

# Supplement Documents

Financial results of the fiscal year 2014 (FY2014)

ended March 31, 2015.

## Astellas Pharma Inc.

- Financial Results of FY2014
  - For the year ended March 31, 2015
  - Three months ended March 31, 2015
- Pipeline list

Cautionary statement regarding forward-looking information

*This material includes forward-looking statements based on a number of assumptions and beliefs in light of the information currently available to management and subject to significant risks and uncertainties. Actual financial results may differ materially depending on a number of factors, including adverse economic conditions, currency exchange rate fluctuations, adverse legislative and regulatory developments, delays in new product launches, the pricing and product initiatives of competitors, the inability of the company to market existing and new product effectively, interruptions in production, infringement of the company's intellectual property rights and the adverse outcome of material litigation.*

**[For the year ended March 31, 2015]**

1. Consolidated Results (Full Basis)

|   | billion yen       |                   |        |               |
|---|-------------------|-------------------|--------|---------------|
|   | FY13<br>Full Year | FY14<br>Full Year | Change | Change<br>(%) |
| Sales   | 1,139.9           | 1,247.3           | 107.4  | 9.4%          |
| Cost of sales   | 330.6             | 333.2             | 2.6    | 0.8%          |
| Ratio to Sales  | 29.0%             | 26.7%             |        |               |
| Gross profit  | 809.3             | 914.1             | 104.8  | 12.9%         |
| SG&A expenses   | 397.0             | 452.5             | 55.5   | 14.0%         |
| Ratio to Sales  | 34.8%             | 36.3%             |        |               |
| Advertising and Sales Promotion                             | 112.1             | 138.5             | 26.3   | 23.5%         |
| Personnel expenses  | 167.8             | 178.1             | 10.2   | 6.1%          |
| Other   | 117.0             | 136.0             | 18.9   | 16.2%         |
| R&D expenses  | 191.5             | 206.6             | 15.1   | 7.9%          |
| Ratio to Sales  | 16.8%             | 16.6%             |        |               |
| Amortisation of intangible assets                           | 36.0              | 38.7              | 2.7    | 7.4%          |
| Share of profits of associates and joint ventures           | 1.5               | 0.2               | -1.2   | -85.1%        |
| Other income  | 11.6              | 12.5              | 0.9    | 8.0%          |
| Gain on sales of property, plant and equipment              | 5.5               | 1.4               | -4.1   | -74.3%        |
| Other expense   | 81.0              | 43.3              | -37.7  | -46.5%        |
| Loss on sales and disposal of property, plant and equipment | 4.1               | 1.2               | -2.9   | -70.2%        |
| Impairment losses   | 55.8              | 10.3              | -45.5  | -81.5%        |
| Restructuring costs   | 10.1              | 11.5              | 1.4    | 13.8%         |
| Net foreign exchange losses                                 | 8.0               | 3.6               | -4.5   | -55.5%        |
| Litigation costs  | 0.2               | 16.2              | 16.0   | -             |
| Operating profit  | 116.8             | 185.7             | 68.9   | 59.0%         |
| Ratio to Sales  | 10.2%             | 14.9%             |        |               |
| Finance income  | 6.8               | 7.1               | 0.3    | 4.0%          |
| Gain on sales of available-for-sale financial assets        | 5.0               | 5.1               | 0.1    | 2.0%          |
| Finance expense   | 1.7               | 3.1               | 1.4    | 85.6%         |
| Impairment losses for available-for-sale financial assets   | 1.2               | 2.6               | 1.4    | 124.2%        |
| Profit before tax   | 122.0             | 189.7             | 67.7   | 55.5%         |
| Ratio to Sales  | 10.7%             | 15.2%             |        |               |
| Income tax expense  | 31.1              | 53.8              | 22.7   | 73.1%         |
| Profit for the year   | 90.9              | 135.9             | 45.0   | 49.5%         |
| Ratio to Sales  | 8.0%              | 10.9%             |        |               |
| Comprehensive income  | 182.1             | 169.5             | -12.6  | -6.9%         |

| Change from<br>FY14 |               |
|---------------------|---------------|
| Forecasts           | Change<br>(%) |
| FY15<br>Full Year   | Change<br>(%) |
| 1,362.0             | 9.2%          |
|                     |               |
|                     |               |
| 229.0               | 10.8%         |
| 16.8%               |               |
|                     |               |
| 238.0               | 28.2%         |
| 17.5%               |               |
|                     |               |
| 239.0               | 26.0%         |
| 17.5%               |               |
|                     |               |
| 170.0               | 25.1%         |
| 12.5%               |               |

billion yen

## 2. Consolidated Results (Core Basis)

|   | FY13<br>Full Year | FY14<br>Full Year | Change | Change<br>(%) |
|---|-------------------|-------------------|--------|---------------|
| Sales   | 1,139.9           | 1,247.3           | 107.4  | 9.4%          |
| Cost of sales                                     | 330.6             | 333.2             | 2.6    | 0.8%          |
| Ratio to Sales                                    | 29.0%             | 26.7%             |        |               |
| Gross profit                                      | 809.3             | 914.1             | 104.8  | 12.9%         |
| SG&A expenses                                     | 397.0             | 452.5             | 55.5   | 14.0%         |
| Ratio to Sales                                    | 34.8%             | 36.3%             |        |               |
| Advertising and Sales Promotion                   | 112.1             | 138.5             | 26.3   | 23.5%         |
| Personnel expenses                                | 167.8             | 178.1             | 10.2   | 6.1%          |
| Other   | 117.0             | 136.0             | 18.9   | 16.2%         |
| R&D expenses                                      | 191.5             | 206.6             | 15.1   | 7.9%          |
| Ratio to Sales                                    | 16.8%             | 16.6%             |        |               |
| Amortisation of intangible assets                 | 36.0              | 38.7              | 2.7    | 7.4%          |
| Share of profits of associates and joint ventures | 1.5               | 0.2               | -1.2   | -85.1%        |
| Operating profit                                  | 186.3             | 216.5             | 30.2   | 16.2%         |
| Ratio to Sales                                    | 16.3%             | 17.4%             |        |               |
| Finance income                                    | 1.6               | 1.9               | 0.3    | 18.7%         |
| Finance expense                                   | 0.4               | 0.4               | -0.0   | -10.2%        |
| Profit before Tax                                 | 187.5             | 218.1             | 30.6   | 16.3%         |
| Ratio to Sales                                    | 16.4%             | 17.5%             |        |               |
| Income tax expense                                | 54.7              | 64.8              | 10.1   | 18.6%         |
| Profit for the year                               | 132.8             | 153.2             | 20.4   | 15.4%         |
| Ratio to Sales                                    | 11.6%             | 12.3%             |        |               |

| FY14<br>Revised Forecasts |
|---------------------------|
| 1,210.0                   |
|                           |
|                           |
|                           |
| 200.0<br>16.5%            |
|                           |
| 210.0<br>17.4%            |
|                           |
|                           |
| 154.0<br>12.7%            |

Change from  
FY14

| Forecasts | FY15<br>Full Year | Change<br>(%) |
|-----------|-------------------|---------------|
|           | 1,362.0           | 9.2%          |
|           |                   |               |
|           |                   |               |
|           |                   |               |
|           | 229.0<br>16.8%    | 10.8%         |
|           |                   |               |
|           | 238.0<br>17.5%    | 9.9%          |
|           |                   |               |
|           |                   |               |
|           | 170.0<br>12.5%    | 10.9%         |

## 3. Exchange Rate

yen

|         | FY13<br>Ave. | FY14<br>Ave. | FY13<br>End | FY14<br>End |
|---------|--------------|--------------|-------------|-------------|
| USD/Yen | 100          | 110          | 103         | 120         |
| EUR/Yen | 134          | 139          | 142         | 130         |

| FY14<br>Revised Forecasts |
|---------------------------|
| 104                       |
| 137                       |

Forecasts

| FY15<br>Full Year |
|-------------------|
| 120               |
| 125               |

\* Exchange rate fluctuations had positive impact by 47.7 billion yen on sales and positive impact by 18.0 billion yen on Core operating profit in FY2014

#### 4. Reconciliation of Full Basis to Core Basis

Billion yen

| Account item                                      | FY13           |             |                | FY14           |             |                |
|---|----------------|-------------|----------------|----------------|-------------|----------------|
|   | Full basis     | Adjustment  | Core basis     | Full basis     | Adjustment  | Core basis     |
| <b>Sales</b>                                      | <b>1,139.9</b> | -           | <b>1,139.9</b> | <b>1,247.3</b> | -           | <b>1,247.3</b> |
| Cost of sales                                     | 330.6          | -           | 330.6          | 333.2          | -           | 333.2          |
| <b>Gross profit</b>                               | <b>809.3</b>   | -           | <b>809.3</b>   | <b>914.1</b>   | -           | <b>914.1</b>   |
| SG&A expenses                                     | 397.0          | -           | 397.0          | 452.5          | -           | 452.5          |
| R&D expenses                                      | 191.5          | -           | 191.5          | 206.6          | -           | 206.6          |
| Amortisation of intangible assets                 | 36.0           | -           | 36.0           | 38.7           | -           | 38.7           |
| Share of profits of associates and joint ventures | 1.5            | -           | 1.5            | 0.2            | -           | 0.2            |
| Other income *1                                   | 11.6           | -11.6       | -              | 12.5           | -12.5       | -              |
| Other expense *1                                  | 81.0           | -81.0       | -              | 43.3           | -43.3       | -              |
| <b>Operating profit</b>                           | <b>116.8</b>   | <b>69.4</b> | <b>186.3</b>   | <b>185.7</b>   | <b>30.8</b> | <b>216.5</b>   |
| Finance income *2                                 | 6.8            | -5.2        | 1.6            | 7.1            | -5.1        | 1.9            |
| Finance expense *2                                | 1.7            | -1.2        | 0.4            | 3.1            | -2.7        | 0.4            |
| <b>Profit before tax</b>                          | <b>122.0</b>   | <b>65.5</b> | <b>187.5</b>   | <b>189.7</b>   | <b>28.4</b> | <b>218.1</b>   |
| Income tax expense                                | 31.1           | 23.6        | 54.7           | 53.8           | 11.0        | 64.8           |
| <b>Profit for the year</b>                        | <b>90.9</b>    | <b>41.9</b> | <b>132.8</b>   | <b>135.9</b>   | <b>17.4</b> | <b>153.2</b>   |

\*1. "Other income" and "Other expense" are excluded from Core results.

"Other income" and "Other expense" include gain/loss on sale and disposal of property, plant and equipment, impairment losses for other intangible assets, restructuring costs, litigation costs and net 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 Core results.

## 5. Segment Information by Region

billion yen

|                  |  | FY13<br>Full Year | FY14<br>Full Year | Change | Change<br>(%) |
|------------------|--|-------------------|-------------------|--------|---------------|
| Sales            |  | 1,139.9           | 1,247.3           | 107.4  | 9.4%          |
| Japan            |  | 530.6             | 498.7             | -31.9  | -6.0%         |
| Ratio to Sales   |  | 46.5%             | 40.0%             |        |               |
| Americas         |  | 287.0             | 361.0             | 74.0   | 25.8%         |
| Ratio to Sales   |  | 25.2%             | 28.9%             |        |               |
| Europe           |  | 264.3             | 313.3             | 49.0   | 18.6%         |
| Ratio to Sales   |  | 23.2%             | 25.1%             |        |               |
| Asia and Oceania |  | 58.0              | 74.2              | 16.2   | 28.0%         |
| Ratio to Sales   |  | 5.1%              | 5.9%              |        |               |

| FY14<br>Revised Forecasts |
|---------------------------|
| 1,210.0                   |
| 503.0                     |
| 41.6%                     |
| 328.9                     |
| 27.2%                     |
| 307.6                     |
| 25.4%                     |
| 70.4                      |
| 5.8%                      |

| Forecasts         |               | Change from<br>FY14 |
|-------------------|---------------|---------------------|
| FY15<br>Full Year | Change<br>(%) |                     |
| 1,362.0           | 9.2%          |                     |
| 521.7             | 4.6%          |                     |
| 38.3%             |               |                     |
| 439.8             | 21.8%         |                     |
| 32.3%             |               |                     |
| 309.4             | -1.3%         |                     |
| 22.7%             |               |                     |
| 91.1              | 22.8%         |                     |
| 6.7%              |               |                     |

- Calculated according to locations of sellers.

- Europe: Including Middle East and Africa

## 6. Per Share Information

|  | FY13<br>Full Year | FY14<br>Full Year |
|--|-------------------|-------------------|
| The number of shares issued (thousand) *                                 | 2,284,823         | 2,259,823         |
| Treasury Shares (thousand) *   | 53,681            | 66,681            |
| The number of shares issued after deducting Treasury Shares (thousand) * | 2,231,141         | 2,193,141         |
| Earnings per share (Yen) *   | 40.45             | 61.50             |
| Earnings per share (Yen) core base *                                     | 59.11             | 69.37             |
| Dividend per share (Yen) *   | 27                | 30                |
| Return on Equity (%)   | 7.4%              | 10.5%             |
| Dividend on Equity (%)   | 5.0%              | 5.1%              |

| FY14<br>Revised Forecasts |
|---------------------------|
| 69.65                     |
| 30                        |

| Forecasts         |
|-------------------|
| FY15<br>Full Year |
| 77.51             |
| 32                |

|       |
|-------|
| 77.51 |
| 32    |

\* The company conducted a 5-for-1 stock split of common stock on April 1, 2014.

These figures are calculated on the assumption that the above stock split was implemented at the beginning of FY2013.

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

billion yen

|   |  | FY13<br>Full Year | FY14<br>Full Year | Change | Change<br>(%) |
|---|--|-------------------|-------------------|--------|---------------|
| Addition to Property, Plant and Equipment |  |                   |                   |        |               |
| Consolidated                              |  | 25.7              | 30.6              | 4.9    | 19.1%         |
| Depreciation(PP&E)                        |  |                   |                   |        |               |
| Consolidated                              |  | 23.2              | 21.3              | -1.9   | -8.0%         |
| Amortisation(Intangible Assets) *         |  |                   |                   |        |               |
| Consolidated                              |  | 41.1              | 44.2              | 3.0    | 7.4%          |

| FY14<br>Revised Forecasts |
|---------------------------|
| 31.0                      |
| 23.0                      |
| 43.0                      |

| Forecasts         |               | Change from<br>FY14 |
|-------------------|---------------|---------------------|
| FY15<br>Full Year | Change<br>(%) |                     |
| 35.0              | 14.4%         |                     |
| 22.5              | 5.5%          |                     |
| 53.0              | 20.0%         |                     |

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

## 8. Sales of major products

### 1) Sales of global products

|                              | billion yen       |                   |        |               |
|------------------------------|-------------------|-------------------|--------|---------------|
|                              | FY13<br>Full Year | FY14<br>Full Year | Change | Change<br>(%) |
| Prograf                      | 181.1             | 194.7             | 13.7   | 7.5%          |
| Sales by Astellas            | 175.9             | 190.9             | 15.0   | 8.5%          |
| Japan (Including Gracceptor) | 50.4              | 48.1              | -2.3   | -4.5%         |
| Americas                     | 29.6              | 33.0              | 3.4    | 11.5%         |
| Europe                       | 70.8              | 77.7              | 6.9    | 9.7%          |
| Advagraf                     | 24.0              | 28.7              | 4.7    | 19.5%         |
| Asia and Oceania             | 25.0              | 32.0              | 7.0    | 28.0%         |
| Exports to third parties     | 5.2               | 3.8               | -1.4   | -26.2%        |
| Harnal                       | 59.5              | 56.0              | -3.5   | -5.9%         |
| Sales by Astellas            | 55.2              | 51.9              | -3.3   | -6.0%         |
| Japan                        | 20.2              | 15.0              | -5.2   | -25.9%        |
| Europe                       | 19.4              | 18.0              | -1.4   | -7.2%         |
| Asia and Oceania             | 14.9              | 18.3              | 3.4    | 22.6%         |
| Bulk and Royalties           | 4.3               | 4.1               | -0.2   | -4.9%         |
| Vesicare                     | 133.8             | 135.2             | 1.4    | 1.0%          |
| Japan                        | 30.7              | 25.6              | -5.1   | -16.6%        |
| Americas                     | 58.1              | 61.4              | 3.3    | 5.7%          |
| Europe                       | 40.8              | 42.3              | 1.5    | 3.7%          |
| Asia and Oceania             | 3.8               | 5.3               | 1.5    | 38.0%         |
| Betanis/Myrbetriq/Betmiga    | 28.2              | 53.1              | 25.0   | 88.6%         |
| Japan                        | 11.6              | 14.8              | 3.2    | 27.5%         |
| Americas                     | 14.5              | 27.9              | 13.4   | 92.0%         |
| Europe                       | 2.1               | 10.3              | 8.2    | 398.8%        |
| Asia and Oceania             | -                 | 0.2               | 0.2    | -             |
| Funguard/Mycamine            | 36.1              | 38.8              | 2.7    | 7.5%          |
| Japan                        | 12.3              | 11.8              | -0.5   | -4.4%         |
| Americas                     | 11.7              | 12.4              | 0.6    | 5.3%          |
| Europe                       | 8.6               | 10.2              | 1.6    | 19.0%         |
| Asia and Oceania             | 3.4               | 4.4               | 1.0    | 29.6%         |
| Protopic                     | 25.0              | 21.7              | -3.3   | -13.2%        |
| Americas                     | 11.7              | 10.3              | -1.3   | -11.5%        |
| Europe                       | 7.1               | 7.8               | 0.7    | 10.5%         |
| Asia and Oceania             | 2.6               | 3.4               | 0.9    | 33.1%         |
| XTANDI                       | 54.6              | 137.2             | 82.6   | 151.3%        |
| US                           | 44.3              | 85.7              | 41.4   | 93.6%         |
| ex-US                        | 10.3              | 51.5              | 41.2   | 398.2%        |
| Japan                        | -                 | 14.9              | 14.9   | -             |
| Americas (ex-US)             | 0.8               | 2.6               | 1.8    | 210.6%        |
| Europe                       | 9.5               | 33.4              | 24.0   | 253.4%        |
| Asia and Oceania             | 0.0               | 0.6               | 0.6    | -             |
| Eligard                      | 18.3              | 19.0              | 0.6    | 3.5%          |
| Europe                       | 18.3              | 18.9              | 0.6    | 3.2%          |
| Asia and Oceania             | 0.0               | 0.1               | 0.0    | 268.2%        |

|  | billion yen               |                   | Change from<br>FY14 |  |
|--|---------------------------|-------------------|---------------------|--|
|  | FY14<br>Revised Forecasts | FY15<br>Full Year | Change<br>(%)       |  |
|  | 187.5                     | 192.6             | -1.1%               |  |
|  | 184.0                     | 190.1             | -0.4%               |  |
|  | 48.6                      | 49.9              | 3.7%                |  |
|  | 32.5                      | 32.4              | -2.1%               |  |
|  | 73.2                      | 68.6              | -11.7%              |  |
|  | 29.8                      | 39.2              | 22.5%               |  |
|  | 3.5                       | 2.5               | -33.9%              |  |
|  | 56.4                      | 53.7              | -4.1%               |  |
|  | 52.1                      | 49.5              | -4.6%               |  |
|  | 14.9                      | 12.9              | -14.2%              |  |
|  | 18.6                      | 14.7              | -18.0%              |  |
|  | 18.1                      | 21.2              | 16.2%               |  |
|  | 4.3                       | 4.2               | 1.4%                |  |
|  | 129.9                     | 132.9             | -1.7%               |  |
|  | 26.9                      | 26.4              | 3.2%                |  |
|  | 55.7                      | 63.8              | 3.9%                |  |
|  | 41.7                      | 36.0              | -14.9%              |  |
|  | 5.1                       | 6.3               | 18.1%               |  |
|  | 52.4                      | 79.3              | 49.1%               |  |
|  | 14.7                      | 23.0              | 55.5%               |  |
|  | 26.9                      | 40.8              | 46.4%               |  |
|  | 10.3                      | 14.8              | 44.0%               |  |
|  | 0.4                       | 0.6               | 255.8%              |  |
|  | 38.1                      | 40.6              | 4.6%                |  |
|  | 11.9                      | 12.2              | 3.5%                |  |
|  | 11.3                      | 12.3              | -0.9%               |  |
|  | 10.7                      | 9.9               | -3.0%               |  |
|  | 4.1                       | 6.2               | 40.6%               |  |
|  | 19.7                      | 13.7              | -36.9%              |  |
|  | 9.0                       | 2.6               | -75.1%              |  |
|  | 7.5                       | 6.6               | -15.4%              |  |
|  | 3.1                       | 4.3               | 25.4%               |  |
|  |                           | 229.4             | 67.2%               |  |
|  | 71.8                      | 141.6             | 65.3%               |  |
|  |                           | 87.8              | 70.5%               |  |
|  |                           | 23.0              | 54.7%               |  |
|  |                           | 4.2               | 58.1%               |  |
|  | 31.5                      | 58.8              | 75.8%               |  |
|  |                           | 1.9               | 212.8%              |  |
|  |                           | 18.1              | -4.6%               |  |
|  | 19.6                      | 17.9              | -5.5%               |  |
|  |                           | 0.2               | 256.0%              |  |

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

- Europe: Including Middle East and Africa

2)Sales of products in Japan

|  | billion yen       |                   |              |               |
|--|-------------------|-------------------|--------------|---------------|
|  | FY13<br>Full Year | FY14<br>Full Year | Change       | Change<br>(%) |
| <Global products>                        |                   |                   |              |               |
| Prograf (Including Graceptor)            | 50.4              | 48.1              | -2.3         | -4.5%         |
| Harnal                                   | 20.2              | 15.0              | -5.2         | -25.9%        |
| Vesicare                                 | 30.7              | 25.6              | -5.1         | -16.6%        |
| Betanis                                  | 11.6              | 14.8              | 3.2          | 27.5%         |
| Funguard                                 | 12.3              | 11.8              | -0.5         | -4.4%         |
| XTANDI                                   | -                 | 14.9              | 14.9         | -             |
| <Local products in Japan>                |                   |                   |              |               |
| Lipitor [Family]                         | 62.4              | 46.9              | -15.5        | -24.8%        |
| Caduet*                                  | 10.7              | 10.2              | -0.5         | -4.5%         |
| Micardis [Family]                        | 97.6              | 95.7              | -1.8         | -1.9%         |
| Micombi                                  | 11.8              | 10.7              | -1.1         | -9.3%         |
| Micamlo                                  | 21.4              | 23.8              | 2.4          | 11.2%         |
| Gaster                                   | 25.7              | 18.0              | -7.7         | -30.1%        |
| Myslee                                   | 28.2              | 19.4              | -8.8         | -31.3%        |
| Seroquel                                 | 19.6              | 12.6              | -7.1         | -36.0%        |
| Vaccines                                 | 35.0              | 38.8              | 3.9          | 11.1%         |
| Cefzon                                   | 6.4               | 5.1               | -1.3         | -19.8%        |
| Celecox                                  | 44.3              | 41.8              | -2.6         | -5.8%         |
| Geninax                                  | 11.7              | 10.4              | -1.4         | -11.8%        |
| Bonoteo                                  | 14.1              | 13.0              | -1.2         | -8.2%         |
| Symbicort                                | 35.6              | 33.0              | -2.6         | -7.4%         |
| Argamate                                 | 6.1               | 5.9               | -0.1         | -2.3%         |
| Kiklin                                   | 1.4               | 1.5               | 0.1          | 4.5%          |
| Gonax                                    | 2.5               | 3.4               | 0.9          | 33.5%         |
| Cimzia                                   | 3.2               | 5.0               | 1.8          | 55.2%         |
| Suglat                                   | -                 | 4.1               | 4.1          | -             |
| <b>Total Rx Sales In Japanese market</b> | <b>515.6</b>      | <b>481.7</b>      | <b>-33.8</b> | <b>-6.6%</b>  |

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

\*Transfer of Distribution for Caduet to Pfizer on April 1, 2015.

|  | billion yen               |                   | Change from<br>FY14 |  |
|--|---------------------------|-------------------|---------------------|--|
|  | FY14<br>Revised Forecasts | FY15<br>Full Year | Change<br>(%)       |  |
|  | 48.6                      | 49.9              | 3.7%                |  |
|  | 14.9                      | 12.9              | -14.2%              |  |
|  | 26.9                      | 26.4              | 3.2%                |  |
|  | 14.7                      | 23.0              | 55.5%               |  |
|  | 11.9                      | 12.2              | 3.5%                |  |
|  |                           | 23.0              | 54.7%               |  |
|  | 47.1                      | 30.6              | -34.7%              |  |
|  | 99.3                      | 105.2             | 9.9%                |  |
|  | 17.9                      | 15.1              | -16.3%              |  |
|  | 19.7                      | 18.1              | -6.4%               |  |
|  | 12.6                      | 10.6              | -15.5%              |  |
|  | 37.1                      | 42.4              | 9.2%                |  |
|  | 5.3                       | 4.5               | -11.6%              |  |
|  | 42.6                      | 49.6              | 18.9%               |  |
|  | 12.0                      | 10.4              | 0.4%                |  |
|  | 13.5                      | 14.4              | 11.1%               |  |
|  | 35.3                      | 38.1              | 15.6%               |  |
|  | 5.9                       | 6.4               | 8.1%                |  |
|  | 1.8                       | 2.2               | 46.1%               |  |
|  | 3.9                       | 4.2               | 24.9%               |  |
|  | 6.0                       | 7.5               | 49.1%               |  |
|  |                           | 11.0              | 167.9%              |  |
|  | 487.0                     | 507.0             | 5.2%                |  |

3)Sales of products in Americas and Europe

|                     | billion yen       |                   |        |               |
|---------------------|-------------------|-------------------|--------|---------------|
|                     | FY13<br>Full Year | FY14<br>Full Year | Change | Change<br>(%) |
| Scan* (Americas)    | 61.8              | 66.3              | 4.5    | 7.2%          |
| Lexiscan            | 58.6              | 65.9              | 7.2    | 12.3%         |
| AmBisome (Americas) | 8.1               | 9.0               | 0.9    | 11.7%         |
| Tarceva             | 44.7              | 48.9              | 4.1    | 9.3%          |
| (US)                | 28.9              | 33.5              | 4.7    | 16.2%         |
| (ex-US)             | 15.9              | 15.3              | -0.5   | -3.4%         |
| Qutenza (Europe)    | 1.4               | 1.9               | 0.4    | 31.6%         |
| DIFICLIR (Europe)   | 1.3               | 2.0               | 0.7    | 58.2%         |

|  | billion yen               |                   | Change from<br>FY14 |  |
|--|---------------------------|-------------------|---------------------|--|
|  | FY14<br>Revised Forecasts | FY15<br>Full Year | Change<br>(%)       |  |
|  | 61.1                      | 74.3              | 12.0%               |  |
|  | 8.3                       | 9.7               | 7.9%                |  |
|  |                           |                   |                     |  |
|  |                           |                   |                     |  |

\* Adenoscan + Lexiscan

4)Sales in Americas and Europe(Local currency)

| Americas         | Unit:M\$          |                   |        |               |
|------------------|-------------------|-------------------|--------|---------------|
|                  | FY13<br>Full Year | FY14<br>Full Year | Change | Change<br>(%) |
| Net Sales        | 2,863             | 3,284             | 421    | 14.7%         |
| Prograf          | 296               | 301               | 5      | 1.7%          |
| Scan*            | 617               | 603               | -14    | -2.2%         |
| Lexiscan         | 585               | 599               | 14     | 2.4%          |
| AmBisome         | 80                | 82                | 2      | 1.9%          |
| Protopic         | 116               | 94                | -22    | -19.3%        |
| VESicare         | 580               | 559               | -21    | -3.6%         |
| Myrbetriq        | 145               | 254               | 109    | 75.1%         |
| MYCAMINE         | 117               | 112               | -5     | -4.0%         |
| Tarceva          | 446               | 444               | -2     | -0.4%         |
| US               | 288               | 305               | 17     | 6.0%          |
| ex-US            | 158               | 139               | -19    | -12.0%        |
| XTANDI           | 450               | 803               | 353    | 78.5%         |
| US               | 441               | 779               | 338    | 76.5%         |
| Americas (ex-US) | 8                 | 24                | 15     | 183.2%        |

\* Adenoscan + Lexiscan

| Unit:M\$                  |  |
|---------------------------|--|
| FY14<br>Revised Forecasts |  |
| 3,162                     |  |
| 312                       |  |
| 587                       |  |
| 80                        |  |
| 87                        |  |
| 536                       |  |
| 259                       |  |
| 109                       |  |
|                           |  |
| 690                       |  |

| Change from<br>FY14            |               |
|--------------------------------|---------------|
| Forecasts<br>FY15<br>Full Year | Change<br>(%) |
| 3,665                          | 11.6%         |
| 270                            | -10.3%        |
| 619                            | 2.6%          |
| 81                             | -1.1%         |
| 21                             | -77.2%        |
| 532                            | -4.8%         |
| 340                            | 34.1%         |
| 102                            | -9.2%         |
|                                |               |
| 1,215                          | 51.2%         |
| 1,180                          | 51.4%         |
| 35                             | 44.9%         |

| Europe                   | Unit:ME           |                   |        |               |
|--------------------------|-------------------|-------------------|--------|---------------|
|                          | FY13<br>Full Year | FY14<br>Full Year | Change | Change<br>(%) |
| Net Sales                | 1,967             | 2,258             | 291    | 14.8%         |
| Harnal (Omnic)           | 176               | 159               | -17    | -9.7%         |
| Sales by Astellas        | 144               | 130               | -15    | -10.1%        |
| Capsule                  | 69                | 63                | -5     | -7.8%         |
| OCAS                     | 75                | 66                | -9     | -12.3%        |
| Bulk and Royalties       | 32                | 30                | -3     | -7.9%         |
| Prograf                  | 565               | 588               | 23     | 4.0%          |
| Sales by Astellas        | 527               | 560               | 33     | 6.3%          |
| Advagraf                 | 179               | 207               | 28     | 15.7%         |
| Exports to third parties | 38                | 28                | -10    | -27.2%        |
| Vesicare                 | 303               | 305               | 1      | 0.4%          |
| BETMIGA                  | 15                | 74                | 59     | 383.0%        |
| Protopic                 | 52                | 56                | 4      | 7.0%          |
| MYCAMINE                 | 64                | 74                | 10     | 15.3%         |
| Eligard                  | 136               | 136               | -0     | -0.0%         |
| Qutenza                  | 11                | 13                | 3      | 27.4%         |
| DIFICLIR                 | 9                 | 14                | 5      | 53.2%         |
| XTANDI                   | 70                | 241               | 170    | 242.2%        |

- Europe: Including Middle East and Africa

| Unit:ME                   |  |
|---------------------------|--|
| FY14<br>Revised Forecasts |  |
| 2,246                     |  |
| 167                       |  |
| 136                       |  |
| 69                        |  |
| 68                        |  |
| 31                        |  |
| 560                       |  |
| 534                       |  |
|                           |  |
| 26                        |  |
| 304                       |  |
| 75                        |  |
| 55                        |  |
| 78                        |  |
| 143                       |  |
|                           |  |
| 230                       |  |

| Change from<br>FY14            |               |
|--------------------------------|---------------|
| Forecasts<br>FY15<br>Full Year | Change<br>(%) |
| 2,475                          | 9.6%          |
| 151                            | -5.0%         |
| 118                            | -9.0%         |
| 60                             | -4.7%         |
| 58                             | -13.1%        |
| 33                             | 12.5%         |
| 569                            | -3.1%         |
| 549                            | -2.0%         |
|                                |               |
| 20                             | -26.6%        |
| 288                            | -5.5%         |
| 119                            | 59.9%         |
| 53                             | -6.1%         |
| 80                             | 7.7%          |
| 143                            | 4.9%          |
|                                |               |
| 470                            | 95.2%         |



9. Consolidated statements of financial position

Billion yen

|  | 31-Mar-14      | 31-Mar-15      | Change       |
|--|----------------|----------------|--------------|
|  | Amount         | Amount         |              |
| <b>Assets</b>                                | <b>1,653.1</b> | <b>1,793.6</b> | <b>140.5</b> |
| <b>Non-current assets</b>                    | <b>739.8</b>   | <b>827.6</b>   | <b>87.8</b>  |
| Property, plant and equipment                | 191.5          | 202.9          | 11.4         |
| Goodwill                                     | 116.8          | 136.3          | 19.6         |
| Other intangible assets                      | 280.1          | 295.8          | 15.7         |
| Trade and other receivables                  | —              | 15.6           | 15.6         |
| Investments in associates and joint ventures | 1.8            | 2.0            | 0.2          |
| Deferred tax assets                          | 45.5           | 51.2           | 5.7          |
| Other financial assets                       | 95.0           | 110.1          | 15.1         |
| Other non-current assets                     | 9.2            | 13.7           | 4.5          |
| <b>Current assets</b>                        | <b>913.3</b>   | <b>966.0</b>   | <b>52.7</b>  |
| Inventories                                  | 135.2          | 156.9          | 21.7         |
| Trade and other receivables                  | 332.6          | 332.9          | 0.3          |
| Income tax receivable                        | 2.7            | 6.9            | 4.2          |
| Other financial assets                       | 35.4           | 59.9           | 24.5         |
| Other current assets                         | 12.1           | 12.7           | 0.7          |
| Cash and cash equivalents                    | 391.4          | 396.4          | 5.1          |
| Assets held for sale                         | 3.9            | 0.1            | -3.7         |

Billion yen

|  | 31-Mar-14      | 31-Mar-15      | Change       |
|--|----------------|----------------|--------------|
|  | Amount         | Amount         |              |
| <b>Equity and Liabilities</b>                      | <b>1,653.1</b> | <b>1,793.6</b> | <b>140.5</b> |
| <b>Equity</b>                                      | <b>1,268.5</b> | <b>1,317.9</b> | <b>49.4</b>  |
| <b>Equity attributable to owners of the parent</b> | <b>1,268.5</b> | <b>1,317.9</b> | <b>49.4</b>  |
| Share capital                                      | 103.0          | 103.0          | -            |
| Capital surplus                                    | 176.8          | 176.8          | -            |
| Treasury shares                                    | -54.5          | -87.0          | -32.5        |
| Retained earnings                                  | 864.8          | 905.1          | 40.3         |
| Other components of equity                         | 178.4          | 220.0          | 41.6         |
|  |                |                |              |
| <b>Liabilities</b>                                 | <b>384.6</b>   | <b>475.7</b>   | <b>91.0</b>  |
| <b>Non-current liabilities</b>                     | <b>43.9</b>    | <b>54.8</b>    | <b>10.8</b>  |
| Trade and other payables                           | 0.1            | 0.1            | 0.0          |
| Deferred tax liabilities                           | 0.0            | 0.0            | 0.0          |
| Retirement benefit liabilities                     | 27.2           | 30.1           | 2.9          |
| Provisions   | 4.3            | 4.8            | 0.6          |
| Other financial liabilities                        | 0.7            | 0.6            | -0.1         |
| Other non-current liabilities                      | 11.7           | 19.1           | 7.5          |
| <b>Current liabilities</b>                         | <b>340.7</b>   | <b>420.9</b>   | <b>80.2</b>  |
| Trade and other payables                           | 187.0          | 226.6          | 39.6         |
| Income tax payable                                 | 13.2           | 14.1           | 0.9          |
| Provisions   | 66.4           | 85.4           | 19.0         |
| Other financial liabilities                        | 1.1            | 1.3            | 0.3          |
| Other current liabilities                          | 73.0           | 93.4           | 20.5         |

## 10. Employee

Number of employees

|                               | FY13<br>End | FY14<br>End |
|-------------------------------|-------------|-------------|
| Total                         | 17,649      | 17,113      |
| Japan                         | 8,082       | 7,241       |
| Americas                      | 2,883       | 2,975       |
| Europe                        | 4,580       | 4,628       |
| Asia and Oceania              | 2,104       | 2,269       |
| Total Medical Representatives | 6,340       | 6,530       |

- Europe: Including Middle East and Africa

## 11. Shareholders

|                        | FY13<br>End | FY14<br>End |
|------------------------|-------------|-------------|
| Banks                  | 29.2%       | 30.1%       |
| Securities             | 4.4%        | 3.4%        |
| Other companies        | 3.3%        | 3.4%        |
| Foreign companies      | 53.4%       | 52.7%       |
| Individuals and others | 7.3%        | 7.6%        |
| Treasury Stock         | 2.3%        | 3.0%        |

**[Three months ended March 31, 2015]**

1. Consolidated Results (Full Basis )

bilion yen

|   | FY14        |        |             |        |             |         |             |         |
|---|-------------|--------|-------------|--------|-------------|---------|-------------|---------|
|   | APR.-JUN.   | Change | JUL.-SEP.   | Change | OCT.-DEC.   | Change  | JAN.-MAR.   | Change  |
|   | (Quarterly) | (%)    | (Quarterly) | (%)    | (Quarterly) | (%)     | (Quarterly) | (%)     |
| Sales   | 295.2       | 9.5%   | 299.3       | 9.0%   | 358.3       | 10.5%   | 294.5       | 8.4%    |
| Cost of sales   | 76.0        | -6.4%  | 83.1        | 4.5%   | 100.4       | 0.4%    | 73.7        | 5.4%    |
| Ratio to Sales  | 25.7%       |        | 27.8%       |        | 28.0%       |         | 25.0%       |         |
| Gross profit  | 219.2       | 16.4%  | 216.2       | 10.8%  | 257.9       | 15.0%   | 220.8       | 9.5%    |
| SG&A expenses   | 96.9        | 6.3%   | 104.9       | 12.3%  | 115.5       | 17.2%   | 135.3       | 18.7%   |
| Ratio to Sales  | 32.8%       |        | 35.0%       |        | 32.2%       |         | 45.9%       |         |
| Advertising and Sales Promotion                             | 28.2        | 15.1%  | 26.8        | 0.6%   | 38.1        | 32.4%   | 45.3        | 40.8%   |
| Personnel expenses  | 42.4        | 3.0%   | 42.9        | 9.2%   | 44.5        | 5.0%    | 48.3        | 7.3%    |
| Other   | 26.3        | 3.2%   | 35.1        | 28.1%  | 32.9        | 20.3%   | 41.6        | 13.1%   |
| R&D expenses  | 47.6        | 8.0%   | 49.4        | 6.6%   | 51.0        | 5.9%    | 58.6        | 10.8%   |
| Ratio to Sales  | 16.1%       |        | 16.5%       |        | 14.2%       |         | 19.9%       |         |
| Amortisation of intangible assets                           | 8.9         | 0.8%   | 9.1         | 0.9%   | 10.1        | 11.1%   | 10.6        | 16.4%   |
| Share of profits of associates and joint ventures           | 0.2         | -1.6%  | 0.3         | -65.6% | -0.4        | -263.7% | 0.1         | 69.5%   |
| Other income  | 2.7         | -      | 2.9         | 470.8% | 1.0         | 518.2%  | 14.8        | 36.9%   |
| Gain on sales of property, plant and equipment              | 0.0         | 27.9%  | 1.4         | -      | 0.0         | -64.8%  | 0.0         | -99.8%  |
| Net foreign exchange gains                                  | 2.5         | -      | -           | -      | -           | -       | 6.4         | -       |
| Other expense   | 18.1        | -0.6%  | 3.5         | -66.8% | 23.5        | 18.8%   | 7.1         | -78.2%  |
| Loss on sales and disposal of property, plant and equipment | 0.2         | 20.2%  | 0.4         | 406.3% | 0.2         | -26.6%  | 0.5         | -86.0%  |
| Impairment losses   | 8.1         | -30.3% | 0.3         | -95.8% | 0.8         | -94.8%  | 1.2         | -94.8%  |
| Restructuring costs   | 9.3         | 99.5%  | 2.0         | -28.8% | 0.2         | -89.1%  | -           | -       |
| Net foreign exchange losses                                 | -           | -      | 0.7         | -19.2% | 11.7        | 464.9%  | -           | -       |
| Litigation costs  | 0.5         | -      | 0.0         | -90.9% | 10.5        | -       | 5.3         | -       |
| Operating profit  | 50.6        | 91.5%  | 52.6        | 40.9%  | 58.5        | 19.1%   | 24.0        | 510.2%  |
| Ratio to Sales  | 17.1%       |        | 17.6%       |        | 16.3%       |         | 8.1%        |         |
| Finance income  | 1.8         | 183.5% | 0.4         | -70.7% | 0.6         | -57.0%  | 4.2         | 29.4%   |
| Gain on sales of available-for-sale financial assets        | 0.9         | -      | 0.2         | -85.1% | 0.1         | -94.3%  | 4.1         | 40.7%   |
| Finance expense   | 2.1         | 213.3% | 0.7         | 898.8% | 0.1         | -42.8%  | 0.1         | -78.0%  |
| Impairment losses for available-for-sale financial assets   | 2.0         | 220.1% | 0.6         | -      | -           | -       | 0.0         | -95.6%  |
| Profit before tax   | 50.3        | 90.6%  | 52.4        | 35.0%  | 58.9        | 17.3%   | 28.1        | 329.3%  |
| Ratio to Sales  | 17.0%       |        | 17.5%       |        | 16.5%       |         | 9.5%        |         |
| Income tax expense  | 14.4        | 120.0% | 18.3        | 39.8%  | 14.2        | 14.8%   | 7.0         | -889.5% |
| Profit for the period                                       | 35.9        | 80.9%  | 34.1        | 32.6%  | 44.8        | 18.1%   | 21.1        | 184.6%  |
| Ratio to Sales  | 12.1%       |        | 11.4%       |        | 12.5%       |         | 7.2%        |         |
| Comprehensive income  | 22.5        | -59.8% | 65.3        | 112.8% | 109.8       | 4.6%    | -28.1       | -191.9% |

## 2. Consolidated Results (Core Basis)

bilion yen

|   |                | FY14        |        |             |        |             |         |             |        |
|---|----------------|-------------|--------|-------------|--------|-------------|---------|-------------|--------|
|   |                | APR.-JUN.   | Change | JUL.-SEP.   | Change | OCT.-DEC.   | Change  | JAN.-MAR.   | Change |
|   |                | (Quarterly) | (%)    | (Quarterly) | (%)    | (Quarterly) | (%)     | (Quarterly) | (%)    |
| Sales   |                | 295.2       | 9.5%   | 299.3       | 9.0%   | 358.3       | 10.5%   | 294.5       | 8.4%   |
| Cost of sales                                     |                | 76.0        | -6.4%  | 83.1        | 4.5%   | 100.4       | 0.4%    | 73.7        | 5.4%   |
|   | Ratio to Sales | 25.7%       |        | 27.8%       |        | 28.0%       |         | 25.0%       |        |
| Gross profit                                      |                | 219.2       | 16.4%  | 216.2       | 10.8%  | 257.9       | 15.0%   | 220.8       | 9.5%   |
| SG&A expenses                                     |                | 96.9        | 6.3%   | 104.9       | 12.3%  | 115.5       | 17.2%   | 135.3       | 18.7%  |
|   | Ratio to Sales | 32.8%       |        | 35.0%       |        | 32.2%       |         | 45.9%       |        |
| Advertising and Sales Promotion                   |                | 28.2        | 15.1%  | 26.8        | 0.6%   | 38.1        | 32.4%   | 45.3        | 40.8%  |
| Personnel expenses                                |                | 42.4        | 3.0%   | 42.9        | 9.2%   | 44.5        | 5.0%    | 48.3        | 7.3%   |
| Other   |                | 26.3        | 3.2%   | 35.1        | 28.1%  | 32.9        | 20.3%   | 41.6        | 13.1%  |
| R&D expenses                                      |                | 47.6        | 8.0%   | 49.4        | 6.6%   | 51.0        | 5.9%    | 58.6        | 10.8%  |
|   | Ratio to Sales | 16.1%       |        | 16.5%       |        | 14.2%       |         | 19.9%       |        |
| Amortisation of intangible assets                 |                | 8.9         | 0.8%   | 9.1         | 0.9%   | 10.1        | 11.1%   | 10.6        | 16.4%  |
| Share of profits of associates and joint ventures |                | 0.2         | -1.6%  | 0.3         | -65.6% | -0.4        | -263.7% | 0.1         | 69.5%  |
| Operating profit                                  |                | 66.0        | 48.2%  | 53.2        | 12.4%  | 81.0        | 17.8%   | 16.3        | -36.5% |
|   | Ratio to Sales | 22.4%       |        | 17.8%       |        | 22.6%       |         | 5.5%        |        |
| Finance income                                    |                | 1.0         | 55.6%  | 0.3         | -1.2%  | 0.5         | 7.9%    | 0.2         | -31.1% |
| Finance expense                                   |                | 0.1         | 112.4% | 0.1         | -8.3%  | 0.1         | -24.0%  | 0.1         | -35.8% |
| Profit before Tax                                 |                | 66.8        | 48.3%  | 53.4        | 12.4%  | 81.4        | 17.8%   | 16.4        | -36.4% |
|   | Ratio to Sales | 22.6%       |        | 17.8%       |        | 22.7%       |         | 5.6%        |        |
| Income tax expense                                |                | 20.4        | 53.3%  | 18.8        | 16.4%  | 22.2        | 12.9%   | 3.4         | -38.4% |
| Profit for the period                             |                | 46.4        | 46.2%  | 34.6        | 10.4%  | 59.2        | 19.8%   | 13.0        | -35.9% |
|   | Ratio to Sales | 15.7%       |        | 11.6%       |        | 16.5%       |         | 4.4%        |        |

### 3. Segment Information by Region

bilion yen

|       |                  | FY14        |        |             |        |             |        |             |        |
|-------|------------------|-------------|--------|-------------|--------|-------------|--------|-------------|--------|
|       |                  | APR.-JUN.   | Change | JUL.-SEP.   | Change | OCT.-DEC.   | Change | JAN.-MAR.   | Change |
|       |                  | (Quarterly) | (%)    | (Quarterly) | (%)    | (Quarterly) | (%)    | (Quarterly) | (%)    |
| Sales |                  | 295.2       | 9.5%   | 299.3       | 9.0%   | 358.3       | 10.5%  | 294.5       | 8.4%   |
|       | Japan            | 112.8       | -9.5%  | 124.4       | -4.1%  | 151.4       | -2.8%  | 110.1       | -8.6%  |
|       | Ratio to Sales   | 38.2%       |        | 41.6%       |        | 42.2%       |        | 37.4%       |        |
|       | Americas         | 83.8        | 21.9%  | 84.2        | 18.9%  | 100.3       | 29.1%  | 92.7        | 32.9%  |
|       | Ratio to Sales   | 28.4%       |        | 28.1%       |        | 28.0%       |        | 31.5%       |        |
|       | Europe           | 82.4        | 32.9%  | 74.1        | 23.4%  | 86.8        | 15.0%  | 70.0        | 5.0%   |
|       | Ratio to Sales   | 27.9%       |        | 24.7%       |        | 24.2%       |        | 23.8%       |        |
|       | Asia and Oceania | 16.1        | 15.1%  | 16.7        | 19.0%  | 19.8        | 29.9%  | 21.7        | 46.8%  |
|       | Ratio to Sales   | 5.4%        |        | 5.6%        |        | 5.5%        |        | 7.4%        |        |

- Calculated according to locations of sellers.

- Europe: Including Middle East and Africa

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

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|   |              | FY14        |        |             |        |             |        |             |        |
|---|--------------|-------------|--------|-------------|--------|-------------|--------|-------------|--------|
|   |              | APR.-JUN.   | Change | JUL.-SEP.   | Change | OCT.-DEC.   | Change | JAN.-MAR.   | Change |
|   |              | (Quarterly) | (%)    | (Quarterly) | (%)    | (Quarterly) | (%)    | (Quarterly) | (%)    |
| Addition to Property, Plant and Equipment |              |             |        |             |        |             |        |             |        |
|   | Consolidated | 3.4         | -31.6% | 7.3         | -21.4% | 13.0        | 180.9% | 6.9         | 0.8%   |
| Depreciation(PP&E)                        |              |             |        |             |        |             |        |             |        |
|   | Consolidated | 5.3         | -7.1%  | 5.6         | -0.8%  | 5.1         | -14.7% | 5.4         | -9.0%  |
| Amortisation(Intangible Assets) *         |              |             |        |             |        |             |        |             |        |
|   | Consolidated | 10.2        | 1.8%   | 10.4        | 1.7%   | 11.5        | 10.7%  | 12.0        | 14.9%  |

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

## 5. Sales of major products

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## 1) Sales of global products

|                              | FY14        |        |             |        |             |        |             |        |
|------------------------------|-------------|--------|-------------|--------|-------------|--------|-------------|--------|
|                              | APR.-JUN.   | Change | JUL.-SEP.   | Change | OCT.-DEC.   | Change | JAN.-MAR.   | Change |
|                              | (Quarterly) | (%)    | (Quarterly) | (%)    | (Quarterly) | (%)    | (Quarterly) | (%)    |
| Prograf                      | 47.0        | 6.6%   | 48.1        | 6.5%   | 52.6        | 9.7%   | 46.9        | 7.2%   |
| Sales by Astellas            | 46.2        | 7.6%   | 47.3        | 8.0%   | 51.9        | 10.2%  | 45.6        | 8.2%   |
| Japan (Including Gracceptor) | 11.4        | -8.9%  | 12.2        | -4.2%  | 13.6        | -1.5%  | 10.8        | -3.7%  |
| Americas                     | 8.8         | 22.1%  | 8.1         | 6.3%   | 8.7         | 3.4%   | 7.4         | 16.3%  |
| Europe                       | 18.6        | 9.2%   | 19.7        | 12.8%  | 21.0        | 14.3%  | 18.3        | 2.6%   |
| Advagraf                     | 6.6         | 18.8%  | 7.3         | 25.6%  | 7.8         | 23.6%  | 7.0         | 10.4%  |
| Asia and Oceania             | 7.3         | 20.5%  | 7.2         | 22.5%  | 8.5         | 32.4%  | 9.0         | 35.2%  |
| Exports to third parties     | 0.9         | -29.2% | 0.9         | -39.1% | 0.8         | -15.7% | 1.3         | -18.1% |
| Harnal                       | 13.7        | -10.2% | 13.7        | -3.3%  | 15.5        | -8.4%  | 13.1        | -0.4%  |
| Sales by Astellas            | 12.5        | -10.2% | 13.0        | -1.1%  | 14.6        | -6.8%  | 11.7        | -5.2%  |
| Japan                        | 3.9         | -24.3% | 3.9         | -25.5% | 4.0         | -29.0% | 3.2         | -24.3% |
| Europe                       | 4.5         | -10.5% | 4.6         | 8.7%   | 5.7         | -2.4%  | 3.2         | -25.5% |
| Asia and Oceania             | 4.0         | 11.5%  | 4.4         | 25.0%  | 4.8         | 15.5%  | 5.1         | 39.1%  |
| Bulk and Royalties           | 1.2         | -9.6%  | 0.6         | -33.8% | 0.9         | -27.7% | 1.4         | 74.7%  |
| Vesicare                     | 33.0        | 4.4%   | 33.6        | 6.3%   | 37.6        | 1.1%   | 31.1        | -7.2%  |
| Japan                        | 5.3         | -25.0% | 6.5         | -5.9%  | 7.5         | -8.9%  | 6.3         | -25.6% |
| Americas                     | 15.5        | 15.6%  | 15.0        | 6.2%   | 17.2        | 3.3%   | 13.6        | -1.5%  |
| Europe                       | 11.0        | 8.3%   | 10.4        | 12.1%  | 11.5        | 2.5%   | 9.4         | -7.3%  |
| Asia and Oceania             | 1.2         | 22.6%  | 1.2         | 20.8%  | 1.4         | 37.8%  | 1.5         | 74.8%  |
| Betanis/Myrbetriq/BETMIGA    | 10.7        | 128.2% | 11.6        | 95.9%  | 15.4        | 82.7%  | 15.4        | 68.8%  |
| Japan                        | 2.7         | 12.2%  | 3.4         | 41.2%  | 4.4         | 37.7%  | 4.2         | 19.3%  |
| Americas                     | 6.2         | 187.3% | 6.0         | 85.2%  | 7.7         | 72.3%  | 8.0         | 71.9%  |
| Europe                       | 1.8         | -      | 2.2         | 679.9% | 3.2         | 340.2% | 3.1         | 240.0% |
| Asia and Oceania             | 0.0         | -      | 0.0         | -      | 0.1         | -      | 0.1         | -      |
| Funguard/MYCAMINE            | 8.9         | 6.7%   | 9.6         | 3.5%   | 11.4        | 12.7%  | 8.9         | 6.5%   |
| Japan                        | 2.5         | -10.2% | 3.2         | -0.7%  | 3.6         | -3.2%  | 2.4         | -4.7%  |
| Americas                     | 2.8         | 0.7%   | 2.8         | -9.8%  | 3.5         | 13.1%  | 3.2         | 18.9%  |
| Europe                       | 2.7         | 34.0%  | 2.4         | 16.0%  | 3.1         | 30.2%  | 2.1         | -4.2%  |
| Asia and Oceania             | 0.9         | 21.1%  | 1.1         | 39.5%  | 1.1         | 32.7%  | 1.3         | 25.0%  |
| Protopic                     | 6.0         | -1.2%  | 6.0         | 2.0%   | 5.9         | -13.0% | 3.7         | -39.9% |
| Americas                     | 3.1         | 8.6%   | 3.4         | 19.0%  | 3.2         | -11.0% | 0.7         | -72.4% |
| Europe                       | 2.1         | 29.5%  | 1.7         | 18.4%  | 1.9         | 6.9%   | 2.1         | -6.1%  |
| Asia and Oceania             | 0.8         | 14.1%  | 0.9         | 25.7%  | 0.9         | 61.0%  | 0.9         | 37.1%  |
| XTANDI                       | 23.4        | 174.6% | 31.3        | 160.1% | 40.3        | 147.9% | 42.3        | 137.3% |
| US                           | 14.7        | 80.4%  | 18.8        | 75.4%  | 25.8        | 104.4% | 26.3        | 106.6% |
| ex-US                        | 8.7         | -      | 12.4        | 866.4% | 14.5        | 299.8% | 15.9        | 214.5% |
| Japan                        | 1.5         | -      | 4.1         | -      | 4.6         | -      | 4.7         | -      |
| Americas (ex-US)             | 0.4         | -      | 0.5         | 322.9% | 1.0         | 157.3% | 0.7         | 110.4% |
| