

Supplementary Documents [IFRS]

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

Astellas Pharma Inc.

- Q3/FY2016 Financial Results
 - Nine months ended December 31, 2016
 - Three months ended December 31, 2016
- 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.

[Nine months ended December 31, 2016]

1. Consolidated Results (Full Basis)

	Unit: B¥				FY15 Full Year	Forecasts	
	FY15 APR. - DEC.	FY16 APR. - DEC.	Change	Change (%)		FY16 Full Year	Change from FY15 (%)
Sales	1,065.7	1,005.6	-60.1	-5.6%	1,372.7	1,300.0	-5.3%
Cost of sales	270.5	250.8	-19.7	-7.3%	335.6		
Ratio to Sales	25.4%	24.9%			24.4%		
Gross profit	795.2	754.8	-40.3	-5.1%	1,037.1		
SG&A expenses	362.7	336.7	-26.0	-7.2%	500.4		
Ratio to Sales	34.0%	33.5%			36.5%		
Advertising and Sales Promotion	125.1	105.1	-19.9	-15.9%	169.1		
Personnel expenses	137.3	129.7	-7.5	-5.5%	186.1		
Other	100.4	101.8	1.4	1.4%	145.1		
R&D expenses	165.0	148.3	-16.7	-10.1%	225.7	216.0	-4.3%
Ratio to Sales	15.5%	14.7%			16.4%	16.6%	
Amortisation of intangible assets	33.2	26.7	-6.4	-19.3%	42.4		
Share of profits/losses of associates and joint ventures	-0.5	-1.3	-0.8	-	-1.2		
Other income	1.1	6.6	5.5	496.9%	1.7		
Net foreign exchange gains	-	4.3	4.3	-	-		
Other expense	19.4	17.1	-2.2	-11.6%	20.2		
Impairment losses	9.5	11.9	2.3	24.6%	9.5		
Net foreign exchange losses	7.0	-	-7.0	-	7.0		
Operating profit	215.6	231.3	15.7	7.3%	249.0	267.0	7.2%
Ratio to Sales	20.2%	23.0%			18.1%	20.5%	
Finance income	13.8	14.0	0.2	1.7%	14.4		
Gain on sales of available-for-sale financial assets	12.1	12.7	0.7	5.5%	12.3		
Finance expense	0.9	1.4	0.5	52.5%	1.6		
Impairment losses for available-for-sale financial assets	0.1	0.4	0.3	202.0%	0.4		
Profit before tax	228.5	243.9	15.4	6.8%	261.8	268.0	2.4%
Ratio to Sales	21.4%	24.3%			19.1%	20.6%	
Income tax expense	63.9	65.1	1.2	1.8%	68.1		
Profit for the period	164.5	178.8	14.3	8.7%	193.7	198.0	2.2%
Ratio to Sales	15.4%	17.8%			14.1%	15.2%	
Comprehensive income	166.5	170.9	4.4	2.6%	130.9		

2. Consolidated Results (Core Basis)	Unit: B¥				FY15 Full Year	Forecasts	
	FY15 APR. - DEC.	FY16 APR. - DEC.	Change	Change (%)		FY16 Full Year	Change from FY15 (%)
Sales	1,065.7	1,005.6	-60.1	-5.6%	1,372.7	1,300.0	-5.3%
Cost of sales	270.5	250.8	-19.7	-7.3%	335.6		
	Ratio to Sales	25.4%	24.9%		24.4%		
Gross profit	795.2	754.8	-40.3	-5.1%	1,037.1		
SG&A expenses	362.7	336.7	-26.0	-7.2%	500.4		
	Ratio to Sales	34.0%	33.5%		36.5%		
Advertising and Sales Promotion	125.1	105.1	-19.9	-15.9%	169.1		
Personnel expenses	137.3	129.7	-7.5	-5.5%	186.1		
Other	100.4	101.8	1.4	1.4%	145.1		
R&D expenses	165.0	148.3	-16.7	-10.1%	225.7	216.0	-4.3%
	Ratio to Sales	15.5%	14.7%		16.4%	16.6%	
Amortisation of intangible assets	33.2	26.7	-6.4	-19.3%	42.4		
Share of profits/losses of associates and joint ventures	-0.5	-1.3	-0.8	-	-1.2		
Operating profit	233.9	241.8	8.0	3.4%	267.5	274.0	2.4%
	Ratio to Sales	21.9%	24.0%		19.5%	21.1%	
Finance income	1.7	1.3	-0.4	-24.6%	2.1		
Finance expense	0.6	1.0	0.5	82.9%	1.0		
Profit before Tax	235.1	242.1	7.1	3.0%	268.6		
	Ratio to Sales	22.1%	24.1%		19.6%		
Income tax expense	65.7	64.9	-0.7	-1.1%	69.8		
Profit for the period	169.4	177.2	7.8	4.6%	198.8	202.0	1.6%
	Ratio to Sales	15.9%	17.6%		14.5%	15.5%	

