intangible Assets) *					
	Consolidated	10.9	2.0%	10.4	-2.2%

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

5. Sales of major products

Unit: B¥

1) Sales of global products

	FY18			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI	81.2	19.6%	82.8	14.4%
US	39.3	17.7%	42.0	20.5%
ex-US	41.9	21.4%	40.7	8.7%
Japan	8.5	31.4%	8.3	29.3%
Americas (ex-US)	3.2	29.8%	3.1	11.7%
EMEA	28.6	17.4%	27.7	2.9%
Asia and Oceania	1.5	31.2%	1.7	20.0%
Eligard	4.1	-6.6%	3.4	-14.0%
EMEA	4.0	-7.4%	3.3	-14.7%
Asia and Oceania	0.1	34.2%	0.1	15.1%
Vesicare	24.9	1.4%	23.2	-7.7%
Japan	6.1	-5.3%	5.2	-9.2%
Americas	9.8	4.8%	9.4	-9.4%
EMEA	7.9	5.8%	7.4	-1.6%
Asia and Oceania	1.2	-12.2%	1.0	-19.1%
Betanis/Myrbetriq/BETMIGA	34.4	26.3%	34.2	12.7%
Japan	8.1	11.7%	7.5	8.1%
Americas	19.4	29.6%	19.9	12.0%
EMEA	5.3	33.1%	5.2	19.6%
Asia and Oceania	1.7	53.1%	1.6	23.1%
Harnal/Omnic	11.4	-5.5%	12.1	-9.1%
Sales by Astellas	11.0	-6.9%	11.4	-7.1%
Japan	1.5	-29.5%	1.3	-33.5%
EMEA	4.1	6.2%	3.8	-4.7%
Asia and Oceania	5.2	-8.7%	6.1	-0.3%
Bulk and Royalties	0.4	47.8%	0.6	-34.5%
Prograf	52.2	5.7%	48.2	-3.3%
Sales by Astellas	51.8	7.8%	47.5	-2.9%
Japan (Including Graceptor)	12.2	-4.0%	11.2	-9.0%
Americas	6.4	2.1%	6.4	2.7%
EMEA	21.9	11.4%	18.3	-8.0%
Advagraf	10.1	17.0%	8.1	-10.1%
Asia and Oceania	11.4	19.9%	11.7	10.3%
Exports to third parties	0.4	-69.8%	0.6	-26.9%
Funguard/MYCAMINE	8.8	-14.7%	9.4	-11.2%
Japan	1.8	-33.1%	2.6	-8.3%
Americas	2.8	-7.7%	3.0	3.7%
EMEA	3.1	5.8%	2.7	-14.7%
Asia and Oceania	1.1	-34.0%	1.1	-34.2%

- 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¥

	FY18			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
<Global products>				
XTANDI	8.5	31.4%	8.3	29.3%
Vesicare	6.1	-5.3%	5.2	-9.2%
Betanis	8.1	11.7%	7.5	8.1%
Harnal	1.5	-29.5%	1.3	-33.5%
Prograf (Including Gracaptor)	12.2	-4.0%	11.2	-9.0%
Funguard	1.8	-33.1%	2.6	-8.3%
<Local products in Japan>				
Celecox	12.8	3.0%	12.3	0.0%
Symbicort	10.5	2.9%	8.9	1.4%
Geninax	2.1	-8.6%	1.5	-8.2%
Vaccines	3.2	-5.6%	5.2	52.6%
Argamate	1.4	-6.3%	1.4	-5.6%
Gonax	1.2	3.9%	1.2	2.5%
Cimzia	2.4	8.1%	2.3	1.5%
Suglat[Family]	4.9	71.8%	3.5	18.5%
Sujanu	1.5	-	0.2	-
Repatha	0.6	84.0%	0.6	67.1%
Linzess	0.8	561.3%	0.8	174.3%
Micardis [Family]	6.7	-71.0%	5.5	-34.6%
Micombi	0.8	-66.3%	0.6	-32.8%
Micamlo	2.0	-69.5%	1.6	-34.7%
Bonoteo	3.3	-4.5%	2.1	-37.6%
Lipitor	4.2	-22.1%	3.8	-24.7%
Myslee	2.9	-17.8%	2.7	-19.4%
Seroquel	1.4	-23.0%	1.2	-26.3%
Total Rx Sales In Japanese market	93.0	-12.3%	85.7	-2.6%

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

3) Sales of products in Americas

Unit: B¥

	FY18			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Tarceva	5.4	-35.3%	4.7	-44.2%
(US)	3.5	-43.7%	3.2	-51.2%
(ex-US)	1.9	-11.5%	1.6	-21.6%
Scan (Americas)	19.8	6.0%	19.1	7.0%
AmBisome (Americas)	3.1	8.3%	3.5	22.9%
CRESEMBA (Americas)	3.2	52.3%	3.1	45.3%

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

Americas	FY18			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Sales	1,035	13.2%	1,032	7.3%
XTANDI	390	20.8%	406	19.4%
US	361	19.9%	377	20.1%
Americas (ex-US)	29	32.3%	28	11.2%
Tarceva	49	-34.1%	42	-44.6%
US	32	-42.7%	28	-51.5%
ex-US	18	-9.9%	14	-22.1%
VESIcare	90	6.8%	85	-9.8%
Myrbetriq	178	32.0%	179	11.6%
Prograf	58	4.0%	57	2.3%
Scan	182	8.0%	171	6.5%
MYCAMINE	25	-6.0%	27	3.4%
AmBisome	29	10.3%	31	22.5%
CRESEMBA	29	55.1%	28	44.6%

Unit: M€

EMEA	FY18			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Sales	698	2.3%	628	-4.2%
XTANDI	220	10.3%	213	3.4%
Eligard	31	-13.0%	26	-13.7%
Vesicare	61	-0.6%	57	-0.9%
BETMIGA	40	25.0%	40	20.2%
Omnice	35	2.6%	34	-10.1%
Sales by Astellas	31	-0.2%	29	-4.0%
Bulk and Royalties	3	38.9%	5	-35.5%
Prograf	171	-0.3%	146	-8.0%
Sales by Astellas	168	4.7%	141	-7.3%
Advagraf	78	10.0%	63	-9.5%
Exports to third parties	3	-71.6%	5	-24.9%
MYCAMINE	24	-0.6%	21	-14.3%

- EMEA: Europe, Middle East and Africa