Supplementary Documents [IFRS]

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

Astellas Pharma Inc.

- Q2/FY2020 Financial Results
 - > For the year ended September 30, 2020
 - ➤ Three months ended September 30, 2020
- 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, 2020]

Consolidated Results (Full Basis)

			Unit: B¥	
	FY19	FY20	Change	Change
	APR SEP.	APR SEP.		(%)
Revenue	650.5	615.5	-35.0	-5.4%
Cost of sales	138.9	119.5	-19.3	-13.9%
Ratio to Revenue	21.3%	19.4%		
Gross profit	511.6	495.9	-15.7	-3.1%
SG&A expenses	226.1	242.1	16.1	7.1%
Ratio to Revenue	34.8%	39.3%		
Advertising and Sales Promotion	81.6	84.6	3.0	3.7%
Personnel expenses	86.4	90.2	3.9	4.5%
Other	58.1	67.3	9.2	15.8%
R&D expenses	105.0	111.7	6.7	6.4%
Ratio to Revenue	16.1%	18.1%		
Amortisation of intangible assets	11.2	11.5	0.3	3.1%
Share of profit (loss) of investments accounted for using equity method	-1.4	-0.3	1.1	-
Other income	7.2	4.3	-3.0	-41.2%
Net foreign exchange gains	1.9	-	-1.9	-
Fair value remeasurements on contingent consideration	-	3.9	3.9	-
Other expense	13.0	47.7	34.7	266.6%
Impairment losses	0.1	34.6	34.5	-
Net foreign exchange losses	-	5.2	5.2	-
Fair value remeasurements on contingent consideration	11.9	4.2	-7.6	-64.2%
Operating profit	162.2	86.9	-75.3	-46.4%
Ratio to Revenue	24.9%	14.1%		
Finance income	1.3	3.4	2.1	157.8%
Finance expense	1.9	1.2	-0.7	-37.1%
Profit before tax	161.6	89.1	-72.5	-44.9%
Ratio to Revenue	24.8%	14.5%		
Income tax expense	33.1	16.3	-16.8	-50.8%
Profit	128.5	72.8	-55.7	-43.3%
Ratio to Revenue	19.8%	11.8%		
Comprehensive income	74.6	78.1	3.5	4.7%

Previous Forecasts	Latest Forecasts	Change from FY19
FY20	FY20	Change
Full Year	Full Year	(%)
1,256.5	1,256.5	-3.4%
233.5 18.6%	233.5 18.6%	4.1%
246.5	210.5	-13.7%
19.6%	16.8%	
245.5	209.5	-14.6%
19.5%	16.7%	
197.5	169.5	-13.3%
15.7%	13.5%	

2. Consolidated Results (Core Basis)

Unit: B¥	
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	FY19	FY20	Change	Change
	APR SEP.	APR SEP.		(%)
Revenue	650.5	615.5	-35.0	-5.4%
Cost of sales	138.9	119.5	-19.3	-13.9%
Ratio to Revenue	21.3%	19.4%		
Gross profit	511.6	495.9	-15.7	-3.1%
SG&A expenses	226.1	242.1	16.1	7.1%
Ratio to Revenue	34.8%	39.3%		
Advertising and Sales Promotion	81.6	84.6	3.0	3.7%
Personnel expenses	86.4	90.2	3.9	4.5%
Other	58.1	67.3	9.2	15.8%
R&D expenses	105.0	111.7	6.7	6.4%
Ratio to Revenue	16.1%	18.1%		
Amortisation of intangible assets	11.2	11.5	0.3	3.1%
Share of profit (loss) of investments accounted for using equity method	-1.4	-0.3	1.1	-
Operating profit	168.0	130.3	-37.7	-22.4%
Ratio to Revenue	25.8%	21.2%		
Finance income	1.3	3.4	2.1	157.8%
Finance expense	1.9	1.2	-0.7	-37.1%
Profit before tax	167.3	132.5	-34.8	-20.8%
Ratio to Revenue	25.7%	21.5%		
Income tax expense	31.4	26.3	-5.1	-16.2%
Profit	135.9	106.2	-29.7	-21.9%
Ratio to Revenue	20.9%	17.2%		

 The Company has left its business forecast 	ets on a core basis unchanged from		forecasts announced in August 2020
 The Company has left its business forecast 	sts on a core basis unchanged from	the consolidated full-year business	torecasts announced in August 2020

3. Exchange Rate

3. Exchange Rate				Unit: yen
	FY19	FY20	FY19	FY20
	APR SEP.Ave.	APR SEP.Ave.	End	Q2 End
USD/Yen	109	107	109	106
EUR/Yen	121	121	120	124

^{*} Fx impacts: Net sales -5.3 billion yen and Core operating profit -6.5 billion yen

FY19
Full Year
1,300.8
276.7
21.3%
1,024.1
499.3
38.4%
172.4
179.8
147.0
224.2
17.2%
21.2
-1.7
277.8
21.4%
4.4
3.0
279.1
21.5%
55.9

Previous Forecasts	Latest Forecasts	Change from FY19
FY20	FY20	Change
Full Year	Full Year	(%)
1,256.5	1,256.5	-3.4%
233.5	233.5	4.1%
18.6%	18.6%	
251.0	251.0	-9.6%
		-9.0%
20.0%	20.0%	
200.5	200.5	-10.2%
16.0%	16.0%	-10.270

FY19	

121

223.2 17.2%

Previous Forecasts	Latest Forecasts
FY20	FY20
Full Year	Full Year
109	109
120	120

^{*} Fx impact on elimination of unrealized gain: COGs ratio +1.0ppt

4. Reconciliation of Full Basis to Core Basis

Unit: B¥

Cinc						
		FY19		FY20		
		APR SEP.			APR SEP.	
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
Revenue	650.5	ı	650.5	615.5	-	615.5
Cost of sales	138.9	ı	138.9	119.5	-	119.5
Gross profit	511.6	•	511.6	495.9	-	495.9
SG&A expenses	226.1	-	226.1	242.1	-	242.1
R&D expenses	105.0	-	105.0	111.7	-	111.7
Amortisation of intangible assets	11.2	-	11.2	11.5	-	11.5
Share of profit (loss) of investments accounted for using equity method	-1.4	-	-1.4	-0.3	-	-0.3
Other income *	7.2	-7.2	-	4.3	-4.3	-
Other expenses *	13.0	-13.0	-	47.7	-47.7	-
Operating profit	162.2	5.8	168.0	86.9	43.4	130.3
Finance income	1.3	-	1.3	3.4	-	3.4
Finance expenses	1.9	-	1.9	1.2	-	1.2
Profit before tax	161.6	5.8	167.3	89.1	43.4	132.5
Income tax expense	33.1	-1.6	31.4	16.3	10.1	26.3
Profit	128.5	7.4	135.9	72.8	33.3	106.2