3. Exchange Rate

	Unit: yen				FY15 Full Year	Forecasts	
	FY15 APR. - DEC.Ave.	FY16 APR. - DEC.Ave.	FY15 End	FY16 3Q End		FY15 Full Year	FY16 Full Year
USD/Yen	122	107	113	116	120	103	
EUR/Yen	134	118	128	123	133	117	

* Exchange rate fluctuations had negative impact by 89.6 billion yen on sales and negative impact by 33.6 billion yen on Core operating profit in Q3/FY2016

4. Reconciliation of Full Basis to Core Basis

Unit: B¥

	FY15 APR. - DEC.			FY16 APR. - DEC.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
Sales	1,065.7	-	1,065.7	1,005.6	-	1,005.6
Cost of sales	270.5	-	270.5	250.8	-	250.8
Gross profit	795.2	-	795.2	754.8	-	754.8
SG&A expenses	362.7	-	362.7	336.7	-	336.7
R&D expenses	165.0	-	165.0	148.3	-	148.3
Amortisation of intangible assets	33.2	-	33.2	26.7	-	26.7
Share of losses of associates and joint ventures	-0.5	-	-0.5	-1.3	-	-1.3
Other income *1	1.1	-1.1	-	6.6	-6.6	-
Other expense *1	19.4	-19.4	-	17.1	-17.1	-
Operating profit	215.6	18.3	233.9	231.3	10.5	241.8
Finance income *2	13.8	-12.1	1.7	14.0	-12.7	1.3
Finance expense *2	0.9	-0.4	0.6	1.4	-0.4	1.0
Profit before tax	228.5	6.6	235.1	243.9	-1.8	242.1
Income tax expense	63.9	1.8	65.7	65.1	-0.2	64.9
Profit for the period	164.5	4.8	169.4	178.8	-1.6	177.2

*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" are excluded from Full basis results as non-core items.

5. Sales by Region

Unit: B¥

		FY15 APR. - DEC.	FY16 APR. - DEC.	Change	Change (%)
Sales		1,065.7	1,005.6	-60.1	-5.6%
Japan		396.8	380.1	-16.7	-4.2%
	Ratio to Sales	37.2%	37.8%		
Americas		348.7	308.1	-40.6	-11.6%
	Ratio to Sales	32.7%	30.6%		
EMEA		251.4	252.9	1.6	0.6%
	Ratio to Sales	23.6%	25.2%		
Asia and Oceania		68.8	64.5	-4.3	-6.3%
	Ratio to Sales	6.5%	6.4%		

FY15 Full Year
1,372.7
497.2
455.1
329.3
24.0%
91.1
6.6%

Forecasts		Change from FY15
FY16 Full Year	Change (%)	
1,300.0	-5.3%	
483.7	-2.7%	
409.1	-10.1%	
322.1	-2.2%	
24.8%		
85.1	-6.6%	
6.5%		

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East and Africa

6. Depreciation/Amortisation

Unit: B¥

		FY15 APR. - DEC.	FY16 APR. - DEC.	Change	Change (%)
Depreciation (PP&E)					
	Consolidated	15.5	16.3	0.8	5.3%
Amortisation (Intangible Assets) *					
	Consolidated	37.6	31.2	-6.4	-16.9%

