

Supplementary Documents [IFRS]

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

Astellas Pharma Inc.

- Q3/FY2018 Financial Results
 - Nine months ended December 31, 2018
 - Three months ended December 31, 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.

[Nine months ended December 31,2018]

1. Consolidated Results (Full Basis)

Unit: B¥

	Unit: B¥				FY17 Full Year	Forecasts	
	FY17 APR. - DEC.	FY18 APR. - DEC.	Change	Change (%)		FY18 Full Year	Change from FY17 (%)
Sales	999.4	1,005.0	5.6	0.6%	1,300.3	1,300.0	-0.0%
Cost of sales	238.9	227.7	-11.2	-4.7%	294.2		
Ratio to Sales	23.9%	22.7%			22.6%		
Gross profit	760.5	777.3	16.8	2.2%	1,006.1		
SG&A expenses	350.0	355.8	5.8	1.6%	478.3		
Ratio to Sales	35.0%	35.4%			36.8%		
Advertising and Sales Promotion	111.7	115.0	3.3	3.0%	152.1		
Personnel expenses	132.3	133.7	1.4	1.1%	178.5		
Other	106.0	107.0	1.0	0.9%	147.7		
R&D expenses	161.6	150.0	-11.7	-7.2%	220.8	216.0	-2.2%
Ratio to Sales	16.2%	14.9%			17.0%	16.6%	
Amortisation of intangible assets	27.0	26.5	-0.5	-1.9%	35.8		
Share of profits/losses of associates and joint ventures	-1.4	-1.1	0.3	-	-2.4		
Other income	10.4	13.1	2.7	25.8%	11.9		
Gain on sales of property, plant and equipment	0.1	3.8	3.7	-	0.1		
Fair value remeasurements on contingent consideration	9.7	0.1	-9.6	-99.1%	1.2		
Gain from remeasurement relating to business combinations	-	5.9	5.9	-	5.9		
Other expense	51.2	47.8	-3.4	-6.6%	67.3		
Impairment losses	37.3	11.4	-25.9	-69.5%	42.4		
Restructuring costs	3.5	18.7	15.1	426.6%	9.2		
Net foreign exchange losses	8.4	1.7	-6.7	-80.3%	10.5		
Litigation costs	0.3	12.2	12.0	-	0.3		
Operating profit	179.8	209.4	29.6	16.5%	213.3	234.0	9.7%
Ratio to Sales	18.0%	20.8%			16.4%	18.0%	
Finance income	6.1	4.4	-1.7	-28.0%	6.6		
Finance expense	1.2	0.9	-0.3	-25.0%	1.8		
Profit before tax	184.6	212.8	28.2	15.3%	218.1	236.0	8.2%
Ratio to Sales	18.5%	21.2%			16.8%	18.2%	
Income tax expense	42.0	21.3	-20.7	-49.3%	53.4		
Profit for the period	142.6	191.5	48.9	34.3%	164.7	195.0	18.4%
Ratio to Sales	14.3%	19.1%			12.7%	15.0%	
Comprehensive income	237.1	196.2	-40.9	-17.3%	198.5		

2. Consolidated Results (Core Basis)

Unit: B¥

	FY17 APR. - DEC.	FY18 APR. - DEC.	Change	Change (%)
Sales	999.4	1,005.0	5.6	0.6%
Cost of sales	238.9	227.7	-11.2	-4.7%
Ratio to Sales	23.9%	22.7%		
Gross profit	760.5	777.3	16.8	2.2%
SG&A expenses	350.0	355.8	5.8	1.6%
Ratio to Sales	35.0%	35.4%		
Advertising and Sales Promotion	111.7	115.0	3.3	3.0%
Personnel expenses	132.3	133.7	1.4	1.1%
Other	106.0	107.0	1.0	0.9%
R&D expenses	161.6	150.0	-11.7	-7.2%
Ratio to Sales	16.2%	14.9%		
Amortisation of intangible assets	27.0	26.5	-0.5	-1.9%
Share of profits/losses of associates and joint ventures	-1.4	-1.1	0.3	-
Operating profit	220.5	244.0	23.5	10.7%
Ratio to Sales	22.1%	24.3%		
Finance income	1.3	4.4	3.0	233.4%
Finance expense	0.7	0.9	0.2	30.0%
Profit before Tax	221.1	247.4	26.4	11.9%
Ratio to Sales	22.1%	24.6%		
Income tax expense	53.2	29.6	-23.6	-44.4%
Profit for the period	167.9	217.9	50.0	29.8%
Ratio to Sales	16.8%	21.7%		

	FY17 Full Year	Change from FY17
	1,300.3	
	294.2	
	22.6%	
	1,006.1	
	478.3	
	36.8%	
	152.1	
	178.5	
	147.7	
	220.8	216.0
	17.0%	16.6%
	35.8	
	-2.4	
	268.7	270.0
	20.7%	20.8%
	1.9	
	1.2	
	269.4	
	20.7%	
	65.1	
	204.3	221.0
	15.7%	17.0%

3. Exchange Rate

Unit: yen

	FY17 APR. - DEC.Ave.	FY18 APR. - DEC.Ave.	FY17 End	FY18 3Q End
USD/Yen	112	111	106	111
EUR/Yen	129	129	131	127

	FY17 Full Year	FY18 Full Year
	111	110
	130	130

* Exchange rate fluctuations had negative impact by 0.3 billion yen on sales and positive impact by 7.1 billion yen on Core operating profit in Q3/FY2018