^{* &}quot;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

5. Revenue by Region					Unit: B¥	
			FY19	FY20	Change	Change
			APR SEP.	APR SEP.		(%)
Revenue			650.5	615.5	-35.0	-5.4%
	Japan		183.3	144.2	- 39.1	-21.3%
		Ratio to Revenue	28.2%	23.4%		
	United States		216.7	236.7	20.0	9.2%
		Ratio to Revenue	33.3%	38.5%		
	Established Market		146.7	138.9	-7.9	-5.4%
		Ratio to Revenue	22.6%	22.6%		
	Greater China		29.4	29.6	0.1	0.5%
		Ratio to Revenue	4.5%	4.8%		
	International		63.4	56.7	-6.6	-10.5%
		Ratio to Revenue	9.7%	9.2%		
	Others		10.9	9.3	-1.6	-14.3%
		Ratio to Revenue	1.7%	1.5%		

- 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.
- The Company has left its revenue forecasts of each region unchanged from the full-year business forecasts announced in August 2020.

6. Per Share Information

	FY19	FY20
	APR SEP.	APR SEP.
The number of shares issued (thousand)	1,888,823	1,861,787
Treasury Shares (thousand)	3,394	4,313
The number of shares issued after deducting Treasury Shares (thousand)	1,885,430	1,857,473
Earnings per share (yen)	68.16	39.21
Earnings per share (yen) core base	72.07	57.15
Dividend per share (yen)	20	21

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

·	Unit: B¥			
	FY19	FY20	Change	Change
	APR SEP.	APR SEP.		(%)
Addition to Property, Plant and Equipment				
Consolidated	22.5	14.6	-7.9	-35.2%
Depreciation (PP&E)				
Consolidated	16.3	20.0	3.7	22.6%
Amortisation of Intangible Assets (incl. software, etc.)				
Consolidated	14.9	16.0	1.1	7.5%

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

FY19
Full Year
1,300.8
345.4
26.6% 443.5
34.1%
296.1
22.8%
60.4
4.6% 134.8
10.4%
20.7
1.6%

	Previous Forecasts	Latest Forecasts	FY19
	FY20	FY20	Change
	Full Year	Full Year	(%)
;	1,256.5	1,256.5	-3.4%
	281.7	281.7	-18.4%
6	22.4%	22.4%	
	486.4	486.4	9.7%
6	38.7%	38.7%	
	287.5	287.5	-2.9%
6	22.9%	22.9%	
	67.2	67.2	11.4%
6	5.4%	5.4%	
	117.1	117.1	-13.1%
6	9.3%	9.3%	
- 1	16.5	16.5	-20.5%
6	1.3%	1.3%	
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Change from

FY19
Full Year
1,861,787
4,276
1,857,511
104.15
118.95
40

Previous Forecasts	Latest Forecasts
FY20	FY20
Full Year	Full Year

106.32	91.25
107.94	107.94
42	42

FY19
Full Year
41.8
37.5
28.9

Previous Forecasts	Latest Forecasts	Change from FY19
FY20	FY20	Change
Full Year	Full Year	(%)
29.0	29.0	-30.6%
41.0	41.0	9.3%
30.0	30.0	3.9%

8. Sales of major products

1) Global

.,	FY19	FY20	Change	Change
	APR SEP.	APR SEP.	Onlange	(%)
XTANDI	195.0	225.5	30.5	15.6%
United States	98.7	121.1	22.5	22.8%
ex-US	96.3	104.4	8.1	8.4%
Japan	18.7	19.9	1.2	6.5%
Established Market	66.1	68.8	2.7	4.2%
Greater China	1.0	2.3	1.2	120.5%
International	10.5	13.4	2.8	27.1%
XOSPATA	5.7	11.0	5.2	91.9%
Japan	1.3	1.8	0.6	46.6%
United States	4.5	7.3	2.8	63.0%
Established Market	-	1.8	1.8	-
PADCEV	-	6.0	6.0	-
United States	-	6.0	6.0	-
Betanis/Myrabetriq/BETMIGA	78.8	80.0	1.2	1.5%
Japan	17.9	16.6	-1.2	-6.9%
United States	42.5	44.0	1.6	3.7%
Established Market	13.6	14.3	0.7	5.1%
Greater China	0.7	0.9	0.3	40.8%
International	4.1	4.0	-0.1	-3.2%
Vesicare	25.1	16.2	-8.9	-35.4%
Japan	10.6	9.4	-1.2	-11.3%
United States	2.7	1.6	-1.1	-40.6%
Established Market	8.7	2.9	-5.8	-66.7%
Greater China	0.9	0.5	-0.5	-48.6%
International	2.2	1.8	-0.3	-15.4%
Prograf	96.2	89.6	-6.6	-6.9%
Japan	22.9	21.1	-1.8	-8.0%
United States	7.0	6.6	-0.5	-6.7%
Established Market	34.4	30.4	-4.0	-11.5%
Greater China	15.5	16.2	0.7	4.6%
International	16.4	15.3	-1.0	-6.4%
Harnal/Omnic	22.2	20.2	-2.0	-9.0%
Funguard/MYCAMINE	17.8	13.9	-3.8	-21.5%
Eligard	6.9	6.1	-0.8	-11.0%

- Sales of products in J	lapan are shown in a	gross sales basis
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⁻ EM(Established Market): Europe, Canada, Australia

FY19 Full Year FY20 Full Year FY20 Full Year Change (%) 400.0 464.6 464.6 16.1% 203.5 249.5 249.5 22.6% 196.5 215.1 215.1 9.5% 35.8 38.9 38.9 8.8% 135.4 142.9 142.9 5.5% 3.2 6.9 6.9 115.0% 22.1 26.4 26.4 19.5% 14.3 23.1 23.1 61.9% 14.3 23.1 23.1 61.9% 14.3 23.1 23.1 61.9% 28 3.2 3.2 16.3% 10.5 13.8 13.8 30.8% 0.9 5.5 5.5 486.2% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 161.6 167.9 167.9 3.9% 34.3 34.2 34.2 -0.5% 89.2 90.8 <	Unit: B¥	Previous Forecasts	Latest Forecasts	Change from FY19
400.0 464.6 464.6 16.1% 203.5 249.5 249.5 22.6% 196.5 215.1 215.1 9.5% 35.8 38.9 38.9 8.8% 135.4 142.9 142.9 5.5% 3.2 6.9 6.9 115.0% 22.1 26.4 26.4 19.5% 14.3 23.1 23.1 61.9% 14.3 23.1 23.1 61.9% 14.3 23.1 23.1 61.9% 14.3 23.1 23.1 61.9% 14.3 23.1 23.1 61.9% 10.5 13.8 13.8 30.8% 0.9 5.5 5.5 486.2% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 161.6 167.9 167.9 3.9% 34.3 34.2 34.2 -0.5% 89.2 90.8 90.8 1.7% </td <td>FY19</td> <td>FY20</td> <td>FY20</td> <td>Change</td>	FY19	FY20	FY20	Change
203.5 249.5 249.5 22.6% 196.5 215.1 215.1 9.5% 35.8 38.9 38.9 8.8% 135.4 142.9 142.9 5.5% 3.2 6.9 6.9 115.0% 22.1 26.4 26.4 19.5% 14.3 23.1 23.1 61.9% 2.8 3.2 3.2 16.3% 10.5 13.8 13.8 30.8% 0.9 5.5 5.5 486.2% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 4.2 90.8 90.8 1.7% <	Full Year	Full Year	Full Year	(%)
196.5 215.1 215.1 9.5% 35.8 38.9 38.9 8.8% 135.4 142.9 142.9 5.5% 3.2 6.9 6.9 115.0% 22.1 26.4 26.4 19.5% 14.3 23.1 23.1 61.9% 2.8 3.2 3.2 16.3% 10.5 13.8 13.8 30.8% 0.9 5.5 5.5 486.2% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 161.6 167.9 167.9 3.9% 34.3 34.2 34.2 -0.5% 89.2 90.8 90.8 1.7% 28.2 30.5 30.5 8.4% 1.4 3.1 3.1 125.0% 8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 17.1 <td< td=""><td>400.0</td><td>464.6</td><td>464.6</td><td>16.1%</td></td<>	400.0	464.6	464.6	16.1%
35.8 38.9 38.9 8.8% 135.4 142.9 142.9 5.5% 3.2 6.9 6.9 115.0% 22.1 26.4 26.4 19.5% 14.3 23.1 23.1 61.9% 2.8 3.2 3.2 16.3% 10.5 13.8 13.8 30.8% 0.9 5.5 5.5 486.2% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 161.6 167.9 167.9 3.9% 34.3 34.2 34.2 -0.5% 89.2 90.8 90.8 1.7% 28.2 30.5 30.5 8.4% 1.4 3.1 3.1 125.0% 8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 17.1 -	203.5	249.5	249.5	
135.4 142.9 142.9 5.5% 3.2 6.9 6.9 115.0% 22.1 26.4 26.4 19.5% 14.3 23.1 23.1 61.9% 2.8 3.2 3.2 16.3% 10.5 13.8 13.8 30.8% 0.9 5.5 5.5 486.2% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 161.6 167.9 167.9 3.9% 34.3 34.2 34.2 -0.5% 89.2 90.8 90.8 1.7% 28.2 30.5 30.5 8.4% 1.4 3.1 3.1 125.0% 8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 -15.4% 4.2 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3%	196.5	215.1	215.1	9.5%
3.2 6.9 6.9 115.0% 22.1 26.4 26.4 19.5% 14.3 23.1 23.1 61.9% 2.8 3.2 3.2 16.3% 10.5 13.8 13.8 30.8% 0.9 5.5 5.5 486.2% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 161.6 167.9 167.9 3.9% 34.3 34.2 34.2 -0.5% 89.2 90.8 90.8 1.7% 28.2 30.5 30.5 8.4% 1.4 3.1 3.1 125.0% 8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 -15.4% 5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0	35.8	38.9	38.9	8.8%
22.1 26.4 26.4 19.5% 14.3 23.1 23.1 61.9% 2.8 3.2 3.2 16.3% 10.5 13.8 13.8 30.8% 0.9 5.5 5.5 486.2% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 161.6 167.9 167.9 3.9% 34.3 34.2 34.2 -0.5% 89.2 90.8 90.8 1.7% 28.2 30.5 30.5 8.4% 1.4 3.1 3.1 125.0% 8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 -15.4% 5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1%	135.4	142.9	142.9	5.5%
14.3 23.1 23.1 61.9% 2.8 3.2 3.2 16.3% 10.5 13.8 13.8 30.8% 0.9 5.5 5.5 486.2% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 161.6 167.9 167.9 3.9% 34.3 34.2 34.2 -0.5% 89.2 90.8 90.8 1.7% 28.2 30.5 30.5 8.4% 1.4 3.1 3.1 125.0% 8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 -15.4% 5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% <t< td=""><td>3.2</td><td>6.9</td><td>6.9</td><td>115.0%</td></t<>	3.2	6.9	6.9	115.0%
2.8 3.2 3.2 16.3% 10.5 13.8 13.8 30.8% 0.9 5.5 5.5 486.2% 1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 161.6 167.9 167.9 3.9% 34.3 34.2 34.2 -0.5% 89.2 90.8 90.8 1.7% 28.2 30.5 30.5 8.4% 1.4 3.1 3.1 125.0% 8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 -15.4% 5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% <t< td=""><td>22.1</td><td>26.4</td><td>26.4</td><td>19.5%</td></t<>	22.1	26.4	26.4	19.5%
10.5 13.8 13.8 30.8% 0.9 5.5 5.5 486.2% 1.8 13.0 13.0 619.6% 161.6 167.9 167.9 3.9% 34.3 34.2 34.2 -0.5% 89.2 90.8 90.8 1.7% 28.2 30.5 30.5 8.4% 1.4 3.1 3.1 125.0% 8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 -15.4% 5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 62.6 -1	14.3	23.1	23.1	61.9%
0.9 5.5 5.5 486.2% 1.8 13.0 13.0 619.6% 161.6 167.9 167.9 3.9% 34.3 34.2 34.2 -0.5% 89.2 90.8 90.8 1.7% 28.2 30.5 30.5 8.4% 1.4 3.1 3.1 125.0% 8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 -15.4% 5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2%	2.8	3.2	3.2	16.3%
1.8 13.0 13.0 619.6% 1.8 13.0 13.0 619.6% 161.6 167.9 167.9 3.9% 34.3 34.2 34.2 -0.5% 89.2 90.8 90.8 1.7% 28.2 30.5 30.5 8.4% 1.4 3.1 3.1 125.0% 8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 -15.4% 5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2%	10.5	13.8	13.8	30.8%
1.8 13.0 13.0 619.6% 161.6 167.9 167.9 3.9% 34.3 34.2 34.2 -0.5% 89.2 90.8 90.8 1.7% 28.2 30.5 30.5 8.4% 1.4 3.1 3.1 125.0% 8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 -15.4% 5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	0.9	5.5	5.5	486.2%
161.6 167.9 167.9 3.9% 34.3 34.2 34.2 -0.5% 89.2 90.8 90.8 1.7% 28.2 30.5 30.5 8.4% 1.4 3.1 3.1 125.0% 8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 -15.4% 5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3%	1.8	13.0	13.0	619.6%
34.3 34.2 34.2 -0.5% 89.2 90.8 90.8 1.7% 28.2 30.5 30.5 8.4% 1.4 3.1 3.1 125.0% 8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 17.1 -15.4% 5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	1.8	13.0	13.0	619.6%
89.2 90.8 90.8 1.7% 28.2 30.5 30.5 8.4% 1.4 3.1 3.1 125.0% 8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 -15.4% 5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	161.6	167.9	167.9	3.9%
28.2 30.5 30.5 8.4% 1.4 3.1 3.1 125.0% 8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 -15.4% 5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	34.3	34.2	34.2	-0.5%
1.4 3.1 3.1 125.0% 8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 -15.4% 5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	89.2	90.8	90.8	1.7%
8.4 9.3 9.3 10.6% 44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 -15.4% 5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	28.2	30.5	30.5	8.4%
44.7 30.0 30.0 -32.9% 20.2 17.1 17.1 -15.4% 5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	1.4	3.1	3.1	125.0%
20.2 17.1 17.1 -15.4% 5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	8.4	9.3	9.3	10.6%
5.4 2.2 2.2 -59.0% 13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	44.7	30.0	30.0	-32.9%
13.1 5.2 5.2 -60.3% 1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	20.2	17.1	17.1	-15.4%
1.8 1.2 1.2 -34.7% 4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	5.4	2.2	2.2	-59.0%
4.2 4.3 4.3 3.1% 192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	13.1	5.2	5.2	-60.3%
192.9 182.0 182.0 -5.7% 44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	1.8	1.2	1.2	-34.7%
44.3 40.5 40.5 -8.7% 13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	4.2	4.3	4.3	3.1%
13.2 12.1 12.1 -8.2% 71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	192.9	182.0	182.0	-5.7%
71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	44.3	40.5	40.5	-8.7%
71.5 62.6 62.6 -12.4% 32.2 35.1 35.1 9.2% 31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	13.2	12.1	12.1	-8.2%
31.7 31.6 31.6 -0.4% 42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%			62.6	-12.4%
42.7 39.1 39.1 -8.3% 35.2 23.1 23.1 -34.4%	32.2	35.1	35.1	9.2%
35.2 23.1 23.1 -34.4%	31.7	31.6	31.6	-0.4%
	42.7	39.1	39.1	
14.2 12.3 12.3 -13.3%	35.2	23.1	23.1	-34.4%
	14.2	12.3	12.3	-13.3%

