Supplementary Documents [IFRS]

Financial results for the first nine months of the fiscal year 2022 (FY2022)

Astellas Pharma Inc.

- Q3/FY2022 Financial Results
 - ➤ Nine months ended December 31, 2022
 - > Three months ended December 31, 2022
- 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, 2022] 1. Consolidated Results (Full Basis)

			Unit: B¥	
	FY21	FY22	Change	Change
	APR DEC.	APR DEC.		(%)
Revenue	992.3	1,164.4	172.1	17.3%
Cost of sales	194.1	226.1	32.0	16.5%
Ratio to Revenue	19.6%	19.4%		
Gross profit	798.2	938.3	140.1	17.6%
SG&A expenses	406.4	471.0	64.6	15.9%
Ratio to Revenue	41.0%	40.4%		
XTANDI co-promotion fee in the United states	108.7	138.2	29.5	27.2%
Personnel expenses	143.0	156.3	13.3	9.3%
Advertising and Sales Promotion and Other	154.7	176.5	21.8	14.1%
R&D expenses	177.6	206.1	28.4	16.0%
Ratio to Revenue	17.9%	17.7%		
Amortisation of intangible assets	20.2	29.2	8.9	44.1%
Gain on divestiture of intangible assets	24.1	0.2	-23.9	-99.1%
Share of profit (loss) of investments accounted for using equity method	2.0	1.4	-0.7	-32.5%
Other income	4.2	2.5	-1.7	-40.2%
Fair value remeasurements on contingent consideration	2.2	1.5	-0.7	-32.7%
Other expenses	54.9	54.9	0.0	0.0%
Impairment losses	26.7	24.3	-2.4	-9.0%
Restructuring costs	18.3	1.5	-16.8	-91.5%
Net foreign exchange losses	-	6.7	6.7	-
Fair value remeasurements on contingent consideration	8.7	19.0	10.2	117.7%
Operating profit	169.4	181.3	11.9	7.0%
Ratio to Revenue	17.1%	15.6%		
Finance income	2.3	5.7	3.4	145.7%
Finance expenses	4.3	6.7	2.4	56.9%
Profit before tax	167.4	180.2	12.8	7.7%
Ratio to Revenue	16.9%	15.5%		
Income tax expense	34.9	35.4	0.5	1.4%
Profit	132.5	144.8	12.3	9.3%
Ratio to Revenue	13.4%	12.4%		
Comprehensive income	164.5	218.6	54.0	32.8%

FY21	
Full Year	
1,296.2	
253.0	
19.5%	
1,043.2	
548.8	
42.3%	
139.3	
191.4	
218.1	
246.0	
19.0%	
28.3	
24.2	
0.5 15.3	
5.4	
104.3	
74.9	
19.6	
19.0	
7.0	
155.7	
12.0%	
6.1	
4.9	
156.9	
12.1%	
32.8	
124.1	
9.6%	
208.1	

Previous Forecasts	Latest Forecasts	Change from FY21
FY22	FY22	Change
Full Year	Full Year	(%)
1,529.0	1,529.0	18.0%
642.0	642.0	17.0%
42.0%	42.0%	
186.0	186.0	33.5%
070.0	070.0	40.00/
278.0	278.0	13.0%
18.2%	18.2%	
200.0	105.0	05.00/
269.0	195.0	25.3%
17.6%	12.8%	
267.0	193.0	23.0%
17.5%	12.6%	
208.0	150.0	20.9%
13.6%	9.8%	

2. Consolidated Results (Core Basis)			Unit: B¥	
	FY21	FY22	Change	Change
	APR DEC.	APR DEC.		(%)
Revenue	992.3	1,164.4	172.1	17.3%
Cost of sales	194.1	226.1	32.0	16.5%
Ratio to Revenue	19.6%	19.4%		
Gross profit	798.2	938.3	140.1	17.6%
SG&A expenses	406.4	471.0	64.6	15.9%
Ratio to Revenue	41.0%	40.4%		
XTANDI co-promotion fee in the United states	108.7	138.2	29.5	27.2%
Personnel expenses	143.0	156.3	13.3	9.3%
Advertising and Sales Promotion and Other	154.7	176.5	21.8	14.1%
R&D expenses	177.6	206.1	28.4	16.0%
Ratio to Revenue	17.9%	17.7%		
Amortisation of intangible assets	20.2	29.2	8.9	44.1%
Gain on divestiture of intangible assets	24.1	0.2	-23.9	-99.1%
Share of profit (loss) of investments accounted for using equity method	2.0	1.4	-0.7	-32.5%
Operating profit	220.0	233.7	13.6	6.2%
Ratio to Revenue	22.2%	20.1%		
Finance income	2.3	5.7	3.4	145.7%
Finance expenses	4.3	6.7	2.4	56.9%
Profit before tax	218.1	232.6	14.5	6.7%
Ratio to Revenue	22.0%	20.0%		
Income tax expense	48.4	43.7	-4.7	-9.7%

FY21
Full Year
1,296.2
253.0
19.5%
1,043.2
548.8
42.3%
139.3
191.4
218.1
246.0
19.0%
28.3
24.2
0.5
244.7
18.9%
6.1
4.9
245.9
19.0%
55.4
190.6
14.7%

Forecasts	Change from FY21
FY22	Change
Full Year	(%)
1,529.0	18.0%
·	
642.0	17.0%
42.0%	
186.0	33.5%
278.0 18.2%	13.0%
290.0	18.5%
19.0%	10.070
223.0	17.0%
14.6%	

3. Exchange Rate

Profit

o. Exchange Nate				
	FY21	FY22	FY21	FY22
	APR DEC.Ave.	APR DEC.Ave.	End	Q3 End
USD/Yen	111	137	122	131
EUR/Yen	131	141	135	140

Ratio to Revenue

169.7

17.1%

188.9

16.2%

19.2

11.3%

* Fx impacts: Revenue +135.2 billion yen and Core operating profit +34.8 billion yen

FY21	
Full Year	
112	
131	

Forecasts
FY22
Full Year
137
139

4. Reconciliation of Full Basis to Core Basis

		FY21			FY22		
		APR DEC.			APR DEC.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis	
Revenue	992.3	-	992.3	1,164.4	-	1,164.4	
Cost of sales	194.1	-	194.1	226.1	-	226.1	
Gross profit	798.2	-	798.2	938.3	-	938.3	
SG&A expenses	406.4	-	406.4	471.0	-	471.0	
R&D expenses	177.6	-	177.6	206.1	-	206.1	
Amortisation of intangible assets	20.2	-	20.2	29.2	-	29.2	
Gain on divestiture of intangible assets	24.1	-	24.1	0.2	-	0.2	
Share of profit (loss) of investments accounted for using equity method	2.0	-	2.0	1.4	-	1.4	
Other income *	4.2	-4.2	-	2.5	-2.5	-	
Other expenses *	54.9	-54.9	-	54.9	-54.9	-	
Operating profit	169.4	50.7	220.0	181.3	52.4	233.7	
Finance income	2.3	-	2.3	5.7	-	5.7	
Finance expenses	4.3	-	4.3	6.7	-	6.7	
Profit before tax	167.4	50.7	218.1	180.2	52.4	232.6	
Income tax expense	34.9	13.5	48.4	35.4	8.3	43.7	
Profit	132.5	37.2	169.7	144.8	44.1	188.9	

^{* &}quot;Other income" and "Other expenses" are excluded from Core basis results.

[&]quot;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	hν	Region

5. Revenue by Region	l				Unit: B¥	
			FY21	FY22	Change	Change
			APR DEC.	APR DEC.		(%)
Revenue			992.3	1,164.4	172.1	17.3%
	Japan		203.2	204.5	1.3	0.6%
		Ratio to Revenue	20.5%	17.6%		
	United States		407.9	501.1	93.2	22.8%
		Ratio to Revenue	41.1%	43.0%		
	Established Markets		233.0	271.1	38.1	16.4%
		Ratio to Revenue	23.5%	23.3%		
	Greater China		50.3	65.2	14.8	29.4%
		Ratio to Revenue	5.1%	5.6%		
	International Markets		89.2	105.2	16.0	18.0%
		Ratio to Revenue	9.0%	9.0%		
	Others		8.6	17.2	8.6	99.8%
		Ratio to Revenue	0.9%	1.5%		

FY21 Full Year 1,296.2 258.8 20.0% 537.5 41.5% 306.5 23.6% 66.3 5.1% 118.7 9.2% 8.4	E) (0.4
1,296.2 258.8 20.0% 537.5 41.5% 306.5 23.6% 66.3 5.1% 118.7 9.2% 8.4	FY21
258.8 20.0% 537.5 41.5% 306.5 23.6% 66.3 5.1% 118.7 9.2% 8.4	Full Year
20.0% 537.5 41.5% 306.5 23.6% 66.3 5.1% 118.7 9.2% 8.4	1,296.2
537.5 41.5% 306.5 23.6% 66.3 5.1% 118.7 9.2% 8.4	258.8
41.5% 306.5 23.6% 66.3 5.1% 118.7 9.2% 8.4	20.0%
306.5 23.6% 66.3 5.1% 118.7 9.2% 8.4	537.5
23.6% 66.3 5.1% 118.7 9.2% 8.4	41.5%
66.3 5.1% 118.7 9.2% 8.4	306.5
5.1% 118.7 9.2% 8.4	23.6%
118.7 9.2% 8.4	66.3
9.2% 8.4	
8.4	118.7
0	9.2%
0.6%	8.4
	0.6%

	Change from
Forecasts	FY21
FY22	Change
Full Year	(%)
1,529.0	18.0%
264.4	2.2%
17.3%	
680.8	26.7%
44.5%	
356.3	16.2%
23.3%	
80.2	21.0%
5.2%	
133.2	12.2%
8.7%	
14.1	68.2%
0.9%	

Change from FY21

Change

(%)

37.0

40.0

67.0

22.7%

-0.1%

69.1%

6. Investment in Property, Plant and Equipment

Investment in Property, Plant and Equipment

Depreciation/Amortisation

Depreciation (PP&E)

	Unit: B¥				
FY21	FY22	Change	Change		
APR DEC.	APR DEC.		(%)		
22.3	24.6	2.2	10.0%		
30.3	29.8	-0.5	-1.7%		
28.3	52.9	24.6	87.2%		

Amortisation of Intangible Assets (incl. software, etc.)
- Investment in Property, Plant and Equipment does not include right-of-use asset.

	Forecasts
FY21	FY22
ıll Year	Full Year
30.2	37.
40.1	40.
39.6	67.

⁻ Established Markets: Europe, Canada

⁻ Greater China: China, Hong Kong, Taiwan - International Markets: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Australia, Export sales, etc.

⁻ From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

7. Sales of major products

1) Global

		FY21	FY22	Change	Change
		APR DEC.	APR DEC.		(%)
XTANDI		411.6	511.9	100.3	24.4%
	United States	215.8	269.2	53.4	24.8%
	ex-US	195.8	242.7	46.9	23.9%
	Japan	36.5	42.3	5.8	15.8%
	Established Markets	126.1	150.0	23.8	18.9%
	Greater China	5.5	9.8	4.3	79.2%
	International Markets	27.7	40.6	12.9	46.6%
PADCEV		14.6	33.1	18.5	126.9%
	Japan	0.5	6.3	5.8	-
	United States	14.0	22.0	8.0	57.1%
	Established Markets	0.0	4.7	4.6	-
	International Markets	-	0.1	0.1	-
XOSPATA		25.7	36.3	10.6	41.1%
	Japan	3.1	3.4	0.3	10.1%
	United States	14.4	20.1	5.7	39.5%
	Established Markets	6.5	8.8	2.3	34.9%
	Greater China	1.3	2.4	1.1	83.0%
	International Markets	0.4	1.6	1.2	306.8%
EVRENZO		2.1	2.4	0.3	15.0%
	Japan	2.0	1.9	-0.1	-2.9%
	Established Markets	0.1	0.4	0.3	248.5%
	International Markets	-	0.1	0.1	-
Betanis/Myrbetriq/B	ETMIGA	126.9	141.0	14.1	11.1%
	Japan	29.2	26.4	-2.8	-9.7%
	United States	61.9	70.4	8.5	13.8%
	Established Markets	26.5	32.3	5.8	21.8%
	Greater China	2.0	3.1	1.0	50.3%
	International Markets	7.3	8.9	1.6	22.3%
Prograf		141.1	151.6	10.5	7.5%
-	Japan	30.3	28.1	-2.3	-7.4%
	United States	7.6	8.2	0.7	8.8%
	Established Markets	50.1	53.0	2.9	5.8%
	Greater China	29.8	37.2	7.4	24.9%
	International Markets	23.3	25.1	1.8	7.7%
Vesicare		17.9	12.4	-5.6	-31.1%
- Sales of products in Ja	apan are shown in a gross sales basis.	•		•	

FY21
Full Year
534.3
276.9
257.4
47.2
166.3
7.9
36.0
21.7
1.8
19.5
0.5
-
34.1
3.9
18.9 9.0
9.0
1.5
0.7
2.6
2.5
0.1
-
172.3
37.5
87.2
35.2
2.9
9.6
185.4
38.2
9.4
65.3
38.1
34.3
22.0

	Change from
Forecasts	FY21
FY22	Change
Full Year	(%)
670.0	25.4%
358.8	29.6%
311.2	20.9%
55.4	17.4%
195.5	17.5%
12.3	55.5%
48.0	33.6%
45.4	108.9%
8.3	372.2%
31.5	61.3%
5.5	
0.1	
45.8	34.4%
4.0	2.5%
25.3	33.9%
11.9	31.1%
2.5	62.1%
2.1	213.5%
5.0	91.1%
3.5	40.3%
1.2	10.07
0.3	
195.0	13.2%
33.1	-11.7%
104.1	19.5%
42.6	21.2%
3.8	31.0%
11.3	18.4%
200.3	8.1%
35.5	-7.1%
11.0	17.2%
71.0	8.6%
46.1	20.8%
36.8	7.2%
15.3	-30.2%
10.0	-00.27

- Sales of products in Japan are shown in a gross sales basis.
- Established Markets: Europe, Canada
- Greater China: China, Hong Kong, Taiwan
- International Markets: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Australia, Export sales, etc.
- From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.
- PADCEV (United States): Co-promotion revenue from Seagen
- Astellas' EVRENZO territories: Japan, Europe, the Commonwealth of Independent States, Middle East, South Africa, etc.

2) Revenue by region

(1) Japan			Unit: B¥			Forecasts	Change from FY21
(1) Capan	FY21	FY22	Change	Change	FY21	FY22	Change
<global></global>	APR DEC.	APR DEC.	9-	(%)	Full Year	Full Year	(%)
XTANDI	36.5	42.3	5.8	15.8%	47.2	55.4	
PADCEV	0.5	6.3	5.8	-	1.8	8.3	372.2%
XOSPATA	3.1	3.4	0.3	10.1%	3.9	4.0	
EVRENZO	2.0	1.9	-0.1	-2.9%	2.5	3.5	
Betanis	29.2	26.4	-2.8	-9.7%	37.5	33.1	-11.7%
Prograf (Including Graceptor)	30.3	28.1	-2.3	-7.4%	38.2	35.5	-7.1%
Vesicare	8.6	3.2	-5.5	-63.3%	10.0	3.6	
Harnal	2.0	1.4	-0.6	-30.4%	2.6	1.7	
Funguard	1.4	0.9	-0.4	-31.1%	1.6	1.2	-29.2%
<main products=""> Suglat [Family]</main>	23.7	23.7	0.0	0.2%	30.3	31.5	4.2%
Sujanu	9.7	9.7	-0.1	-0.6%	12.5		
Repatha	4.5	4.9	0.5	10.6%	5.8		
Linzess	5.4	5.5	0.1	1.2%	6.9	7.3	5.3%
BLINCYTO	4.7	6.0	1.3	27.1%	6.4		
EVENITY	23.3	31.5	8.2	35.0%	31.4		
Smyraf	1.9	1.9	0.1	2.7%	2.4	2.9	
Vaccines	5.2	5.8	0.6	12.4%	5.1	7.6	
Gonax	3.9	3.7	-0.2	-5.4%	5.0	5.1	1.3%
Cimzia	8.7	8.8	0.1	1.2%	11.2		
Myslee	5.5	4.6	-1.0	-17.2%	7.0	5.9	
Total Rx Sales In Japanese market	201.7	202.8	1.1	0.5%	256.9	262.3	2.1%

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

	(2)	L I I	ni	ted	S	tot	م
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(2) United States			Unit: M\$	
	FY21	FY22	Change	Change
	APR DEC.	APR DEC.		(%)
Revenue	3,672	3,671	-1	0.0%
XTANDI	1,942	1,972	30	1.5%
PADCEV	126	161	35	27.9%
XOSPATA	130	147	18	13.5%
Myrbetriq	557	516	-41	-7.4%
Prograf	68	60	-8	-11.4%
Vesicare	13	4	-8	-64.8%
MYCAMINE	41	17	-25	-60.0%
AmBisome	101	86	-15	-14.4%
CRESEMBA	143	161	18	12.6%
Lexiscan	551	546	-5	-0.9%

FY21
Full Year
4,782
2,464
174
168
775
84
15
48
135
194
725

	Change nom
Forecasts	FY21
FY22	Change
Full Year	(%)
4,968	3.9%
2,618	6.3%
230	32.3%
185	9.8%
760	-2.0%
80	-3.9%
6	-59.9%
20	-58.6%
106	-20.9%
217	11.7%
724	-0.1%

Change from

(3) Established Markets

		FY21	FY22	Change	Change
		APR DEC.	APR DEC.	-	(%)
Revenue		1,784	1,929	145	8.1%
XTANDI		966	1,067	101	10.5%
PADCEV		0	33	33	
XOSPAT	4	50	63	13	25.3%
EVRENZ	0	1	3	2	223.89
BETMIG	1	203	230	27	13.19
Prograf		384	377	-7	-1.79
Vesicare		30	29	-1	-3.1%
Omnic		49	48	-1	-2.7%
MYCAMI	NE	17	13	-4	-25.9%

FY21
Full Year
2,348
1,274
4
69
1
269
501
39
65
21

FY22	Change
Full Year	(%)
2,557	8.9%
1,403	10.1%
40	-
85	22.8%
9	947.0%
306	13.6%
509	1.8%
38	-3.1%
63	-2.8%
15	-28.0%

Unit: M€

⁻ Established Markets: Europe, Canada
- From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

(4)	Greater	China
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(4) Greater China			Unit: B¥	
	FY21	FY22	Change	Change
	APR DEC.	APR DEC.	-	(%)
Revenue	50.3	65.2	14.8	29.4%
XTANDI	5.5	9.8	4.3	79.2%
XOSPATA	1.3	2.4	1.1	83.0%
BETMIGA	2.0	3.1	1.0	50.3%
Prograf	29.8	37.2	7.4	24.9%
Vesicare	0.8	0.8	0.0	4.6%
Harnal	6.1	6.7	0.6	9.9%
MYCAMINE	2.1	2.0	-0.1	-6.4%
Feburic	2.1	2.6	0.5	24.0%

FY21	٦
Full Year	
66.3	
7.9	
1.5	
2.9	
38.1	
1.0	
8.2	
2.9	
2.9	

	Change from
Forecasts	FY21
FY22	Change
Full Year	(%)
80.2	21.0%
12.3	55.5%
2.5	62.1%
3.8	31.0%
46.1	20.8%
1.1	4.7%
8.5	3.5%
2.1	-28.8%
3.1	8.1%

- Greater China: China, Hong Kong, Taiwan

(5) International Markets

	FY21	FY22	Change	Change
	APR DEC.	APR DEC.		(%)
Revenue	89.2	105.2	16.0	18.0%
XTANDI	27.7	40.6	12.9	46.6%
PADCEV	-	0.1	0.1	-
XOSPATA	0.4	1.6	1.2	306.8%
EVRENZO	-	0.1	0.1	-
BETMIGA	7.3	8.9	1.6	22.3%
Prograf	23.3	25.1	1.8	7.7%
Vesicare	3.3	3.8	0.5	15.0%
Harnal	12.9	14.0	1.1	8.5%
MYCAMINE	4.8	4.3	-0.5	-10.3%
listania etian al Mandrata, Diversia II etia Assania e Midella Esat. Africa Caretta E	+ A -:- O A -:	- I/ A41:-	Francisk colon sto	

	FY21
F	ull Year
	118.7
	36.0
	-
	0.7
	-
	9.6
	34.3
	4.1
	16.5
	6.3

Forecasts	FY21
FY22	Change
Full Year	(%)
133.2	12.2%
48.0	33.6%
0.1	
2.1	213.5%
0.3	
11.3	18.4%
36.8	7.2%
4.5	9.8%
17.3	5.1%

5.8

Change from

-6.9%

⁻ International Markets: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Australia, Export sales, etc.
- From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

8. Consolidated statements of financial position

Unit: B¥

	FY21	FY22	Changa
	End	Q3 End	Change
ssets	2,332.4	2,513.9	181.6
Non-current assets	1,409.0	1,441.4	32.3
Property, plant and equipment	269.0	269.1	0.1
Goodwill	303.0	324.1	21.0
Intangible assets	623.4	616.5	-6.9
Trade and other receivables	29.8	24.8	-5.0
Investments accounted for using equity method	10.0	12.6	2.6
Deferred tax assets	72.3	93.2	20.9
Other financial assets	91.8	90.1	-1.7
Other non-current assets	9.5	10.9	1.4
Current assets	923.4	1,072.6	149.2
Inventories	153.1	163.2	10.1
Trade and other receivables	382.5	451.3	68.8
Income tax receivable	21.5	11.7	-9.9
Other financial assets	21.3	31.5	10.2
Other current assets	29.0	31.9	2.9
Cash and cash equivalents	316.0	381.8	65.8
Assets held for sale	-	1.3	1.3

	FY21	FY22	Change
	End	Q3 End	Change
quity and Liabilities	2,332.4	2,513.9	181.6
Equity	1,460.3	1,570.4	110.1
Equity attributable to owners of the parent	1,460.3	1,570.4	110.1
Share capital	103.0	103.0	-
Capital surplus	179.5	180.6	1.1
Treasury shares	-13.9	-23.0	-9.1
Retained earnings	944.3	996.2	52.0
Other components of equity	247.5	313.6	66.1
Liabilities	872.1	943.5	71.4
Non-current liabilities	184.7	237.6	52.9
Trade and other payables	0.7	4.4	3.7
Deferred tax liabilities	5.8	6.0	0.2
Retirement benefit liabilities	37.2	37.1	-0.1
Provisions	5.8	4.0	-1.8
Other financial liabilities	95.9	148.7	52.9
Other non-current liabilities	39.2	37.3	-1.9
Current liabilities	687.4	705.9	18.5
Trade and other payables	130.7	134.2	3.5
Income tax payable	32.4	18.4	-13.9
Provisions	16.6	12.6	-4.0
Other financial liabilities	185.0	180.4	-4.6
Other current liabilities	322.8	360.2	37.4

[Three months ended December 31, 2022]

Consolidated Results (Full Basis)					Unit: B¥	
			FY2			
	APRJUN.	Change	JULSEP.	Change	OCTDEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	381.8	17.1%	380.4	16.9%	402.2	18.1%
Cost of sales	88.9	42.8%	62.8	0.4%	74.4	7.3%
Ratio to Revenue	23.3%		16.5%		18.5%	
Gross profit	292.9	11.0%	317.6	20.8%	327.8	20.8%
SG&A expenses	153.4	11.9%	154.6	15.9%	163.0	19.9%
Ratio to Revenue	40.2%		40.6%		40.5%	
XTANDI co-promotion fee in the United states	43.1	25.1%	46.5	27.1%	48.6	29.2%
Personnel expenses	51.2	4.5%	53.6	14.0%	51.5	9.5%
Advertising and Sales Promotion and Other	59.1	10.1%	54.4	9.4%	62.9	22.7%
R&D expenses	74.0	26.9%	65.2	7.3%	66.9	14.1%
Ratio to Revenue	19.4%		17.1%		16.6%	
Amortisation of intangible assets	10.7	80.2%	9.2	43.7%	9.2	17.0%
Gain on divestiture of intangible assets	0.2	-	0.0	-	0.0	-99.9%
Share of profit (loss) of investments accounted for using equity method	0.3	19.8%	1.4	-	-0.4	
Other income	16.3	-	0.2	-91.4%	1.1	-64.7%
Net foreign exchange gains	14.1	-	-	-100.0%	-	
Fair value remeasurements on contingent consideration	1.5	-	0.1	-	0.9	-59.2%
Other expenses	38.4	41.7%	3.6	-67.2%	28.0	50.3%
Impairment losses	22.0	-15.4%	0.7	-	1.6	134.3%
Net foreign exchange losses	-	-	0.2	-	20.6	
Fair value remeasurements on contingent consideration	15.8	-	0.1	-98.8%	4.0	
Operating profit	33.1	-8.2%	86.7	60.4%	61.4	-22.5%
Ratio to Revenue	8.7%		22.8%		15.3%	
Finance income	0.9	-36.3%	3.6	725.8%	1.2	181.1%
Finance expenses	2.4	39.6%	1.5	20.2%	2.8	115.2%
Profit before tax	31.7	-11.6%	88.8	66.7%	59.8	-23.7%
Ratio to Revenue	8.3%		23.3%		14.9%	
Income tax expense	6.9	33.5%	17.2	39.3%	11.4	-34.9%
Profit	24.8	-19.1%	71.6	75.0%	48.4	-20.5%
Ratio to Revenue	6.5%		18.8%		12.0%	
Comprehensive income	134.4	271.2%	109.3	222.7%	-25.2	

2. Consolidated Results (Core Basis)

			FY	22		
	APRJUN.	Change	JULSEP.	Change	OCTDEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	381.8	17.1%	380.4	16.9%	402.2	18.1%
Cost of sales	88.9	42.8%	62.8	0.4%	74.4	7.3%
Ratio to Revenue	23.3%		16.5%		18.5%	
Gross profit	292.9	11.0%	317.6	20.8%	327.8	20.8%
SG&A expenses	153.4	11.9%	154.6	15.9%	163.0	19.9%
Ratio to Revenue	40.2%		40.6%		40.5%	
XTANDI co-promotion fee in the United states	43.1	25.1%	46.5	27.1%	48.6	29.2%
Personnel expenses	51.2	4.5%	53.6	14.0%	51.5	9.5%
Advertising and Sales Promotion and Other	59.1	10.1%	54.4	9.4%	62.9	22.7%
R&D expenses	74.0	26.9%	65.2	7.3%	66.9	14.1%
Ratio to Revenue	19.4%		17.1%		16.6%	
Amortisation of intangible assets	10.7	80.2%	9.2	43.7%	9.2	17.0%
Gain on divestiture of intangible assets	0.2	-	0.0	-	0.0	-99.9%
Share of profit (loss) of investments accounted for using equity method	0.3	19.8%	1.4	-	-0.4	-
Operating profit	55.3	-12.0%	90.1	44.2%	88.3	-6.8%
Ratio to Revenue	14.5%		23.7%		22.0%	
Finance income	0.9	-36.3%	3.6	725.8%	1.2	181.1%
Finance expenses	2.4	39.6%	1.5	20.2%	2.8	115.2%
Profit before Tax	53.8	-14.0%	92.1	49.5%	86.7	-7.7%
Ratio to Revenue	14.1%		24.2%		21.5%	
Income tax expense	8.0	-40.1%	18.0	48.5%	17.7	-22.8%
Profit	45.8	-6.9%	74.1	49.7%	68.9	-2.8%
Ratio to Revenue	12.0%		19.5%		17.1%	

3. Revenue by Region

Unit: B¥

, ,				FY	′22		
		APRJUN.	Change	JULSEP.	Change	OCTDEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue		381.8	17.1%	380.4	16.9%	402.2	18.1%
	Japan	66.8	-1.0%	66.5	5.5%	71.2	-2.0%
	Ratio to Reve	nue 17.5%		17.5%		17.7%	
	United States	160.9	20.4%	167.4	22.7%	172.8	25.4%
	Ratio to Reve	enue 42.1%		44.0%		43.0%	
	Established Markets	86.1	10.4%	88.7	17.7%	96.3	20.9%
	Ratio to Reve	enue 22.6%		23.3%		24.0%	
	Greater China	23.2	41.0%	21.9	31.5%	20.1	16.4%
	Ratio to Reve	enue 6.1%		5.7%		5.0%	
	International Markets	34.4	23.7%	34.2	8.7%	36.6	22.5%
	Ratio to Reve	enue 9.0%		9.0%		9.1%	
	Others	10.4	273.9%	1.7	-32.8%	5.1	55.1%
	Ratio to Reve	enue 2.7%		0.4%		1.3%	

⁻ Established Markets: Europe, Canada

4. Investment in Property,Plant and Equipment Depreciation/Amortisation

	FY22					
	APRJUN.	Change	JULSEP.	Change	OCTDEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Investment in Property, Plant and Equipment	11.7	125.9%	5.8	-25.5%	7.1	-24.2%
Depreciation (PP&E)	9.8	-0.8%	9.9	-0.4%	10.1	-3.7%
Amortisation of Intangible Assets (incl. software, etc.)	27.0	228.9%	12.9	44.1%	12.9	16.8%

⁻ Investment in Property, Plant and Equipment does not include right-of-use asset.

⁻ Greater China: China, Hong Kong, Taiwan

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

⁻ From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

5. Sales of major products

1) Global

1) Global		Unit: B¥						
			FY	22				
	APRJUN.	Change	JULSEP.	Change	OCTDEC.	Change		
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)		
XTANDI	162.4	22.2%	169.6	25.9%	179.8	24.9%		
United States	83.9	22.7%	90.9	25.0%	94.3	26.4%		
ex-US	78.5	21.6%	78.7	27.0%	85.5	23.3%		
Japan	14.1	17.4%	13.4	15.9%	14.8	14.3%		
Established Markets	46.8	9.3%	50.0	27.1%	53.1	20.9%		
Greater China	3.6	90.2%	2.4	40.0%	3.8	104.6%		
International Markets	14.0	79.2%	12.8	38.1%	13.8	30.2%		
PADCEV	10.6	151.6%	10.2	107.6%	12.3	125.5%		
Japan	2.0	-	2.0	-	2.3	325.7%		
United States	7.3	74.8%	6.8	38.1%	7.8	61.0%		
Established Markets	1.2	-	1.4	-	2.1	-		
International Markets	-	-	0.0	-	0.1	-		
XOSPATA	10.5	26.3%	13.0	58.8%	12.8	38.8%		
Japan	1.1	5.7%	1.0	2.0%	1.2	22.9%		
United States	5.9	29.5%	6.5	47.4%	7.6	41.4%		
Established Markets	2.7	31.2%	2.9	36.8%	3.2	36.3%		
Greater China	0.5	-12.7%	2.0	296.5%	0.0	-93.2%		
International Markets	0.3	170.0%	0.6	341.8%	0.7	394.5%		
EVRENZO	0.7	19.3%	0.8	0.6%	0.9	27.3%		
Japan	0.7	8.1%	0.6	-10.9%	0.7	-4.7%		
Established Markets	0.1	-	0.1	29.9%	0.2	-		
International Markets	-	-	0.0	-	0.0	-		
Betanis/Myrbetriq/BETMIGA	47.9	9.0%	45.5	12.5%	47.7	12.0%		
Japan	9.3	-5.0%	8.2	-8.4%	8.9	-15.1%		
United States	24.7	8.3%	22.7	17.9%	23.1	16.0%		
Established Markets	10.1	18.2%	10.7	22.6%	11.5	24.2%		
Greater China	1.0	46.8%	1.0	56.2%	1.1	48.5%		
International Markets	2.8	31.2%	3.0	1.3%	3.1	41.4%		
Prograf	51.8	14.6%	48.6	3.1%	51.3	5.0%		
Japan	9.6	-6.0%	8.8	-6.3%	9.6	-9.8%		
United States	2.5	20.3%	2.6	-1.7%	3.1	10.1%		
Established Markets	17.7	9.2%	17.2	0.8%	18.2	7.6%		
Greater China	13.6	41.1%	11.8	19.6%	11.8	14.7%		
International Markets	8.4	19.3%	8.1	0.3%	8.6	5.2%		
Vesicare	4.0	-45.4%	4.0	-24.6%	4.3	-17.4%		

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

⁻ Established Markets: Europe, Canada

⁻ Greater China: China, Hong Kong, Taiwan

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

⁻ From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

⁻ PADCEV (United States): Co-promotion revenue from Seagen

⁻ Astellas' EVRENZO territories: Japan, Europe, the Commonwealth of Independent States, Middle East, South Africa, etc

2) Revenue by region

(1) Japan					Unit: B¥	
			FY	′22		
	APRJUN.	Change	JULSEP.	Change	OCTDEC.	Change
<global></global>	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI	14.1	17.4%	13.4	15.9%	14.8	14.3%
PADCEV	2.0	-	2.0	-	2.3	325.7%
XOSPATA	1.1	5.7%	1.0	2.0%	1.2	22.9%
EVRENZO	0.7	8.1%	0.6	-10.9%	0.7	-4.7%
Betanis	9.3	-5.0%	8.2	-8.4%	8.9	-15.1%
Prograf (Including Graceptor)	9.6	-6.0%	8.8	-6.3%	9.6	-9.8%
Vesicare	1.2	-73.9%	0.9	-52.2%	1.0	-50.9%
Harnal	0.5	-31.7%	0.5	-27.4%	0.5	-31.6%
Funguard	0.3	-29.0%	0.3	-33.5%	0.3	-30.7%
<main products=""></main>						
Suglat [Family]	8.0	2.1%	7.5	0.3%	8.2	-1.7%
Sujanu	3.3	2.0%	3.1	-2.3%	3.3	-1.4%
Repatha	1.6	12.2%	1.6	10.8%	1.7	8.9%
Linzess	1.8	3.9%	1.7	1.4%	1.9	-1.5%
BLINCYTO	1.8	29.2%	2.0	29.0%	2.3	23.9%
EVENITY	10.0	42.1%	10.1	35.9%	11.3	28.6%
Smyraf	0.6	0.5%	0.6	7.7%	0.7	0.6%
Vaccines	0.0	0.0%	3.2	63.2%	2.6	-18.7%
Gonax	1.3	-1.3%	1.2	-8.3%	1.3	-6.5%
Cimzia	3.0	4.2%	2.8	1.6%	3.1	-1.8%
Myslee	1.6	-14.5%	1.5	-16.1%	1.5	-20.8%
Total Rx Sales In Japanese market	66.4	-0.9%	65.6	4.7%	70.8	-1.8%

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

(2) United States
Unit: M\$

				FY	22		
		APRJUN.	Change	JULSEP.	Change	OCTDEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue		1,240	1.5%	1,209	-2.5%	1,222	0.9%
	XTANDI	647	3.5%	657	-0.5%	668	1.7%
	PADCEV	57	47.5%	49	9.3%	56	29.7%
	XOSPATA	46	9.3%	47	17.4%	54	14.0%
	Myrbetriq	190	-8.6%	163	-6.7%	163	-6.8%
	Prograf	19	1.5%	19	-21.9%	22	-11.3%
	Vesicare	0	-119.1%	3	-47.8%	2	-61.0%
	MYCAMINE	6	-59.6%	5	-66.9%	5	-50.0%
	Ambisome	29	-4.9%	29	-24.3%	29	-11.9%
	CRESEMBA	53	15.5%	53	8.2%	55	14.5%
	Lexiscan	194	-1.1%	183	-1.5%	169	0.1%

(3) Established Markets Unit: M€

			FY	′22		
	APRJUN.	Change	JULSEP.	Change	OCTDEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	624	5.5%	637	9.6%	669	9.3%
XTANDI	339	4.4%	359	18.3%	369	9.2%
PADCEV	9	-	10	-	15	-
XOSPATA	19	25.3%	21	27.6%	22	23.3%
EVRENZO	0	-	1	22.3%	2	-
BETMIGA	73	12.9%	77	14.3%	80	12.3%
Prograf	128	4.3%	123	-6.1%	126	-3.0%
Vesicare	10	-4.3%	9	-10.8%	9	7.0%
Omnic	16	-3.8%	15	-10.8%	16	7.7%
MYCAMINE	5	-30.0%	3	-38.4%	4	-5.4%

⁻ Established Markets: Europe, Canada

⁻ From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

(4) Greater China

(.)							
				FY	′22		
		APRJUN.	Change	JULSEP.	Change	OCTDEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue		23.2	41.0%	21.9	31.5%	20.1	16.4%
	XTANDI	3.6	90.2%	2.4	40.0%	3.8	104.6%
	XOSPATA	0.5	-12.7%	2.0	296.5%	0.0	-93.2%
	BETMIGA	1.0	46.8%	1.0	56.2%	1.1	48.5%
	Prograf	13.6	41.1%	11.8	19.6%	11.8	14.7%
	Vesicare	0.3	4.2%	0.3	12.2%	0.3	-1.5%
	Harnal	2.4	20.3%	2.5	26.0%	1.8	-14.7%
	MYCAMINE	0.8	35.8%	0.8	14.8%	0.3	-58.4%
	Feburic	0.8	35.0%	0.9	23.4%	0.8	15.4%

⁻ Greater China: China, Hong Kong, Taiwan

(5) International Markets

. ,			FY	'22		
	APRJUN.	Change	JULSEP.	Change	OCTDEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	34.4	23.7%	34.2	8.7%	36.6	22.5%
XTANDI	14.0	79.2%	12.8	38.1%	13.8	30.2%
PADCEV	-	-	0.0	-	0.1	-
XOSPATA	0.3	170.0%	0.6	341.8%	0.7	394.5%
EVRENZO	-	-	0.0	-	0.0	-
BETMIGA	2.8	31.2%	3.0	1.3%	3.1	41.4%
Prograf	8.4	19.3%	8.1	0.3%	8.6	5.2%
Vesicare	1.2	34.0%	1.2	-1.8%	1.4	18.1%
Harnal	4.3	-1.1%	4.8	22.4%	4.9	5.7%
MYCAMINE	1.5	-9.6%	1.5	-26.0%	1.3	18.1%

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

⁻ From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

As of Feb 2023 <u>Underlined</u> items indicate changes from the previous announcement in Oct 2022.

XTANDI and Strategic products (1/2)

Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease		Phase *	Licensor **	Remarks
enzalutamide MDV3100 (XTANDI)	Small molecule	Androgen receptor inhibitor	Metastatic castration-sensitive prostate cancer	China	P-III	Pfizer	
			Non-metastatic castration-sensitive prostate cancer	P-III			
enfortumab vedotin ASG-22ME (PADCEV)	Antibody-drug conjugate (ADC)	Nectin-4 targeted ADC	Metastatic urothelial cancer, previously untreated (first line; cisplatin-ineligible, combo with pembrolizumab)	US	Filed (Dec 2022)	In-house [Co-development with Seagen]	
			Metastatic urothelial cancer, previously untreated (first line; combo with pembrolizumab)	P-III			
			Muscle-invasive bladder cancer (combo with pembrolizumab)	P-III			
			Other solid tumors	P-II			
			Non-muscle-invasive bladder cancer	P-I			
gilteritinib ASP2215 (XOSPATA)	Small molecule	FLT3 inhibitor	Post-chemotherapy maintenance acute myeloid leukemia	P-III		In-house	
,			Post-hematopoietic stem cell transplant maintenance acute myeloid leukemia	P-III			
			Newly diagnosed acute myeloid leukemia with high intensity induction of chemotherapy	P-III			
			Newly diagnosed acute myeloid leukemia with low intensity induction of chemotherapy	P-I			
			Acute myeloid leukemia in pediatric patients	P-III			

XTANDI and Strategic products (2/2)

Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease	Phase *	Licensor **	Remarks
zolbetuximab IMAB362	,	monoclonal antibody	adenocarcinoma	P-III	In-house (Ganymed)	
fezolinetant ESN364	Small molecule	NK3 receptor antagonist	, , ,	(3 -)	In-house (Ogeda)	
AT132		MTM1 gene replacement to express myotubularin	X-linked myotubular myopathy	P-II	In-house (Audentes Therapeutics)	

^{*} 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 (Oct 2022):

enfortumab vedotin: sBLA filed in US in Dec 2022 for unresectable locally advanced or metastatic urothelial cancer who are ineligible to receive cisplatin-based chemotherapy in the first-line setting.

Projects with Focus Area approach (1/2)

Primary Focus	Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease	Phase *	Licensor **	Remarks
oncology	ASP9801	Oncolytic virus	Oncolytic virus carrying IL-7 and IL-12	Cancer	P-I	Tottori University [Discovered through collaborative research]	
	ASP7517		artificial adjuvant vector cell	myelodysplastic syndrome	P-II	RIKEN [Discovered through collaborative research]	
				Solid tumor	P-I		
	ASP0739	1 7 1	NY-ESO-1 loaded artificial adjuvant vector cell	Cancer	P-I	RIKEN [Discovered through collaborative research]	
	ASP1570	Small molecule	DGKζ inhibitor	Cancer	P-I	In-house	
	ASP2138			Gastric and gastroesophageal junction adenocarcinoma, pancreatic adenocarcinoma	P-I	Xencor [Discovered through collaborative research]	
	ASP2074	Antibody	Bispecific antibody	Cancer	P-I	In-house	
	ASP1002	Antibody	Bispecific antibody	Cancer	<u>P-l</u>	In-house	
Blindness and Regeneration	ASP7317	Cell therapy	Retinal pigment epithelium cells	Geographic atrophy secondary to age-related macular degeneration, Stargardt disease	P-I	In-house (Ocata Therapeutics)	
Mitochondria	bocidelpar ASP0367/MA-0211	Small molecule	PPARδ modulator	Primary mitochondrial myopathies	P-II	In-house (Mitobridge)	
				Duchenne muscular dystrophy	P-I	-	
	ASP8731/ML-0207	Small molecule	BACH1 inhibitor	Sickle cell disease	P-I	In-house (Mitobridge)	

Projects with Focus Area approach (2/2)

Primary Focus	Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease	Phase *	Licensor **	Remarks
Genetic regulation	bilparvovec	Gene therapy (AAV-based gene therapy)	MTM1 gene replacement to express myotubularin	X-linked myotubular myopathy	P-II	In-house (Audentes Therapeutics)	
		Gene therapy (AAV-based gene therapy)	GAA gene replacement to express GAA enzyme	Pompe disease	P-I	In-house (Audentes Therapeutics)	
Targeted Protein Degradation	ASP3082	Small molecule	KRAS G12D degrader	Cancer	P-I	In-house	
(Other projects with Focus Area approach)			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	Recombinant human heparin- binding epidermal growth factor-like growth factor	Chronic tympanic membrane perforation	P-I	Auration Biotech	

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** Compounds with "In-house" in this column include ones discovered by collaborative research.
*** AT132 is also listed in "XTANDI and Strategic products".

Updates from the previous announcement (Oct 2022): ASP1002: Entered into Phase 1 for cancer.			

Others

Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease		Phase *	Licensor **	Remarks
mirabegron YM178	Small molecule	β_3 receptor agonist	Neurogenic detrusor overactivity in pediatric patients	Europe	P-III	In-house	
			Overactive bladder in pediatric patients	Europe	P-III		
peficitinib ASP015K	Small molecule	JAK inhibitor	Rheumatoid arthritis	China	Filed (Aug 2022)	In-house	
isavuconazole	Small molecule	Azole antifungal	Invasive aspergillosis and mucormycosis in pediatric patients	US	P-II	Basilea	
ASP8062		GABA _B receptor positive allosteric modulator	Alcohol use disorder	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.

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Category	Program	Concept	Status*	Partner	Remarks
Digital health Other services	Fit-eNce	Service to provide scientifically evidenced exercise programs and systems supporting regular exercise	Under feasibility study		
	Fit-eNce Home	Service to provide scientifically evidenced exercise programs and systems supporting regular exercise at home	Under feasibility study		
	BlueStar	Digital therapeutics for adults with diabetes	Under clinical trial preparation	Welldoc	
Drug-device combination	pudexacianinium chloride ASP5354	Intraoperative ureter visualization for use in patients undergoing minimally invasive and open abdominopelvic surgeries	P-III		
		Visualization and localization of lymph nodes in patients with breast cancer or melanoma undergoing lymphatic mapping	P-II		

^{*} The list shows the most advanced stage if the stages are different depending on the region.