4. Reconciliation of Full Basis to Core Basis

Unit: B¥

	FY17 APR. - DEC.			FY18 APR. - DEC.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
Sales	999.4	-	999.4	1,005.0	-	1,005.0
Cost of sales	238.9	-	238.9	227.7	-	227.7
Gross profit	760.5	-	760.5	777.3	-	777.3
SG&A expenses	350.0	-	350.0	355.8	-	355.8
R&D expenses	161.6	-	161.6	150.0	-	150.0
Amortisation of intangible assets	27.0	-	27.0	26.5	-	26.5
Share of losses of associates and joint ventures	-1.4	-	-1.4	-1.1	-	-1.1
Other income *1	10.4	-10.4	-	13.1	-13.1	-
Other expense *1	51.2	-51.2	-	47.8	-47.8	-
Operating profit	179.8	40.7	220.5	209.4	34.6	244.0
Finance income *2	6.1	-4.7	1.3	4.4	-0.0	4.4
Finance expense *2	1.2	-0.5	0.7	0.9	-	0.9
Profit before tax	184.6	36.5	221.1	212.8	34.6	247.4
Income tax expense	42.0	11.2	53.2	21.3	8.3	29.6
Profit for the period	142.6	25.3	167.9	191.5	26.3	217.9

*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. - DEC.	FY18 APR. - DEC.	Change	Change (%)
Sales		999.4	1,005.0	5.6	0.6%
	Japan	337.3	312.7	-24.6	-7.3%
	Ratio to Sales	33.7%	31.1%		
	Americas	326.8	352.0	25.2	7.7%
	Ratio to Sales	32.7%	35.0%		
	EMEA	260.0	261.8	1.8	0.7%
	Ratio to Sales	26.0%	26.1%		
	Asia and Oceania	75.3	78.5	3.3	4.3%
	Ratio to Sales	7.5%	7.8%		

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

Forecasts		Change from FY17
FY18 Full Year	Change (%)	
1,300.0	-0.0%	
392.4	-6.8%	
30.2%		
455.4	5.1%	
35.0%		
342.9	-0.3%	
26.4%		
109.4	7.3%	
8.4%		

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East, and Africa

6. Depreciation/Amortisation

Unit: B¥

		FY17 APR. - DEC.	FY18 APR. - DEC.	Change	Change (%)
Depreciation (PP&E)					
	Consolidated	16.3	15.8	-0.4	-2.7%
Amortisation (Intangible Assets) *					
	Consolidated	32.1	31.9	-0.2	-0.5%

FY17 Full Year
22.0
42.8

Forecasts		Change from FY17
FY18 Full Year	Change (%)	
21.0	-4.7%	
40.0	-6.6%	

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

7. Sales of major products

1) Sales of global products

Unit: B¥

	FY17 APR. - DEC.	FY18 APR. - DEC.	Change	Change (%)
XTANDI	219.9	253.4	33.5	15.2%
US	108.2	126.2	18.0	16.7%
ex-US	111.7	127.2	15.4	13.8%
Japan	20.0	25.1	5.1	25.3%
Americas (ex-US)	8.6	10.2	1.6	18.6%
EMEA	79.0	87.1	8.0	10.2%
Asia and Oceania	4.0	4.8	0.7	18.4%
Eligard	12.7	11.5	-1.2	-9.3%
EMEA	12.4	11.2	-1.2	-10.0%
Asia and Oceania	0.3	0.3	0.1	24.4%
Vesicare	78.5	74.4	-4.1	-5.2%
Japan	18.8	17.4	-1.4	-7.4%
Americas	32.1	30.6	-1.5	-4.6%
EMEA	23.3	23.0	-0.3	-1.1%
Asia and Oceania	3.9	3.2	-0.6	-15.8%
Betanis/Myrbetriq/BETMIGA	93.1	109.9	16.8	18.0%
Japan	22.5	24.8	2.3	10.1%
Americas	53.6	63.7	10.1	18.9%
EMEA	13.3	16.2	2.9	22.0%
Asia and Oceania	3.7	5.2	1.5	39.4%
Harnal/Omnic	38.1	35.9	-2.2	-5.7%
Sales by Astellas	36.4	34.6	-1.8	-5.0%
Japan	6.1	4.1	-1.9	-31.7%
EMEA	11.8	12.1	0.3	2.5%
Asia and Oceania	17.7	17.5	-0.1	-0.6%
Bulk and Royalties	1.7	1.3	-0.4	-21.1%
Prograf	150.2	150.0	-0.1	-0.1%
Sales by Astellas	147.4	148.7	1.3	0.9%
Japan (Including Gracceptor)	38.4	35.8	-2.6	-6.8%
Americas	18.9	18.9	0.0	0.3%
EMEA	59.5	59.5	-0.1	-0.1%
Advagraf	27.0	27.3	0.3	1.3%
Asia and Oceania	30.6	34.5	3.9	12.8%
Exports to third parties	2.7	1.3	-1.4	-51.6%
Funguard/MYCAMINE	31.6	26.7	-4.9	-15.4%
Japan	8.6	6.1	-2.5	-28.8%
Americas	9.3	9.0	-0.2	-2.6%
EMEA	8.9	8.3	-0.6	-6.6%
Asia and Oceania	4.9	3.3	-1.6	-32.3%

FY17 Full Year
294.3
144.4
149.9
26.1
11.3
106.7
5.8
16.5
16.1
0.4
102.3
23.9
41.3
31.7
5.0
125.7
29.5
72.8
18.3
5.2
49.6
47.5
7.4
15.7
23.2
2.2
198.5
195.2
48.3
25.7
78.7
35.3
42.5
3.3
41.0
10.6
12.3
11.6
6.4

Forecasts		Change from FY17
FY18 Full Year	Change (%)	
325.9	10.7%	
159.1	10.2%	
166.7	11.2%	
29.4	12.9%	
12.8	13.9%	
117.1	9.7%	
7.4	26.1%	
15.9	-4.0%	
15.3	-5.1%	
0.6	46.6%	
96.1	-6.1%	
22.4	-6.2%	
38.9	-5.8%	
30.2	-4.5%	
4.3	-14.1%	
149.6	19.0%	
32.5	10.4%	
88.8	22.0%	
21.2	16.3%	
7.0	34.4%	
46.5	-6.4%	
45.0	-5.1%	
5.2	-29.7%	
14.5	-7.7%	
24.2	4.1%	
1.4	-34.6%	
196.0	-1.2%	
193.9	-0.7%	
45.3	-6.2%	
22.6	-11.8%	
77.9	-1.0%	
48.1	13.0%	
2.2	-33.5%	
34.3	-16.3%	
7.5	-29.3%	
10.4	-15.6%	
11.2	-3.9%	
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. - DEC.	FY18 APR. - DEC.	Change	Change (%)
<Global products>				
XTANDI	20.0	25.1	5.1	25.3%
Vesicare	18.8	17.4	-1.4	-7.4%
Betanis	22.5	24.8	2.3	10.1%
Harnal	6.1	4.1	-1.9	-31.7%
Prograf (Including Gracaptor)	38.4	35.8	-2.6	-6.8%
Funguard	8.6	6.1	-2.5	-28.8%
<Local products in Japan>				
Celecox	37.9	38.8	0.9	2.3%
Symbicort	31.0	32.0	1.1	3.4%
Geninax	7.1	6.5	-0.6	-8.8%
Vaccines	26.3	27.0	0.7	2.8%
Argamate	4.5	4.2	-0.3	-6.4%
Gonax	3.6	3.7	0.1	2.3%
Cimzia	7.0	7.3	0.3	4.7%
Suglat [Family]	9.6	13.4	3.8	39.0%
Sujanu	-	3.0	3.0	-
Repatha	1.1	1.9	0.8	66.3%
Linzees	0.9	2.9	2.0	235.3%
Micardis [Family]	40.4	18.2	-22.2	-55.0%
Micombi	4.2	2.1	-2.2	-51.2%
Micamlo	11.9	5.5	-6.4	-53.6%
Bonoteo	10.5	7.5	-3.0	-28.6%
Lipitor	15.9	12.1	-3.7	-23.5%
Myslee	10.5	8.5	-2.1	-19.5%
Seroquel	5.0	3.7	-1.3	-26.1%
Total Rx Sales In Japanese market	309.0	288.9	-20.1	-6.5%

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

	FY17 Full Year	Forecasts FY18 Full Year	Change from FY17 Change (%)
	26.1	29.4	12.9%
	23.9	22.4	-6.2%
	29.5	32.5	10.4%
	7.4	5.2	-29.7%
	48.3	45.3	-6.2%
	10.6	7.5	-29.3%
	48.3	50.3	4.0%
	39.5		
	9.2	8.3	-10.0%
	29.4	30.5	3.7%
	5.8	5.3	-7.8%
	4.7	4.9	4.3%
	9.0	9.7	8.5%
	11.6	17.9	53.4%
	-		
	1.6		
	1.4	4.0	189.4%
	46.3	21.5	-53.6%
	4.9		
	13.8		
	13.3	8.8	-33.8%
	19.6	15.2	-22.5%
	13.3	11.0	-17.1%
	6.2	4.8	-22.1%
	383.4	364.1	-5.0%

3) Sales of products in Americas

Unit: B¥

	FY17 APR. - DEC.	FY18 APR. - DEC.	Change	Change (%)
Tarceva	24.6	14.0	-10.6	-43.1%
(US)	18.4	9.1	-9.3	-50.4%
(ex-US)	6.2	4.9	-1.4	-21.8%
Scan (Americas)	54.9	57.0	2.1	3.8%
AmBisome (Americas)	8.8	10.3	1.5	16.5%
CRESEMBA (Americas)	6.9	9.8	2.9	42.2%

	FY17 Full Year	Forecasts FY18 Full Year	Change from FY17 Change (%)
	29.7		
	21.5		
	8.2		
	73.6	74.8	1.7%
	11.4	12.6	10.7%
	9.6	12.9	34.1%

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

Americas	FY17 APR. - DEC.	FY18 APR. - DEC.	Change	Change (%)
Sales	2,926	3,167	241	8.2%
XTANDI	1,045	1,227	182	17.4%
US	968	1,135	167	17.3%
Americas (ex-US)	77	92	15	19.2%
Tarceva	221	126	-94	-42.8%
US	165	82	-83	-50.1%
ex-US	56	44	-12	-21.4%
VESicare	287	275	-12	-4.1%
Myrbetriq	480	573	94	19.5%
Prograf	169	170	1	0.8%
Scan	491	513	21	4.3%
MYCAMINE	83	81	-2	-2.1%
AmBisome	79	93	14	17.1%
CRESEMBA	62	88	27	42.9%

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

Forecasts	Change from FY17
FY18 Full Year	Change (%)
4,135	5.8%
1,562	11.2%
1,445	10.9%
117	14.7%
353	-5.2%
806	22.8%
206	-11.3%
679	2.3%
94	-15.1%
114	11.4%
117	35.0%

Unit: M€

EMEA	FY17 APR. - DEC.	FY18 APR. - DEC.	Change	Change (%)
Sales	2,023	2,022	-1	-0.1%
XTANDI	615	672	57	9.3%
Eligard	97	86	-10	-10.7%
Vesicare	181	178	-3	-1.9%
BETMIGA	104	125	22	21.1%
Omnice	105	104	-1	-1.1%
Sales by Astellas	92	94	2	1.8%
Bulk and Royalties	13	10	-3	-21.7%
Prograf	484	469	-15	-3.1%
Sales by Astellas	463	459	-4	-0.9%
Advagraf	210	211	1	0.5%
Exports to third parties	21	10	-11	-52.0%
MYCAMINE	69	64	-5	-7.3%

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

Forecasts	Change from FY17
FY18 Full Year	Change (%)
2,639	-0.4%
901	9.5%
118	-5.3%
233	-4.7%
164	16.1%
123	-11.1%
112	-7.9%
11	-34.7%
616	-2.5%
599	-1.2%
17	-33.5%
86	-4.0%

- EMEA: Europe, Middle East, and Africa

8.Consolidated statements of financial position

Unit: B¥

	31-Mar-18	31-Dec-18	Change
	Amount	Amount	
Assets	1,858.2	1,928.3	70.1
Non-current assets	1,012.6	1,038.1	25.5
Property, plant and equipment	181.3	174.8	-6.5
Goodwill	213.0	226.6	13.6
Other intangible assets	416.9	432.9	16.0
Trade and other receivables	25.3	25.4	0.1
Investments in associates and joint ventures	3.1	4.4	1.3
Deferred tax assets	97.2	94.3	-2.9
Other financial assets	67.4	72.9	5.6
Other non-current assets	8.4	6.7	-1.6
Current assets	845.6	890.3	44.6
Inventories	147.6	145.2	-2.5
Trade and other receivables	319.5	347.1	27.6
Income tax receivable	8.4	21.6	13.1
Other financial assets	13.5	21.9	8.4
Other current assets	14.4	19.0	4.6
Cash and cash equivalents	331.7	331.3	-0.4
Assets held for sale	10.4	4.2	-6.1

Unit: B¥

	31-Mar-18	31-Dec-18	
	Amount	Amount	Change
Equity and Liabilities	1,858.2	1,928.3	70.1
Equity	1,268.3	1,292.2	23.9
Equity attributable to owners of the parent	1,268.3	1,292.2	23.9
Share capital	103.0	103.0	-
Capital surplus	177.2	177.2	-
Treasury shares	-136.0	-104.7	31.2
Retained earnings	976.1	963.1	-13.0
Other components of equity	147.9	153.7	5.7
Liabilities	589.9	636.1	46.2
Non-current liabilities	168.3	139.6	-28.7
Trade and other payables	3.5	1.6	-1.9
Deferred tax liabilities	26.4	5.3	-21.2
Retirement benefit liabilities	36.7	38.6	1.9
Provisions	4.9	4.1	-0.8
Other financial liabilities	49.4	52.8	3.4
Other non-current liabilities	47.4	37.3	-10.1
Current liabilities	421.6	496.5	74.9
Trade and other payables	140.9	191.6	50.7
Income tax payable	25.2	28.3	3.1
Provisions	126.2	23.4	-102.8
Other financial liabilities	7.6	24.7	17.2
Other current liabilities	121.7	226.6	104.8
Liabilities directly associated with assets held for sale	-	1.9	1.9

[Three months ended December 31,2018]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY18					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales	329.1	2.0%	318.0	0.3%	357.9	-0.5%
Cost of sales	70.7	-10.8%	72.8	4.7%	84.2	-6.6%
Ratio to Sales	21.5%		22.9%		23.5%	
Gross profit	258.3	6.2%	245.2	-1.0%	273.8	1.6%
SG&A expenses	112.9	0.5%	118.6	2.3%	124.3	2.1%
Ratio to Sales	34.3%		37.3%		34.7%	
Advertising and Sales Promotion	36.8	6.5%	36.9	-2.2%	41.3	4.9%
Personnel expenses	44.4	1.8%	44.8	1.0%	44.5	0.5%
Other	31.7	-7.2%	36.9	9.0%	38.5	1.1%
R&D expenses	52.1	-7.7%	47.4	-7.0%	50.4	-6.9%
Ratio to Sales	15.8%		14.9%		14.1%	
Amortisation of intangible assets	9.0	0.8%	8.6	-3.7%	8.8	-2.7%
Share of profits/losses of associates and joint ventures	-0.3	-	-0.3	-	-0.5	-
Other income	4.2	-56.3%	0.5	51.4%	10.1	-
Gain on sales of property, plant and equipment	3.6	-	0.2	-	0.0	-
Net foreign exchange gains	-	-	-	-	1.6	928.9%
Fair value remeasurements on contingent consideration	0.1	-98.8%	0.1	-68.7%	-	-
Gain from remeasurement relating to business combinations	-	-	-	-	5.9	-
Other expense	24.7	-21.0%	7.3	-61.5%	17.3	-
Impairment losses	3.0	-88.4%	4.6	-57.6%	3.8	610.3%
Restructuring costs	8.8	-	0.6	-81.1%	9.2	-
Net foreign exchange losses	1.6	-67.9%	1.7	-52.0%	-	-
Litigation costs	11.0	-	0.2	149.8%	1.1	-
Operating profit	63.5	46.0%	63.3	20.5%	82.5	-1.4%
Ratio to Sales	19.3%		19.9%		23.1%	
Finance income	1.2	-77.7%	0.9	129.2%	2.2	436.5%
Finance expense	0.2	-22.0%	0.4	110.3%	0.2	-65.2%
Profit before tax	64.5	33.1%	63.8	20.9%	84.5	1.4%
Ratio to Sales	19.6%		20.1%		23.6%	
Income tax expense	9.9	65.5%	14.5	10.6%	-3.1	-113.7%
Profit for the period	54.6	28.5%	49.3	24.4%	87.7	44.9%
Ratio to Sales	16.6%		15.5%		24.5%	
Comprehensive income	70.9	-15.2%	79.4	-1.6%	45.9	-37.0%

2. Consolidated Results (Core Basis)

Unit: B¥

	FY18					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales	329.1	2.0%	318.0	0.3%	357.9	-0.5%
Cost of sales	70.7	-10.8%	72.8	4.7%	84.2	-6.6%
Ratio to Sales	21.5%		22.9%		23.5%	
Gross profit	258.3	6.2%	245.2	-1.0%	273.8	1.6%
SG&A expenses	112.9	0.5%	118.6	2.3%	124.3	2.1%
Ratio to Sales	34.3%		37.3%		34.7%	
Advertising and Sales Promotion	36.8	6.5%	36.9	-2.2%	41.3	4.9%
Personnel expenses	44.4	1.8%	44.8	1.0%	44.5	0.5%
Other	31.7	-7.2%	36.9	9.0%	38.5	1.1%
R&D expenses	52.1	-7.7%	47.4	-7.0%	50.4	-6.9%
Ratio to Sales	15.8%		14.9%		14.1%	
Amortisation of intangible assets	9.0	0.8%	8.6	-3.7%	8.8	-2.7%
Share of profits/losses of associates and joint ventures	-0.3	-	-0.3	-	-0.5	-
Operating profit	84.0	29.0%	70.2	-1.5%	89.8	6.8%
Ratio to Sales	25.5%		22.1%		25.1%	
Finance income	1.2	142.8%	0.9	131.0%	2.2	437.1%
Finance expense	0.2	-12.1%	0.4	124.4%	0.2	-0.5%
Profit before Tax	85.0	30.0%	70.7	-1.1%	91.8	8.9%
Ratio to Sales	25.8%		22.2%		25.6%	
Income tax expense	14.6	8.9%	16.2	-3.0%	-1.3	-105.6%
Profit for the period	70.4	35.5%	54.4	-0.5%	93.1	52.0%
Ratio to Sales	21.4%		17.1%		26.0%	

3. Sales by Region

Unit: B¥

		FY18					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales		329.1	2.0%	318.0	0.3%	357.9	-0.5%
Japan		100.2	-12.3%	95.1	-3.7%	117.4	-5.6%
Ratio to Sales		30.4%		29.9%		32.8%	
Americas		112.9	11.2%	115.0	7.7%	124.1	4.7%
Ratio to Sales		34.3%		36.2%		34.7%	
EMEA		90.8	8.9%	81.5	-4.9%	89.5	-1.6%
Ratio to Sales		27.6%		25.6%		25.0%	
Asia and Oceania		25.2	7.5%	26.4	1.9%	26.9	3.8%
Ratio to Sales		7.7%		8.3%		7.5%	

- Calculated according to locations of sellers.

- EMEA: Europe, Middle East, and Africa

4. Depreciation/Amortisation

Unit: B¥

		FY18					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Depreciation (PP&E)							
Consolidated		5.2	-2.4%	5.3	-3.9%	5.3	-1.8%
Amortisation (Intangible Assets) *							
Consolidated		10.9	2.0%	10.4	-2.2%	10.6	-1.2%

* 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	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI		81.2	19.6%	82.8	14.4%	89.4	12.3%
	US	39.3	17.7%	42.0	20.5%	44.8	12.4%
	ex-US	41.9	21.4%	40.7	8.7%	44.6	12.1%
	Japan	8.5	31.4%	8.3	29.3%	8.3	16.2%
	Americas (ex-US)	3.2	29.8%	3.1	11.7%	3.9	16.1%
	EMEA	28.6	17.4%	27.7	2.9%	30.8	10.9%
	Asia and Oceania	1.5	31.2%	1.7	20.0%	1.6	6.9%
Eligard		4.1	-6.6%	3.4	-14.0%	4.0	-7.7%
	EMEA	4.0	-7.4%	3.3	-14.7%	3.9	-8.4%
	Asia and Oceania	0.1	34.2%	0.1	15.1%	0.1	25.7%
Vesicare		24.9	1.4%	23.2	-7.7%	26.3	-8.6%
	Japan	6.1	-5.3%	5.2	-9.2%	6.2	-7.8%
	Americas	9.8	4.8%	9.4	-9.4%	11.4	-7.6%
	EMEA	7.9	5.8%	7.4	-1.6%	7.7	-7.0%
	Asia and Oceania	1.2	-12.2%	1.0	-19.1%	1.1	-16.3%
Betanis/Myrbetriq/BETMIGA		34.4	26.3%	34.2	12.7%	41.3	16.3%
	Japan	8.1	11.7%	7.5	8.1%	9.2	10.3%
	Americas	19.4	29.6%	19.9	12.0%	24.4	17.1%
	EMEA	5.3	33.1%	5.2	19.6%	5.8	15.4%
	Asia and Oceania	1.7	53.1%	1.6	23.1%	2.0	43.9%
Harnal/Omic		11.4	-5.5%	12.1	-9.1%	12.4	-2.4%
	Sales by Astellas	11.0	-6.9%	11.4	-7.1%	12.2	-1.0%
	Japan	1.5	-29.5%	1.3	-33.5%	1.4	-32.4%
	EMEA	4.1	6.2%	3.8	-4.7%	4.2	6.3%
	Asia and Oceania	5.2	-8.7%	6.1	-0.3%	6.3	6.8%
	Bulk and Royalties	0.4	47.8%	0.6	-34.5%	0.3	-40.0%
Prograf		52.2	5.7%	48.2	-3.3%	49.6	-2.5%
	Sales by Astellas	51.8	7.8%	47.5	-2.9%	49.4	-2.1%
	Japan (Including Gracceptor)	12.2	-4.0%	11.2	-9.0%	12.4	-7.4%
	Americas	6.4	2.1%	6.4	2.7%	6.2	-3.9%
	EMEA	21.9	11.4%	18.3	-8.0%	19.3	-3.7%
	Advagraf	10.1	17.0%	8.1	-10.1%	9.1	-2.3%
	Asia and Oceania	11.4	19.9%	11.7	10.3%	11.5	8.8%
	Exports to third parties	0.4	-69.8%	0.6	-26.9%	0.3	-44.8%
Funguard/MYCAMINE		8.8	-14.7%	9.4	-11.2%	8.5	-20.2%
	Japan	1.8	-33.1%	2.6	-8.3%	1.7	-44.1%
	Americas	2.8	-7.7%	3.0	3.7%	3.2	-3.4%
	EMEA	3.1	5.8%	2.7	-14.7%	2.5	-10.4%
	Asia and Oceania	1.1	-34.0%	1.1	-34.2%	1.1	-28.3%

- 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	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
<Global products>						
XTANDI	8.5	31.4%	8.3	29.3%	8.3	16.2%
Vesicare	6.1	-5.3%	5.2	-9.2%	6.2	-7.8%
Betanis	8.1	11.7%	7.5	8.1%	9.2	10.3%
Harnal	1.5	-29.5%	1.3	-33.5%	1.4	-32.4%
Prograf (Including Graceptor)	12.2	-4.0%	11.2	-9.0%	12.4	-7.4%
Funguard	1.8	-33.1%	2.6	-8.3%	1.7	-44.1%
<Local products in Japan>						
Celecox	12.8	3.0%	12.3	0.0%	13.7	3.9%
Symbicort	10.5	2.9%	8.9	1.4%	12.6	5.5%
Geninax	2.1	-8.6%	1.5	-8.2%	2.8	-9.3%
Vaccines	3.2	-5.6%	5.2	52.6%	18.6	-4.5%
Argamate	1.4	-6.3%	1.4	-5.6%	1.5	-7.2%
Gonax	1.2	3.9%	1.2	2.5%	1.3	0.8%
Cimzia	2.4	8.1%	2.3	1.5%	2.6	4.5%
Suglat [Family]	4.9	71.8%	3.5	18.5%	5.0	30.1%
Sujanu	1.5	-	0.2	-	1.3	-
Repatha	0.6	84.0%	0.6	67.1%	0.7	53.6%
Linzess	0.8	561.3%	0.8	174.3%	1.2	188.3%
Micardis [Family]	6.7	-71.0%	5.5	-34.6%	6.0	-32.4%
Micombi	0.8	-66.3%	0.6	-32.8%	0.7	-31.9%
Micamlo	2.0	-69.5%	1.6	-34.7%	1.8	-31.5%
Bonoteo	3.3	-4.5%	2.1	-37.6%	2.1	-43.3%
Lipitor	4.2	-22.1%	3.8	-24.7%	4.1	-24.0%
Myslee	2.9	-17.8%	2.7	-19.4%	2.9	-21.2%
Seroquel	1.4	-23.0%	1.2	-26.3%	1.2	-29.3%
Total Rx Sales In Japanese market	93.0	-12.3%	85.7	-2.6%	110.1	-4.1%

- 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	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Tarceva	5.4	-35.3%	4.7	-44.2%	3.9	-50.2%
(US)	3.5	-43.7%	3.2	-51.2%	2.5	-56.5%
(ex-US)	1.9	-11.5%	1.6	-21.6%	1.4	-32.9%
Scan (Americas)	19.8	6.0%	19.1	7.0%	18.1	-1.5%
AmBisome (Americas)	3.1	8.3%	3.5	22.9%	3.7	18.3%
CRESEMBA (Americas)	3.2	52.3%	3.1	45.3%	3.6	32.2%

4) Sales in Americas and EMEA (Local currency)

Unit: M\$

Americas	FY18					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales	1,035	13.2%	1,032	7.3%	1,100	4.8%
XTANDI	390	20.8%	406	19.4%	432	12.8%
US	361	19.9%	377	20.1%	397	12.5%
Americas (ex-US)	29	32.3%	28	11.2%	34	16.2%
Tarceva	49	-34.1%	42	-44.6%	34	-50.4%
US	32	-42.7%	28	-51.5%	22	-56.6%
ex-US	18	-9.9%	14	-22.1%	12	-33.1%
VESIcare	90	6.8%	85	-9.8%	101	-7.6%
Myrbetriq	178	32.0%	179	11.6%	216	17.2%
Prograf	58	4.0%	57	2.3%	55	-4.0%
Scan	182	8.0%	171	6.5%	160	-1.6%
MYCAMINE	25	-6.0%	27	3.4%	29	-3.3%
AmBisome	29	10.3%	31	22.5%	33	18.5%
CRESEMBA	29	55.1%	28	44.6%	32	32.2%

Unit: M€

EMEA	FY18					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Sales	698	2.3%	628	-4.2%	695	1.6%
XTANDI	220	10.3%	213	3.4%	239	14.4%
Eligard	31	-13.0%	26	-13.7%	30	-5.3%
Vesicare	61	-0.6%	57	-0.9%	59	-4.0%
BETMIGA	40	25.0%	40	20.2%	45	18.6%
Omnice	35	2.6%	34	-10.1%	35	5.3%
Sales by Astellas	31	-0.2%	29	-4.0%	33	9.9%
Bulk and Royalties	3	38.9%	5	-35.5%	2	-36.7%
Prograf	171	-0.3%	146	-8.0%	152	-1.2%
Sales by Astellas	168	4.7%	141	-7.3%	150	-0.4%
Advagraf	78	10.0%	63	-9.5%	70	0.9%
Exports to third parties	3	-71.6%	5	-24.9%	2	-39.8%
MYCAMINE	24	-0.6%	21	-14.3%	20	-6.9%

- EMEA: Europe, Middle East, and Africa

Underlined items indicate changes from the previous announcement on Oct 31, 2018.

Oncology (1/2)

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

Generic Name Code No. (Brand Name)	Classification	Target Disease	Phase / Area	Dosage Form	Licensors*	Focus Area approach
enzalutamide MDV3100 (XTANDI®)	Androgen receptor inhibitor	Non-metastatic hormone-sensitive prostate cancer	P-III / US, Europe, Asia	Oral	Pfizer	
		Metastatic hormone-sensitive prostate cancer	P-III / US, Europe, Japan, Asia			
gilteritinib ASP2215 (XOSPATA®)	FLT3 inhibitor	Relapsed or refractory acute myeloid leukemia	<u>Approved (Nov. 2018) / US</u> P-III / Europe, Asia	Oral	In-house	
		Post-chemo maintenance acute myeloid leukemia	P-III / US, Europe, Japan, Asia			
		Post-HSCT maintenance acute myeloid leukemia	P-III / US, Europe, Japan, Asia			
		Newly diagnosed acute myeloid leukemia with low intensity induction of chemotherapy	P-III / US, Europe, Japan, Asia			
		Newly diagnosed acute myeloid leukemia with high intensity induction of chemotherapy	P-I / US, Japan			
degarelix ASP3550 (GONAX®)	GnRH antagonist	Prostate cancer (12-week formulation)	<u>Approved (Jan. 2019) / Japan</u>	Injection	Ferring	
zolbetuximab IMAB362	Anti-Claudin 18.2 monoclonal antibody	Gastric and gastroesophageal junction adenocarcinoma	P-III / US, Europe, Japan, Asia	Injection	In-house (Ganymed)	
		<u>Pancreatic adenocarcinoma</u>	<u>P-II / US, Europe, Japan, Asia</u>			
enfortumab vedotin ASG-22ME	ADC targeting nectin-4	Urothelial cancer	P-III / US, Europe, Japan, Asia	Injection	In-house [Co-development with Seattle Genetics]	
AGS-16C3F	ADC targeting ENPP3	Renal cell carcinoma	P-II / US, Europe	Injection	In-house [ADC technology in-licensed from Seattle Genetics]	
ASP1650	Anti-Claudin 6 monoclonal antibody	Testicular cancer	P-II / US	Injection	In-house (Ganymed)	

Oncology (2/2)

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

Generic Name Code No. (Brand Name)	Classification	Target Disease	Phase / Area	Dosage Form	Licensor*	Focus Area approach
ASP1235/AGS62P1		Acute myeloid leukemia	P-I	Injection	In-house (ADC technology, EuCODE license from Ambrx)	
ASP8374/PTZ-201		Cancer	P-I	Injection	In-house (Potenza Therapeutics)	Biology: Cancer Immunology
ASP1948/PTZ-329		Cancer	P-I	Injection	In-house (Potenza Therapeutics)	Biology: Cancer Immunology
ASP1951/PTZ-522		Cancer	P-I	Injection	In-house (Potenza Therapeutics)	Biology: Cancer Immunology

Updates from the previous announcement (Oct. 2018):

enzalutamide (MDV3100): Removed the description of the approval in Europe for non-metastatic castration-resistant prostate cancer in Oct 2018.

blinatumomab (AMG 103): Removed the description of the approval in Japan for relapsed or refractory B-cell acute lymphoblastic leukemia in Sep 2018.

degarelix(ASP3550): 12-week formulation for prostate cancer approved in Japan in Jan 2019.

gilteritinib (ASP2215): Approved in US for FLT3 mutation positive relapsed or refractory acute myeloid leukemia in Nov 2018. Removed the description of approval in Japan for the same indication in Sep 2018.

zolbetuximab (IMAB362): Added a Phase 2 program for pancreatic adenocarcinoma.

Immunology, Muscle disease and Ophthalmology

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

Generic Name Code No. (Brand Name)	Classification	Target Disease	Phase / Area	Dosage Form	Licensor*	Focus Area approach
peficitinib ASP015K	JAK inhibitor	Rheumatoid arthritis	Filed (May 2018) / Japan	Oral	In-house	
bleelumab ASKP1240	Anti-CD40 monoclonal antibody	Recurrence of focal segmental glomerulosclerosis in de novo kidney transplant recipients	P-II / US	Injection	Kyowa Hakko Kirin	
ASP5094	Anti- α -9 integrin monoclonal antibody	Rheumatoid arthritis	P-II / Japan	Injection	In-house	
reldesemtiv CK-2127107	Fast skeletal muscle troponin activator	Spinal muscular atrophy	P-II / US	Oral	Cytokinetics	Biology: Molecular motor
		Amyotrophic lateral sclerosis	P-II / US			
ASP7317	Cell therapy (Retinal pigment epithelium cell)	Dry age-related macular degeneration, Stargardt's disease	P-II / US	Injection	In-house (Astellas Institute for Regenerative Medicine)	Modality/Technology: Cell therapy
ASP0367/MA-0211		Duchenne muscular dystrophy	P-I	Oral	In-house (Mitobridge)	Biology: Mitochondria
ASP0892		Peanut allergy	P-I	Injection	Immunomic Therapeutics	Modality/Technology: LAMP-vax technology

Update from the previous announcement (Oct. 2018):

ASP4070/JRC2-LAMP-vax: Discontinued the development of this program which was in Phase 2 for pollinosis caused by Japanese red cedar. Phase 2 study did not meet its primary endpoint.

reldesemtiv(CK-2127107): Discontinued the development for chronic obstructive pulmonary disease because Phase 2 study did not meet its primary endpoint.

Urology and Nephrology

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

Generic Name Code No. (Brand Name)	Classification	Target Disease	Phase / Area	Dosage Form	Licensor*	Focus Area Approach
solifenacin YM905	Muscarine M ₃ receptor antagonist	Neurogenic detrusor overactivity in pediatric patients	Filed (Feb. 2017) / US	Oral	In-house	
roxadustat ASP1517/FG-4592	HIF stabilizer	Anemia associated with chronic kidney disease in patients on dialysis	Filed (Sep. 2018) / Japan P-III / Europe	Oral	FibroGen	
		Anemia associated with chronic kidney disease in patients not on dialysis	P-III / Europe P-III / Japan			
mirabegron YM178	β ₃ receptor agonist	Neurogenic detrusor overactivity in pediatric patients	P-III / Europe	Oral	In-house	
ASP6294	Nerve Growth Factor (NGF) neutralization antibody	Bladder pain syndrome / Interstitial cystitis	P-II / Europe	Injection	In-house	
ASP8302	Muscarine M ₃ receptor positive allosteric modulator	Underactive bladder	P-II / Europe, Japan	Oral	In-house	
ASP1128/MA-0217	<u>PPARδ modulator</u>	Acute kidney injury	<u>P-II / US</u>	Injection	In-house (Mitobridge)	Biology: Mitochondria

Update from the previous announcement (Oct. 2018):

ASP7713: Discontinued Phase 1 program for underactive bladder.

ASP1128/MA-0217: Progressed from Phase 1 to Phase 2.

Others

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

Generic Name Code No. (Brand Name)	Classification	Target Disease	Phase / Area	Dosage Form	Licensor*	Focus Area approach
ipragliflozin ASP1941 (Suglat®)	SGLT2 inhibitor	Type 1 diabetes	Approved (Dec. 2018) / Japan	Oral	In-house [Co-development with Kotobuki]	
romosozumab AMG 785 (EVENITY®)	Anti-Sclerostin monoclonal antibody	Osteoporosis in patients at high risk of fracture	Approved (Jan. 2019) / Japan	Injection	Amgen [Co-development with Amgen Astellas]	
evolocumab AMG 145 (Repatha®)	Anti-PCSK-9 monoclonal antibody	Statin intolerant hypercholesterolemia	Filed (Aug. 2018) / Japan	Injection	Amgen [Co-development with Amgen Astellas]	
fidaxomicin	Macrocyclic antibiotic	<i>Clostridium difficile</i> infection in pediatric patients	P-III / Europe	Oral	Merck	
fezolinetant ESN364	NK3 receptor antagonist	Menopause-related vasomotor symptoms	P-II / US P-I / Japan	Oral	In-house (Ogeda)	
ASP0819	Ca ²⁺ activated K ⁺ channel opener	Fibromyalgia	P-II / US	Oral	In-house	
ASP4345	Dopamine D ₁ receptor positive allosteric modulator	Cognitive impairment associated with schizophrenia	P-II / US	Oral	In-house	
isavuconazole ASP9766	Azole antifungal	Invasive aspergillosis and mucormycosis in pediatric patients	P-II / US	Injection	Basilea	
MucoRice-CTB		Prophylaxis of diarrhea caused by <i>Vibrio cholerae</i>	P-I	Oral	The Institute of Medical Science, the University of Tokyo	
ASP3772		Prevention of pneumococcal disease	P-I	Injection	Affinivax	

Updates from the previous announcement (Oct. 2018):

linaclotide (ASP0456): Removed the description of the approval in Japan for chronic constipation in Aug 2018.

romosozumab (AMG 785): Approved in Japan for osteoporosis in patients at high risk of fracture in Jan 2019.

ipragliflozin (ASP1941): Approved in Japan for type 1 diabetes in Dec 2018.

ASP1807/CC8464: Discontinued the development of this program which was in Phase 1 for neuropathic pain.

ASP3772: Progressed to Phase 1 for prevention of pneumococcal disease.