FY15 Full Year
21.0
48.2

Forecasts		Change from FY15
FY16 Full Year	Change (%)	
22.0	5.0%	
41.0	-15.0%	

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

7. Sales of major products

1) Sales of global products

Unit: B¥

	FY15 APR. - DEC.	FY16 APR. - DEC.	Change	Change (%)
XTANDI	188.8	189.2	0.5	0.2%
US	112.9	100.4	-12.5	-11.0%
ex-US	75.9	88.8	12.9	17.0%
Japan	20.2	18.0	-2.2	-10.8%
Americas (ex-US)	3.4	5.2	1.8	53.8%
EMEA	50.7	63.1	12.5	24.6%
Asia and Oceania	1.7	2.5	0.8	47.8%
Eligard	13.7	12.1	-1.6	-11.9%
EMEA	13.5	11.9	-1.7	-12.2%
Asia and Oceania	0.2	0.2	0.0	19.1%
Vesicare	104.8	89.3	-15.6	-14.9%
Japan	20.6	20.0	-0.6	-2.9%
Americas	49.0	40.6	-8.5	-17.2%
EMEA	30.9	24.7	-6.2	-20.1%
Asia and Oceania	4.0	3.7	-0.3	-7.6%
Betanis/Myrbetriq/BETMIGA	60.1	71.6	11.5	19.2%
Japan	15.8	19.6	3.8	24.1%
Americas	33.4	39.0	5.6	16.7%
EMEA	10.1	10.7	0.5	5.1%
Asia and Oceania	0.8	2.4	1.6	205.3%
Harnal/Omnic	41.8	35.7	-6.1	-14.7%
Sales by Astellas	39.3	34.3	-5.0	-12.6%
Japan	10.1	7.3	-2.8	-28.0%
EMEA	12.3	10.5	-1.8	-14.8%
Asia and Oceania	16.3	15.8	-0.5	-2.9%
Bulk and Royalties	2.5	1.3	-1.2	-46.8%
Prograf	157.5	142.2	-15.2	-9.7%
Sales by Astellas	155.2	140.2	-15.0	-9.6%
Japan (Including Graceptor)	39.0	38.1	-1.0	-2.5%
Americas	26.9	20.7	-6.2	-23.2%
EMEA	60.2	53.5	-6.7	-11.2%
Advagraf	23.9	22.6	-1.3	-5.5%
Asia and Oceania	29.0	28.0	-1.0	-3.5%
Exports to third parties	2.3	2.0	-0.3	-12.0%
Funguard/MYCAMINE	32.0	30.7	-1.2	-3.8%
Japan	9.3	8.9	-0.3	-3.7%
Americas	10.0	9.1	-1.0	-9.7%
EMEA	8.5	8.4	-0.1	-0.9%
Asia and Oceania	4.2	4.4	0.2	4.5%

	FY15 Full Year	Forecasts FY16 Full Year	Change from FY15 Change (%)
XTANDI	252.1	265.7	5.4%
US	148.4	143.7	-3.1%
ex-US	103.7	122.0	17.6%
Japan	26.2	24.3	-7.2%
Americas (ex-US)	4.5	7.2	59.9%
EMEA	70.7	86.8	22.9%
Asia and Oceania	2.4	3.7	54.9%
Eligard	17.6	15.3	-12.9%
EMEA	17.4	15.0	-13.5%
Asia and Oceania	0.2	0.3	35.9%
Vesicare	135.6	114.9	-15.3%
Japan	26.5	26.1	-1.5%
Americas	63.7	51.0	-19.9%
EMEA	39.8	32.5	-18.4%
Asia and Oceania	5.3	5.1	-3.0%
Betanis/Myrbetriq/BETMIGA	81.7	95.1	16.4%
Japan	21.2	26.9	26.6%
Americas	45.7	50.6	10.7%
EMEA	13.4	14.5	8.5%
Asia and Oceania	1.4	3.1	117.0%
Harnal/Omnic	53.4	44.1	-17.5%
Sales by Astellas	50.4	42.1	-16.4%
Japan	12.7	9.0	-28.7%
EMEA	15.4	13.2	-14.2%
Asia and Oceania	21.5	19.9	-7.7%
Bulk and Royalties	3.0	1.9	-35.5%
Prograf	203.6	182.9	-10.2%
Sales by Astellas	200.7	180.5	-10.1%
Japan (Including Graceptor)	49.8	48.4	-2.7%
Americas	34.6	26.6	-23.3%
EMEA	77.9	68.7	-11.8%
Advagraf	31.1		
Asia and Oceania	38.4	36.8	-4.3%
Exports to third parties	2.8	2.4	-14.9%
Funguard/MYCAMINE	41.6	38.2	-8.3%
Japan	11.7	11.0	-5.7%
Americas	13.0	11.1	-14.7%
EMEA	11.2	10.3	-8.5%
Asia and Oceania	5.7	5.8	1.7%

- 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¥

	FY15 APR. - DEC.	FY16 APR. - DEC.	Change	Change (%)
<Global products>				
XTANDI	20.2	18.0	-2.2	-10.8%
Vesicare	20.6	20.0	-0.6	-2.9%
Betanis	15.8	19.6	3.8	24.1%
Harnal	10.1	7.3	-2.8	-28.0%
Prograf (Including Gracaptor)	39.0	38.1	-1.0	-2.5%
Funguard	9.3	8.9	-0.3	-3.7%
<Local products in Japan>				
Micardis [Family]	76.9	73.4	-3.6	-4.6%
Micombi	8.0	7.4	-0.7	-8.3%
Micamlo	20.3	20.4	0.1	0.4%
Celecox	36.2	37.0	0.9	2.5%
Symbicort	28.9	30.6	1.7	6.0%
Bonoteo	11.0	10.8	-0.2	-1.5%
Geninax	8.6	7.9	-0.7	-8.5%
Vaccines	38.6	31.6	-7.1	-18.3%
Argamate	4.8	4.5	-0.2	-5.0%
Kiklin	1.2	1.2	-0.1	-5.0%
Gonax	3.0	3.4	0.4	13.9%
Cimzia	5.0	6.0	0.9	18.3%
Suglat	5.5	7.3	1.8	33.1%
Lipitor	24.8	18.5	-6.3	-25.3%
Myslee	14.2	11.6	-2.6	-18.6%
Gaster	11.8	8.5	-3.3	-27.8%
Seroquel	8.5	6.0	-2.4	-28.8%
Total Rx Sales In Japanese market	386.1	358.2	-28.0	-7.2%

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

	FY15 Full Year	Forecasts FY16 Full Year	Change from FY15 Change (%)
	26.2	24.3	-7.2%
	26.5	26.1	-1.5%
	21.2	26.9	26.6%
	12.7	9.0	-28.7%
	49.8	48.4	-2.7%
	11.7	11.0	-5.7%
	97.2	94.7	-2.6%
	10.1		
	26.0		
	46.6	48.3	3.8%
	37.4	40.1	7.2%
	14.1	14.0	-0.7%
	10.8	10.0	-7.7%
	41.1	30.2	-26.6%
	6.2	6.0	-3.4%
	1.6	1.6	-0.3%
	3.9	4.5	15.5%
	6.6	8.0	21.9%
	7.3	9.7	32.9%
	30.9	22.6	-26.8%
	17.9	14.6	-18.3%
	14.7	10.7	-27.4%
	10.5	7.4	-29.2%
	483.0	453.0	-6.2%

3) Sales of products in Americas and EMEA

Unit: B¥

	FY15 APR. - DEC.	FY16 APR. - DEC.	Change	Change (%)
Tarceva	37.3	27.7	-9.6	-25.7%
(US)	27.1	20.4	-6.8	-24.9%
(ex-US)	10.1	7.3	-2.8	-27.6%
Scan* (Americas)	58.8	51.8	-7.0	-11.9%
AmBisome (Americas)	8.2	7.8	-0.4	-5.2%
CRESEMBA (Americas)	1.7	4.1	2.4	139.0%
Qutenza** (EMEA)	1.6	1.5	-0.0	-2.7%
DIFICLIR (EMEA)	2.0	1.6	-0.4	-20.0%

* Adenoscan + Lexiscan

** Astellas Pharma Europe Ltd. has entered into a definitive agreement with Grünenthal in December 2016.

The exclusive rights for Qutenza will be transferred to Grünenthal under the agreement.

- EMEA: Europe, Middle East and Africa

	FY15 Full Year	Forecasts FY16 Full Year	Change from FY15 Change (%)
	46.8		
	33.8		
	13.0		
	76.2	67.7	-11.2%
	10.9	9.7	-10.9%
	2.6	5.8	122.3%
	2.1		
	2.6		

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

Americas	FY15 APR. - DEC.	FY16 APR. - DEC.	Change	Change (%)
Sales	2,865	2,889	24	0.8%
XTANDI	955	990	35	3.7%
US	927	942	14	1.5%
Americas (ex-US)	28	49	21	75.5%
Tarceva	306	260	-46	-15.2%
US	223	191	-32	-14.3%
ex-US	83	69	-15	-17.4%
VESIcare	403	380	-22	-5.5%
Myrbetriq	275	366	91	33.2%
Prograf	221	194	-27	-12.3%
Scan*	483	486	3	0.5%
MYCAMINE	82	85	2	3.0%
AmBisome	68	73	6	8.2%
CRESEMBA	14	39	24	172.8%

FY15 Full Year
3,788
1,272
1,235
37
389
281
108
530
380
288
634
109
91
22

Forecasts	Change from FY15
FY16 Full Year	Change (%)
3,986	5.2%
1,470	15.5%
1,400	13.4%
70	87.1%
497	-6.3%
493	29.6%
259	-10.3%
660	4.0%
108	-0.2%
95	4.3%
56	160.2%

* Adenoscan + Lexiscan

Unit: M€

EMEA	FY15 APR. - DEC.	FY16 APR. - DEC.	Change	Change (%)
Sales	1,871	2,143	272	14.6%
XTANDI	377	535	158	41.9%
Eligard	101	101	-0	-0.1%
Vesicare	230	209	-21	-9.0%
BETMIGA	75	90	15	19.7%
Omnice	110	100	-10	-9.2%
Sales by Astellas	91	89	-3	-3.0%
Bulk and Royalties	19	11	-7	-39.5%
Prograf	465	470	5	1.1%
Sales by Astellas	448	453	5	1.1%
Advagraf	178	192	13	7.6%
Exports to third parties	17	17	0	0.1%
MYCAMINE	63	71	8	12.8%
Qutenza*	12	13	1	10.7%
DIFICLIR	15	13	-1	-8.9%

FY15 Full Year
2,484
533
131
300
101
139
116
23
609
588
234
21
85
16
20

Forecasts	Change from FY15
FY16 Full Year	Change (%)
2,763	11.3%
745	39.8%
129	-1.6%
279	-7.2%
125	23.4%
130	-6.3%
114	-2.4%
17	-26.6%
610	0.2%
590	0.3%
21	-3.2%
88	4.1%

* Astellas Pharma Europe Ltd. has entered into a definitive agreement with Grünenthal in December 2016.

The exclusive rights for Qutenza will be transferred to Grünenthal under the agreement.

- EMEA: Europe, Middle East and Africa

8. Consolidated statements of financial position

Unit: B¥

	31-Mar-16	31-Dec-16	
	Amount	Amount	Change
Assets	1,799.3	1,853.9	54.6
Non-current assets	901.8	953.2	51.4
Property, plant and equipment	201.0	188.7	-12.2
Goodwill	153.1	187.3	34.1
Other intangible assets	336.3	380.5	44.3
Trade and other receivables	24.1	29.1	5.0
Investments in associates and joint ventures	2.4	2.4	-0.0
Deferred tax assets	80.7	79.3	-1.4
Other financial assets	89.4	71.6	-17.8
Other non-current assets	14.8	14.2	-0.5
Current assets	897.5	900.8	3.2
Inventories	161.7	159.9	-1.8
Trade and other receivables	327.6	347.9	20.3
Income tax receivable	16.4	3.8	-12.6
Other financial assets	14.4	22.7	8.3
Other current assets	17.2	17.8	0.6
Cash and cash equivalents	360.0	348.7	-11.4
Assets held for sale	0.2	-	-0.2

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

Unit: B¥

	31-Mar-16	31-Dec-16	
	Amount	Amount	Change
Equity and Liabilities	1,799.3	1,853.9	54.6
Equity	1,259.2	1,313.6	54.3
Equity attributable to owners of the parent	1,259.2	1,313.6	54.3
Share capital	103.0	103.0	-
Capital surplus	176.9	177.0	0.1
Treasury shares	-157.1	-93.1	64.0
Retained earnings	973.1	970.9	-2.1
Other components of equity	163.4	155.7	-7.6
Liabilities	540.1	540.4	0.3
Non-current liabilities	126.8	140.3	13.6
Trade and other payables	1.6	0.8	-0.8
Deferred tax liabilities	-	18.8	18.8
Retirement benefit liabilities	39.8	41.4	1.6
Provisions	7.1	5.5	-1.6
Other financial liabilities	0.7	18.6	17.9
Other non-current liabilities	77.6	55.2	-22.4
Current liabilities	413.4	400.1	-13.3
Trade and other payables	181.6	162.2	-19.3
Income tax payable	19.3	14.9	-4.4
Provisions	89.9	111.6	21.7
Other financial liabilities	1.5	8.7	7.2
Other current liabilities	121.1	102.6	-18.5

[Three months ended December 31, 2016]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY16					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales	337.8	-1.7%	313.9	-8.7%	353.9	-6.4%
Cost of sales	71.5	-20.7%	74.7	-4.6%	104.6	2.4%
Ratio to Sales	21.2%		23.8%		29.5%	
Gross profit	266.3	5.0%	239.2	-9.9%	249.4	-9.7%
SG&A expenses	111.9	-5.7%	109.0	-10.0%	115.8	-5.8%
Ratio to Sales	33.1%		34.7%		32.7%	
Advertising and Sales Promotion	35.8	-13.9%	33.4	-19.9%	35.9	-13.9%
Personnel expenses	43.5	-3.5%	42.0	-9.2%	44.3	-3.7%
Other	32.6	1.9%	33.6	1.3%	35.6	1.1%
R&D expenses	51.0	-8.9%	48.6	-13.2%	48.6	-8.2%
Ratio to Sales	15.1%		15.5%		13.7%	
Amortisation of intangible assets	9.0	-17.5%	8.7	-20.8%	9.0	-19.7%
Share of profits/losses of associates and joint ventures	-0.4	-	-0.3	-	-0.5	-
Other income	0.2	-81.8%	0.1	-44.0%	6.7	-
Net foreign exchange gains	-	-	-	-	4.8	-
Other expense	1.3	-81.7%	8.5	22.8%	7.9	32.2%
Impairment losses	-	-	7.6	-	4.2	43.8%
Net foreign exchange losses	0.4	-	0.1	-97.8%	-	-
Operating profit	92.9	50.0%	64.2	-9.2%	74.2	-10.5%
Ratio to Sales	27.5%		20.4%		21.0%	
Finance income	1.2	-79.8%	1.2	-84.0%	11.9	-
Gain on sales of available-for-sale financial assets	0.7	-88.1%	0.9	-85.8%	11.1	-
Finance expense	0.9	225.1%	0.8	166.0%	0.0	-93.2%
Impairment losses for available-for-sale financial assets	0.3	888.3%	0.1	14.2%	0.0	-36.3%
Profit before tax	93.2	37.7%	64.6	-16.9%	86.1	3.7%
Ratio to Sales	27.6%		20.6%		24.3%	
Income tax expense	26.6	15.3%	16.1	-17.0%	22.4	4.5%
Profit for the period	66.6	49.3%	48.5	-16.9%	63.7	3.4%
Ratio to Sales	19.7%		15.4%		18.0%	
Comprehensive income	-34.0	-	36.7	11.0%	168.3	172.8%

2. Consolidated Results (Core Basis)

Unit: B¥

	FY16					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales	337.8	-1.7%	313.9	-8.7%	353.9	-6.4%
Cost of sales	71.5	-20.7%	74.7	-4.6%	104.6	2.4%
Ratio to Sales	21.2%		23.8%		29.5%	
Gross profit	266.3	5.0%	239.2	-9.9%	249.4	-9.7%
SG&A expenses	111.9	-5.7%	109.0	-10.0%	115.8	-5.8%
Ratio to Sales	33.1%		34.7%		32.7%	
Advertising and Sales Promotion	35.8	-13.9%	33.4	-19.9%	35.9	-13.9%
Personnel expenses	43.5	-3.5%	42.0	-9.2%	44.3	-3.7%
Other	32.6	1.9%	33.6	1.3%	35.6	1.1%
R&D expenses	51.0	-8.9%	48.6	-13.2%	48.6	-8.2%
Ratio to Sales	15.1%		15.5%		13.7%	
Amortisation of intangible assets	9.0	-17.5%	8.7	-20.8%	9.0	-19.7%
Share of profits/losses of associates and joint ventures	-0.4	-	-0.3	-	-0.5	-
Operating profit	94.0	38.5%	72.5	-6.3%	75.4	-15.0%
Ratio to Sales	27.8%		23.1%		21.3%	
Finance income	0.6	2.8%	0.2	-67.8%	0.8	74.6%
Finance expense	0.6	624.3%	0.7	213.0%	-	-
Profit before Tax	93.9	37.5%	72.1	-7.5%	76.2	-14.3%
Ratio to Sales	27.8%		23.0%		21.5%	
Income tax expense	26.8	15.1%	18.6	-1.7%	19.5	-16.6%
Profit for the period	67.1	49.1%	53.4	-9.3%	56.6	-13.5%
Ratio to Sales	19.9%		17.0%		16.0%	

3. Sales by Region

Unit: B¥

		FY16					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales		337.8	-1.7%	313.9	-8.7%	353.9	-6.4%
Japan		124.2	-1.1%	113.0	-7.0%	142.9	-4.5%
	Ratio to Sales	36.8%		36.0%		40.4%	
Americas		107.6	-6.3%	99.1	-16.1%	101.4	-12.4%
	Ratio to Sales	31.8%		31.6%		28.7%	
EMEA		85.3	4.4%	80.8	0.3%	86.9	-2.5%
	Ratio to Sales	25.3%		25.7%		24.5%	
Asia and Oceania		20.7	-3.8%	21.1	-11.0%	22.7	-3.9%
	Ratio to Sales	6.1%		6.7%		6.4%	

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East and Africa

4. Depreciation/Amortisation

Unit: B¥

		FY16					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Depreciation (PP&E)							
	Consolidated	5.5	9.9%	5.4	2.9%	5.4	3.3%
Amortisation (Intangible Assets) *							
	Consolidated	10.4	-15.4%	10.2	-18.7%	10.6	-16.7%

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

5. Sales of major products

Unit: B¥

1) Sales of global products

	FY16					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI	64.2	8.7%	61.7	-2.4%	63.3	-4.8%
US	35.7	-1.4%	32.6	-14.8%	32.1	-16.4%
ex-US	28.5	24.8%	29.1	16.4%	31.2	11.2%
Japan	6.1	-10.7%	5.7	-9.0%	6.2	-12.6%
Americas (ex-US)	1.8	70.0%	1.8	45.1%	1.7	48.1%
EMEA	20.0	37.0%	20.8	22.8%	22.4	16.9%
Asia and Oceania	0.7	62.5%	0.9	47.4%	0.9	38.4%
Eligard	4.4	-0.1%	3.4	-21.8%	4.2	-13.6%
EMEA	4.4	-0.6%	3.4	-22.4%	4.1	-13.6%
Asia and Oceania	0.1	59.5%	0.1	27.9%	0.1	-12.8%
Vesicare	30.4	-14.0%	29.4	-14.5%	29.5	-16.1%
Japan	7.0	1.7%	6.0	-6.7%	7.0	-3.8%
Americas	13.6	-20.5%	14.1	-13.3%	12.9	-17.9%
EMEA	8.7	-14.8%	7.9	-22.3%	8.2	-23.0%
Asia and Oceania	1.2	-3.3%	1.2	-15.7%	1.4	-3.5%
Betanis/Myrbetriq/BETMIGA	23.6	30.1%	22.1	10.9%	25.9	17.7%
Japan	6.4	32.5%	5.9	21.5%	7.2	19.4%
Americas	12.9	31.4%	12.1	4.5%	13.9	16.5%
EMEA	3.5	6.4%	3.4	0.9%	3.8	8.0%
Asia and Oceania	0.7	606.9%	0.7	351.4%	1.0	89.7%
Harnal/Omnic	12.1	-14.6%	11.3	-12.3%	12.2	-17.0%
Sales by Astellas	11.5	-13.3%	11.0	-11.3%	11.8	-13.2%
Japan	2.6	-25.1%	2.3	-30.7%	2.5	-28.2%
EMEA	3.7	-22.5%	3.1	-5.4%	3.7	-13.6%
Asia and Oceania	5.2	3.3%	5.3	-5.2%	5.4	-6.0%
Bulk and Royalties	0.6	-34.4%	0.4	-33.1%	0.4	-64.7%
Prograf	49.4	-1.9%	44.8	-17.4%	48.1	-9.1%
Sales by Astellas	48.7	-2.4%	43.9	-17.5%	47.6	-8.5%
Japan (Including Graceptor)	12.9	1.4%	11.9	-6.2%	13.3	-2.7%
Americas	7.7	-8.4%	6.4	-33.8%	6.6	-25.4%
EMEA	19.0	-2.8%	16.6	-19.0%	17.8	-11.3%
Advagraf	7.9	5.1%	7.1	-14.3%	7.6	-6.4%
Asia and Oceania	9.0	-1.3%	9.0	-12.9%	10.0	4.5%
Exports to third parties	0.8	45.6%	0.9	-13.7%	0.4	-46.7%
Funguard/MYCAMINE	10.0	-2.5%	10.1	-6.5%	10.6	-2.3%
Japan	2.7	-7.0%	2.9	-7.0%	3.3	2.6%
Americas	3.1	-4.9%	2.9	-16.8%	3.1	-7.2%
EMEA	2.8	-2.8%	2.8	1.1%	2.8	-1.0%
Asia and Oceania	1.5	14.9%	1.5	4.2%	1.4	-4.0%

- 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.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
<Global products>						
XTANDI	6.1	-10.7%	5.7	-9.0%	6.2	-12.6%
Vesicare	7.0	1.7%	6.0	-6.7%	7.0	-3.8%
Betanis	6.4	32.5%	5.9	21.5%	7.2	19.4%
Harnal	2.6	-25.1%	2.3	-30.7%	2.5	-28.2%
Prograf (Including Gracaptor)	12.9	1.4%	11.9	-6.2%	13.3	-2.7%
Funguard	2.7	-7.0%	2.9	-7.0%	3.3	2.6%
<Local products in Japan>						
Micardis [Family]	24.7	-0.4%	22.1	-6.8%	26.6	-6.5%
Micombi	2.5	-4.8%	2.2	-10.3%	2.6	-9.9%
Micamlo	6.8	5.2%	6.2	-1.2%	7.4	-2.2%
Celecox	12.4	4.9%	11.7	1.2%	12.9	1.4%
Symbicort	9.8	9.3%	8.8	3.6%	11.9	5.2%
Bonoteo	3.6	-0.8%	3.3	-1.3%	3.8	-2.4%
Geninax	2.5	-12.5%	1.8	-9.3%	3.6	-5.2%
Vaccines	3.8	-42.4%	7.3	-1.5%	20.5	-16.9%
Argamate	1.5	-0.4%	1.4	-6.8%	1.5	-7.6%
Kiklin	0.4	-1.6%	0.4	-10.3%	0.4	-3.0%
Gonax	1.1	14.7%	1.1	10.7%	1.2	16.0%
Cimzia	1.9	20.8%	1.9	18.4%	2.1	16.0%
Suglat	2.3	14.9%	2.3	58.2%	2.7	33.7%
Lipitor*	6.4	-22.8%	5.7	-27.8%	6.3	-25.5%
Myslee	3.9	-15.8%	3.7	-19.9%	4.0	-20.1%
Gaster	3.0	-24.6%	2.6	-30.5%	2.9	-28.2%
Seroquel	2.2	-25.3%	1.8	-32.1%	2.0	-29.3%
Total Rx Sales In Japanese market	114.8	-6.1%	107.0	-9.1%	136.4	-6.7%

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

3) Sales of products in Americas and EMEA

Unit: B¥

	FY16					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Tarceva	9.4	-28.4%	8.5	-31.5%	9.8	-16.5%
(US)	6.8	-30.2%	6.4	-28.4%	7.2	-15.4%
(ex-US)	2.6	-23.3%	2.1	-39.5%	2.6	-19.5%
Scan* (Americas)	19.3	-7.3%	16.1	-18.8%	16.4	-9.7%
AmBisome (Americas)	2.4	-12.9%	2.3	-14.6%	3.1	12.1%
CRESEMBA (Americas)	1.3	346.4%	1.2	120.7%	1.6	84.0%
Qutenza** (EMEA)	0.6	10.3%	0.5	3.4%	0.5	-19.8%
DIFICLIR (EMEA)	0.6	-6.9%	0.5	-27.6%	0.5	-24.9%

* Adenoscan + Lexiscan

** Astellas Pharma Europe Ltd. has entered into a definitive agreement with Grünenthal in December 2016.

The exclusive rights for Qutenza will be transferred to Grünenthal under the agreement.

- EMEA: Europe, Middle East and Africa

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

Americas	FY16					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales	995	5.2%	968	0.2%	927	-2.8%
XTANDI	347	12.9%	336	3.9%	308	-5.3%
US	330	10.7%	318	1.7%	293	-7.3%
Americas (ex-US)	16	90.8%	17	72.9%	15	64.2%
Tarceva	87	-19.6%	83	-18.1%	90	-7.1%
US	63	-21.6%	62	-14.5%	66	-5.8%
ex-US	24	-13.9%	21	-27.4%	24	-10.5%
VESicare	126	-10.7%	137	3.3%	118	-9.0%
Myrbetriq	119	47.5%	119	24.7%	128	29.7%
Prograf	71	2.8%	63	-20.8%	60	-17.3%
Scan*	178	4.0%	158	-2.7%	150	0.0%
MYCAMINE	29	6.7%	28	-0.6%	28	3.1%
AmBisome	23	-2.2%	23	1.9%	28	25.2%
CRESEMBA	12	400.9%	12	162.7%	15	105.8%

* Adenoscan + Lexiscan

Unit: M€

EMEA	FY16					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales	699	14.8%	706	19.3%	738	10.2%
XTANDI	164	50.6%	181	45.5%	190	32.2%
Eligard	36	9.3%	30	-7.0%	35	-2.4%
Vesicare	71	-6.3%	69	-7.4%	69	-13.1%
BETMIGA	29	16.9%	29	20.0%	32	22.0%
Omnice	35	-16.9%	31	8.7%	34	-13.8%
Sales by Astellas	30	-14.8%	28	13.2%	31	-2.4%
Bulk and Royalties	5	-27.8%	3	-18.6%	3	-60.0%
Prograf	162	8.2%	153	-3.2%	155	-1.4%
Sales by Astellas	156	6.8%	146	-3.4%	151	0.2%
Advagraf	65	15.6%	62	2.1%	64	5.7%
Exports to third parties	6	59.8%	7	1.8%	4	-39.7%
MYCAMINE	23	6.9%	24	20.0%	24	11.8%
Qutenza*	5	21.3%	4	23.4%	4	-9.3%
DIFICLIR	5	2.4%	4	-13.5%	4	-15.2%

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- EMEA: Europe, Middle East and Africa