Unit: B¥

⁻ Greater China: China, Hong Kong, Taiwan

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

⁻ The Company has left its sales forecasts of each product unchanged from the full-year business forecasts announced in August 2020.

2) Revenue by Region

(1) Japan	
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(1) dapair			O.I.I. B.	
	FY19	FY20	Change	Change
<global></global>	APR SEP.	APR SEP.		(%)
XTANDI	18.7	19.9	1.2	6.5%
XOSPATA	1.3	1.8	0.6	46.6%
Betanis	17.9	16.6	-1.2	-6.9%
Vesicare	10.6	9.4	-1.2	-11.3%
Prograf (Including Graceptor)	22.9	21.1	-1.8	-8.0%
Harnal	2.2	1.6	-0.7	-29.3%
Funguard	3.9	2.9	-1.0	-26.8%
<main products=""></main>				
Suglat [Family]	11.7	13.8	2.1	18.2%
Sujanu	4.2	5.5	1.4	32.5%
Repatha	1.5	2.4	0.9	62.6%
Linzess	2.7	3.1	0.4	13.5%
BLINCYTO	2.2	2.2	-0.0	-0.5%
EVENITY	9.5	12.7	3.2	33.9%
Celecox	26.2	14.2	-12.0	-45.7%
Symbicort	14.1	-	-14.1	-100.0%
Geninax	4.1	1.1	-2.9	-72.6%
Vaccines	5.1	2.8	-2.4	-45.8%
Gonax	2.6	2.9	0.3	9.9%
Cimzia	4.7	5.0	0.3	5.6%
Micardis [Family]	9.6	-	-9.6	-100.0%
Bonoteo	3.3	2.0	-1.3	-38.9%
Lipitor	6.9	5.5	-1.4	-19.8%
Myslee	4.8	4.0	-0.8	-16.3%
Total Rx Sales In Japanese market	182.3	143.1	-39.3	-21.5%

 Sales of 				

⁻ The Company has left its sales forecasts of each product unchanged from the full-year business forecasts announced in August 2020.

Unit: B¥	Previous Forecasts	Latest Forecasts	Change from FY19
FY19	FY20	FY20	Change
Full Year	Full Year	Full Year	(%)
35.8	38.9	38.9	8.8%
2.8	3.2	3.2	16.3%
34.3	34.2	34.2	-0.5%
20.2	17.1	17.1	-15.4%
44.3	40.5	40.5	-8.7%
4.1	2.6	2.6	-36.2%
7.6	3.6	3.6	-53.0%
23.9	30.3	30.3	26.7%
8.9			
3.1			
5.6	6.6	6.6	19.4%
4.5			
23.6			
49.2	20.9	20.9	-57.4%
14.1	-	-	-
7.7	5.0	5.0	-35.6%
11.2	7.4	7.4	-34.0%
5.1	5.5	5.5	8.0%
9.3	9.4	9.4	1.6%
17.7	_	-	-
6.0	3.2	3.2	-46.3%
12.7	10.2	10.2	-19.3%
9.0	7.2	7.2	-20.3%
342.1	275.6	275.6	-19.5%

Unit: B¥

(2) United States

I Init	DAV.	

Unit: M€

	FY19	FY20	Change	Change
	APR SEP.	APR SEP.		(%)
Revenue	1,995	2,214	219	11.0%
XTANDI	908	1,133	225	24.7%
XOSPATA	41	68	27	65.6%
PADCEV	-	56	56	-
Myrbetriq	391	412	21	5.3%
VESIcare	25	15	-10	-39.7%
Prograf	65	61	-3	-5.2%
MYCAMINE	55	46	-9	-16.1%
AmBisome	56	52	-4	-7.4%
CRESEMBA	72	76	4	5.9%
Scan	364	291	-73	-20.0%
Tarceva	19	5	-14	-75.4%

⁻ The Company has left its sales forecasts of each product unchanged from the full-year business forecasts announced in August 2020.

(3) Established Market

		FY19	FY20	Change	Change
		APR SEP.	APR SEP.		(%)
Revenue		1,209	1,145	-64	-5.3%
	XTANDI	544	567	23	4.3%
	XOSPATA	-	15	15	-
	BETMIGA	112	118	6	5.2%
	Vesicare	71	24	-48	-66.6%
	Prograf	283	251	-32	-11.4%
	Omnic	34	32	-3	-7.6%
	MYCAMINE	30	25	-5	-17.6%
	Eligard	47	43	-5	-10.0%

FY19
Full Year
4,078
1,871
97
17
821
50
122
106
116
155
694
30

Previous Forecasts	Latest Forecasts	FY19
FY20	FY20	Change
Full Year	Full Year	(%)
4,446	4,446	9.0%
2,280	2,280	21.8%
126	126	30.0%
119	119	615.2%
830	830	1.1%
20	20	-59.3%
111	111	-8.7%
62	62	-41.8%
106	106	-8.7%
155	155	0.0%
626	626	- 9.8%

Change from

FY19
Full Year
2,451
1,121
8
233
108
592
71
56
98

Previous Forecasts	Latest Forecasts	
FY20	FY20	Change
Full Year	Full Year	(%)
2,403	2,403	-1.9%
1,195	1,195	6.6%
46	46	492.1%
255	255	9.4%
43	43	-59.9%
524	524	-11.5%
63	63	-11.1%
40	40	-27.9%
81	81	-17.1%

Established Market: Europe, Canada, Australia
 The Company has left its sales forecasts of each product unchanged from the full-year business forecasts announced in August 2020.

(4) Greater China Unit: B¥

	FY19	FY20	Change	Change
	APR SEP.	APR SEP.		(%)
Revenue	29.4	29.6	0.1	0.5%
XTANDI	1.0	2.3	1.2	120.5%
BETMIGA	0.7	0.9	0.3	40.8%
Vesicare	0.9	0.5	-0.5	-48.6%
Prograf	15.5	16.2	0.7	4.6%
Harnal	6.8	6.7	-0.1	-1.8%
MYCAMINE	1.7	1.2	-0.5	- 27.8%
Eligard	0.2	0.2	0.0	22.0%
Feburic	1.2	1.2	-0.0	-2.9%

- Greater China: China, Hong Kong, Taiwan

- The Company has left its sales forecasts of each product unchanged from the full-year business forecasts announced in August 2020.

(5) International Unit: B¥

	FY19 APR SEP.	FY20 APR SEP.	Change	Change (%)
Revenue	63.4	56.7	-6.6	-10.5%
XTANDI	10.5	13.4	2.8	27.1%
BETMIGA	4.1	4.0	-0.1	-3.2%
Vesicare	2.2	1.8	-0.3	-15.4%
Prograf	16.4	15.3	-1.0	-6.4%
Harnal	9.0	8.1	-0.9	-9.9%
MYCAMINE	2.6	2.0	-0.6	-23.8%

International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.
 The Company has left its sales forecasts of each product unchanged from the full-year business forecasts announced in August 2020.

FY19
Full Year
60.4
3.2
1.4
1.8
32.2
13.1
3.8
0.3
2.5

Previous Forecasts	Latest Forecasts	Change from FY19
FY20	FY20	Change
Full Year	Full Year	(%)
67.2	67.2	11.4%
6.9	6.9	115.0%
3.1	3.1	125.0%
1.2	1.2	-34.7%
35.1	35.1	9.2%
11.4	11.4	-13.1%
3.7	3.7	-2.4%
0.4	0.4	19.3%
3.9	3.9	56.0%

FY19 Full Year 134.8 22.1 8.4 4.2 31.7 16.9
134.8 22.1 8.4 4.2 31.7
22.1 8.4 4.2 31.7
8.4 4.2 31.7
4.2
31.7
16.0
10.9
5.5

Previous Forecasts	Latest Forecasts	Change from FY19
FY20	FY20	Change
Full Year	Full Year	(%)
117.1	117.1	-13.1%
26.4	26.4	19.5%
9.3	9.3	10.6%
4.3	4.3	3.1%
31.6	31.6	-0.4%
17.6	17.6	4.1%
4.2	4.2	-23.2%

9. Consolidated statements of financial position

Unit: B¥

	FY19	FY20	Change
	End	Q2 End	Griarige
ssets	2,315.2	2,237.0	-78.2
Non-current assets	1,447.7	1,417.1	-30.5
Property, plant and equipment	268.6	265.7	-2.9
Goodwill	278.3	273.4	-4.9
Intangible assets	724.8	687.3	-37.5
Trade and other receivables	34.0	34.0	0.0
Investments accounted for using equity method	4.7	5.3	0.6
Deferred tax assets	52.9	55.2	2.4
Other financial assets	74.3	86.0	11.7
Other non-current assets	10.2	10.2	0.0
Current assets	867.5	819.9	-47.6
Inventories	151.0	155.7	4.7
Trade and other receivables	347.0	332.7	-14.3
Income tax receivable	23.6	14.3	-9.3
Other financial assets	9.5	7.7	-1.8
Other current assets	18.0	22.7	4.7
Cash and cash equivalents	318.4	286.7	-31.7

Unit: B¥

	FY19	FY20	Change
	End	Q2 End	Change
Equity and Liabilities	2,315.2	2,237.0	-78.2
Equity	1,289.2	1,329.6	40.5
Equity attributable to owners of the parent	1,289.2	1,329.6	40.5
Share capital	103.0	103.0	-
Capital surplus	177.5	177.5	-0.1
Treasury shares	-7.2	-7.3	-0.1
Retained earnings	905.9	941.8	36.0
Other components of equity	110.0	114.6	4.6
Liabilities	1,026.0	907.4	-118.6
Non-current liabilities	227.3	290.5	63.2
Trade and other payables	3.1	2.7	-0.4
Deferred tax liabilities	24.7	13.9	-10.7
Retirement benefit liabilities	38.1	40.4	2.3
Provisions	6.1	4.2	-2.0
Other financial liabilities	129.3	203.5	74.2
Other non-current liabilities	26.0	25.7	-0.3
Current liabilities	798.7	616.9	-181.8
Trade and other payables	172.0	113.5	-58.4
Income tax payable	4.0	19.7	15.7
Provisions	14.2	14.6	0.4
Other financial liabilities	345.7	205.7	-140.0
Other current liabilities	262.8	263.4	0.6

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.

10. Employees

	emplo	

	FY19	FY20
	2Q End	2Q End
Total	15,432	15,791

FY19
4Q End
15,883

11. Shareholders

	FY19	FY20
	2Q End	2Q End
Banks	34.3%	36.6%
Securities	4.2%	3.6%
Other companies	3.2%	3.2%
Foreign companies	49.2%	47.7%
Individuals and others	9.1%	8.8%
Treasury Stock*	0.1%	0.1%

^{*} Treasury Stock does not include shares owned by the executive compensation BIP (Board Incentive Plan) trust and ESOP (Employee Stock Ownership Plan) trust.

[Three months ended September 30, 2020]

Comprehensive income

1. Consolidated Results (Full Basis)	Unit: B¥				
	FY20				
	APRJUN.	Change	JULSEP.	Change	
	(Quarterly)	(%)	(Quarterly)	(%)	
Revenue	307.0	-8.1%	308.5	-2.5%	
Cost of sales	59.7	-15.4%	59.9	-12.4%	
Ratio to Revenue	19.4%		19.4%		
Gross profit	247.3	-6.2%	248.6	0.3%	
SG&A expenses	120.8	2.8%	121.4	11.8%	
Ratio to Revenue	39.3%		39.3%		
Advertising and Sales Promotion	42.0	1.8%	42.6	5.6%	
Personnel expenses	45.7	4.8%	44.6	4.2%	
Other	33.1	1.5%	34.2	34.2%	
R&D expenses	57.3	7.1%	54.4	5.7%	
Ratio to Revenue	18.7%		17.6%		
Amortisation of intangible assets	5.9	-18.4%	5.7	41.6%	
Share of profit (loss) of investments accounted for using equity method	-0.0	-	-0.2	-	
Other income	2.2	-50.4%	3.2	19.0%	
Net foreign exchange gains	1.1	131.6%	-	-	
Fair value remeasurements on contingent consideration	0.9	-	3.1	-	
Other expense	4.8	-60.6%	44.1	-	
Impairment losses	3.3	-	31.3	-	
Net foreign exchange losses	-	-	6.4	-	
Fair value remeasurements on contingent consideration	0.2	-98.5%	4.2	783.4%	
Operating profit	60.8	-21.1%	26.1	-69.4%	
Ratio to Revenue	19.8%		8.4%		
Finance income	0.4	-50.5%	3.1	437.8%	
Finance expense	1.0	-27.8%	0.3	-56.7%	
Profit before tax	60.2	-21.3%	28.9	-66.1%	
Ratio to Revenue	19.6%		9.4%		
Income tax expense	9.8	-45.4%	6.4	-57.3%	
Profit	50.4	-13.9%	22.4	-68.0%	
Ratio to Revenue	16.4%		7.3%		
		404.00/	00.7	50.00	

55.4

104.9%

22.7

-52.3%

2. Consolidated Results (Core Basis)

,			Unit: B¥	
	FY20			
	APRJUN.	Change	JULSEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	307.0	-8.1%	308.5	-2.5%
Cost of sales	59.7	-15.4%	59.9	-12.4%
Ratio to Revenue	19.4%		19.4%	
Gross profit	247.3	-6.2%	248.6	0.3%
SG&A expenses	120.8	2.8%	121.4	11.8%
Ratio to Revenue	39.3%		39.3%	
Advertising and Sales Promotion	42.0	1.8%	42.6	5.6%
Personnel expenses	45.7	4.8%	44.6	4.2%
Other	33.1	1.5%	34.2	34.2%
R&D expenses	57.3	7.1%	54.4	5.7%
Ratio to Revenue	18.7%		17.6%	
Amortisation of intangible assets	5.9	-18.4%	5.7	41.6%
Share of profit (loss) of investments accounted for using equity method	-0.0	-	-0.2	-
Operating profit	63.4	-25.2%	66.9	-19.6%
Ratio to Revenue	20.6%		21.7%	
Finance income	0.4	-50.5%	3.1	437.8%
Finance expense	1.0	-27.8%	0.3	-56.7%
Profit before Tax	62.8	-25.4%	69.7	-16.2%
Ratio to Revenue	20.5%		22.6%	
Income tax expense	10.8	-36.7%	15.5	8.2%
Profit	52.0	-22.5%	54.2	-21.3%
Ratio to Revenue	16.9%		17.6%	

3. Revenue by Region

- 1	In	ıt.	R¥

				FY	20	
			APRJUN.	Change	JULSEP.	Change
			(Quarterly)	(%)	(Quarterly)	(%)
Revenue			307.0	-8.1%	308.5	-2.5%
	Japan		77.8	-21.0%	66.5	-21.7%
		Ratio to Revenue	25.3%		21.5%	
	United States		117.2	11.3%	119.6	7.3%
		Ratio to Revenue	38.2%		38.8%	
	Established Market		64.0	-15.5%	74.8	5.4%
		Ratio to Revenue	20.9%		24.3%	
	Greater China		14.2	-3.4%	15.3	4.4%
		Ratio to Revenue	4.6%		5.0%	
	International		30.2	-11.8%	26.5	-8.9%
		Ratio to Revenue	9.8%		8.6%	
	Others		3.6	-36.4%	5.8	9.3%
		Ratio to Revenue	1.2%		1.9%	

⁻ Established Market: Europe, Canada, Australia

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

Unit: B¥

		Offic. B4			
		FY20			
	APRJUN.	Change	JULSEP.	Change	
	(Quarterly)	(%)	(Quarterly)	(%)	
Addition to Property, Plant and Equipment					
Consolidated	7.1	-43.8%	7.5	-24.2%	
Depreciation (PP&E)					
Consolidated	10.0	24.5%	10.0	20.8%	
Amortisation of Intangible Assets (incl. software, etc.)					
Consolidated	8.0	-10.9%	8.0	35.7%	

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

⁻ Greater China: China, Hong Kong, Taiwan

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

5. Sales of major products

1) Global

Unit: B¥ FY20 Change APR.-JUN. JUL.-SEP. Change (Quarterly) (Quarterly) (%)(%) **XTANDI** 112.0 16.6% 113.5 14.7% 62.7 58.4 **United States** 33.7% 12.8% ex-US 49.3 0.3% 55.1 16.7% Japan 10.1 9.1% 9.8 4.0% -6.4% **Established Market** 31.5 37.4 15.1% Greater China 0.7 31.4% 219.0% 1.6 International 6.9 22.7% 32.3% 6.4 XOSPATA 5.6 128.3% 5.3 64.4% Japan 1.0 70.3% 0.8 25.6% **United States** 3.6 92.3% 3.7 41.8% Established Market 1.0 0.8 PADCEV 3.0 3.1 **United States** 3.0 3.1 Betanis/Myrabetrig/BETMIGA 40.4 1.2% 39.5 1.8% Japan 8.4 -10.5% 8.2 -2.8% **United States** 22.9 7.7% 21.1 -0.3% **Established Market** 6.6 -2.3% 7.7 12.4% 12.3% **Greater China** 0.4 0.5 79.8% 2.0 -2.5% -3.9% International 2.0 Vesicare 7.7 -43.0% 8.4 -26.5% 4.9 -13.8% 4.4 -8.4% Japan 85.7% **United States** 0.4 1.2 -51.4% **Established Market** 1.3 -79.2% 1.6 -37.4% Greater China 0.2 -52.9% 0.3 -44.1% International 0.9 -14.3% 0.9 -16.5% Prograf 45.3 -10.2% 44.3 -3.2% -9.1% 11.1 10.0 -6.7% Japan 10.1% **United States** 3.6 3.0 -21.0% **Established Market** -0.5% 13.8 -21.9% 16.6

7.8

9.0

10.6

7.1

3.1

1.3%

-6.0%

-3.1%

-21.6%

-16.0%

Greater China

International

Harnal/Omnic

Eligard

Funguard/MYCAMINE

8.4

6.3

9.6

6.9

3.1

7.9%

-7.0%

-14.7%

-21.4%

-5.4%

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

⁻ 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¥

(1) Supun		One. B4			
		FY20			
	APRJUN.	Change	JULSEP.	Change	
<global></global>	(Quarterly)	(%)	(Quarterly)	(%)	
XTANDI	10.1	9.1%	9.8	4.0%	
XOSPATA	1.0	70.3%	0.8	25.6%	
Betanis	8.4	-10.5%	8.2	-2.8%	
Vesicare	4.9	-13.8%	4.4	-8.4%	
Prograf (Including Graceptor)	11.1	-9.1%	10.0	-6.7%	
Harnal	0.8	-30.5%	0.7	-28.0%	
Funguard	1.5	-24.5%	1.4	-29.1%	
<main products=""></main>					
Suglat [Family]	7.1	18.3%	6.7	18.0%	
Sujanu	2.8	34.9%	2.7	30.0%	
Repatha	1.2	52.5%	1.3	73.1%	
Linzess	1.6	12.3%	1.5	14.6%	
BLINCYTO	1.2	12.0%	1.0	-12.0%	
EVENITY	6.9	96.1%	5.8	-3.0%	
Celecox	11.6	-11.9%	2.7	-79.5%	
Geninax	0.6	-72.6%	0.5	-72.7%	
Vaccines	0.0	-99.9%	2.8	49.0%	
Gonax	1.6	23.2%	1.2	-3.6%	
Cimzia	2.5	4.4%	2.4	6.9%	
Bonoteo	1.1	-40.4%	1.0	-37.2%	
Lipitor	2.9	-21.2%	2.6	-18.1%	
Myslee	2.1	-17.3%	2.0	-15.2%	
Total Rx Sales In Japanese market	76.9	-21.5%	66.2	-21.6%	
Total Rx Sales In Japanese market	76.9	-21.5%	66.2	-21	

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

(2) United States

Unit: M\$

FY20

			1-120			
		APRJUN.	Change	JULSEP.	Change	
		(Quarterly)	(%)	(Quarterly)	(%)	
Revenue		1,089	13.6%	1,126	8.6%	
	XTANDI	583	36.5%	550	14.2%	
	XOSPATA	33	96.4%	35	43.8%	
	PADCEV	27	-	29	-	
	Myrbetriq	213	10.0%	199	0.8%	
	Vesicare	4	89.6%	11	-50.5%	
	Prograf	33	12.4%	28	-19.9%	
	MYCAMINE	24	-10.5%	22	-21.5%	
	Ambisome	22	-16.3%	29	0.8%	
	CRESEMBA	36	-2.3%	40	14.7%	
	Scan	111	-40.1%	180	0.6%	
	Tarceva	3	-82.4%	2	-52.9%	

(3) Established Market Unit: M€

		FY20			
	APRJUN.	Change	JULSEP.	Change	
	(Quarterly)	(%)	(Quarterly)	(%)	
Revenue	540	-11.9%	604	1.6%	
XTANDI	266	-2.4%	302	10.9%	
XOSPATA	9	-	7	-	
BETMIGA	56	1.8%	62	8.5%	
Vesicare	11	-78.4%	13	-40.8%	
Prograf	117	-18.5%	134	-4.1%	
Omnic	15	-11.8%	17	-3.6%	
MYCAMINE	13	-10.0%	11	-25.0%	
Eligard	21	-13.3%	21	-6.4%	

⁻ Established Market: Europe, Canada, Australia

(4) Greater China Unit: B¥

		FY20			
	APRJUN.	Change	JULSEP.	Change	
	(Quarterly)	(%)	(Quarterly)	(%)	
Revenue	14.2	-3.4%	15.3	4.4%	
XTANDI	0.7	31.4%	1.6	219.0%	
BETMIGA	0.4	12.3%	0.5	79.8%	
Vesicare	0.2	-52.9%	0.3	-44.1%	
Prograf	7.8	1.3%	8.4	7.9%	
_ Harnal	3.7	12.6%	3.0	-15.3%	
MYCAMINE	0.5	-45.6%	0.7	-6.6%	
Eligard	0.1	16.8%	0.1	27.0%	
Feburic	0.6	-2.6%	0.6	-3.2%	

⁻ Greater China: China, Hong Kong, Taiwan

(5) International Unit: B¥

	FY20			
	APRJUN.	Change	JULSEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	venue 30.2 -11.8% 26		26.5	-8.9%
XTANDI	6.9	22.7%	6.4	32.3%
BETMIGA	2.0	-2.5%	2.0	-3.9%
Vesicare	0.9	-14.3%	0.9	-16.5%
Prograf	9.0	-6.0%	6.3	-7.0%
Harnal	4.2	-1.4%	3.9	-17.7%
MYCAMINE	1.0	-31.2%	1.0	-15.0%

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

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

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

	Generic Name	·					
Therapeutic Area	Code No. (Brand Name)	Modality / Technology	Classification	Target Disease	Phase *	Licensor **	Remarks
Oncology	enzalutamide MDV3100	Small molecule	Androgen receptor inhibitor	(New formulation: Tablet)	US Approved (Aug 2020)	Pfizer	
	(XTANDI [®])			Non-metastatic castration-resistant prostate cancer	China Filed (Oct 2019)		
				Metastatic castration-sensitive prostate cancer	Europe Filed (Jul 2019) China P-III		
				Non-metastatic castration-sensitive prostate cancer	P-III		
	gilteritinib ASP2215	Small molecule	FLT3 inhibitor	Relapsed or refractory acute myeloid leukemia	China Filed (Mar 2020)	In-house	
	(XOSPATA [®])			Post-chemotherapy maintenance acute myeloid leukemia	P-III		
				Post-hematopoietic stem cell transplant maintenance 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	P-III		
	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 Seagen]	
	(FADGLY)			Metastatic urothelial cancer, previously untreated (first line; combo with pembrolizumab)	P-III	3 1	
				Muscle-invasive bladder cancer (combo with pembrolizumab)	<u>P-III</u>		
				Metastatic urothelial cancer, PD-1/PD-L1 inhibitor pretreated	P-II		
				Other solid tumors	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
Oncology	zolbetuximab IMAB362	,	Anti-Claudin 18.2 monoclonal antibody	Gastric and gastroesophageal junction adenocarcinoma	P-III	In-house (Ganymed)	
				Pancreatic adenocarcinoma	P-II		
	roxadustat ASP1517/FG-4592	Small molecule	HIF-PH inhibitor	Anemia associated with chronic kidney disease in patients on dialysis	Europe Filed (Apr 2020)		Astellas has rights in Japan, Europe, the
				Anemia associated with chronic kidney disease in patients not on dialysis	Japan Filed (Jan 2020) Europe Filed (Apr 2020)		Commonwealth of Independent States, the
				Chemotherapy-induced anemia	P-II		Middle East, and South Africa.
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 (Aug 2020):

enzalutamide (MDV3100): Removed the description of the approval in Japan for prostate cancer with distant metastasis in May 2020. Obtained the approval in US for tablet, a new formulation in Aug 2020. enfortumab vedotin (ASG-22ME): Initiated a Phase 3 study for muscle-invasive bladder cancer.

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
oncology	ASP1948/PTZ-329	Antibody		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		Oncolytic virus carrying IL-7 and IL-12	Cancer	P-I	Tottori University [Discovered through collaborative research]	
	ASP7517	Cell therapy (artificial adjuvant vector cells)	- 0)	WT1 loaded artificial adjuvant vector cell	Cancer	P-I	RIKEN [Discovered through collaborative research]	
	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		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	3,	Recombinant human heparin-binding epidermal growth factor-like growth factor	Chronic tympanic membrane perforation	P-I	Auration Biotech	
	ASP1128/MA-0217	Small molecule	Nephrology	PPARδ modulator	Acute kidney injury	P-II	In-house (Mitobridge)	
	ASP0367/MA-0211	Small molecule	Muscle disease	PPARδ modulator	Primary mitochondrial myopathies	<u>P-II</u>	In-house (Mitobridge)	
					Duchenne muscular dystrophy	P-I		

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
regulation	resamirigene bilparvovec AT132	Gene therapy (AAV-based gene therapy)		MTM1 gene replacement to express myotubularin	X-linked myotubular myopathy	P-II	In-house (Audentes)	
	AT845	Gene therapy (AAV-based gene therapy)		GAA gene replacement to express GAA enzyme	Pompe disease	P-I	In-house (Audentes)	
	ASP3772	Next generation vaccine (MAPS technology)	disease	Pneumococcal vaccine based on a multiple antigen-presenting system (MAPS) platform	Prevention of pneumococcal disease	P-II	Affinivax	
	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]	

^{*} 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 (Aug 2020):

ASP0367/MA-0211: Initiated a Phase 2 study for primary mitochondrial myopathies.

ASP8374/PTZ-201: Discontinued Phase 1 program for cancer.

Others

Therapeutic Area	Generic Name Code No. (Brand Name)	Modality / Technology	Classification	Target Disease	Phase *	Licensor **	Remarks
Urology and Nephrology	mirabegron YM178	Small molecule	β ₃ receptor agonist	Neurogenic detrusor overactivity in pediatric patients	US Filed (Sep 2020) Europe P-III	In-house	
				Overactive bladder in pediatric patients	Europe P-III		
Immunology	peficitinib ASP015K	Small molecule	JAK inhibitor	Rheumatoid arthritis	China P-III	In-house	
	bleselumab ASKP1240	,	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		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. "Filed" includes submission of application.

Update from the previous announcement (Aug 2020):

solifenacin (YM905): Removed the description of the approval in US for neurogenic detrusor overactivity in pediatric patients aged 2 years and older in May 2020.

mirabegron (YM178): Filed in US for neurogenic detrusor overactivity in pediatric patients in Sep 2020.

ASP1650: Discontinued the development for testicular cancer after Phase 2 study did not meet its primary endpoint.

ASP8302: Discontinued the development for underactive bladder after Phase 2 study did not meet its primary endpoint.

ASP1235/AGS62P1: Discontinued Phase 1 program for acute myeloid leukemia.

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

Underlined item indicates changes from the previous announcement on August 2020

Sphere (Business area)	Project	Concept	Status	Partner	Remarks
disease progression prevention	•	Offer smartphone application to support exercise using wearable device to people who needs regular exercise	Implementing medical and health research	BANDAI NAMCO Entertainment	
	Fitness service (Fit-eNce)	Scientifically evidenced exercise programs and systems which support regular exercise	Launched in limited areas		
	BlueStar	Digital therapeutics for adults with diabetes	Under development	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 (August 2020):
Fitness service (Fit-eNce): Initiated service in limited areas from Sep. 1, 2020 through fitness clubs in Kanagawa Prefecture.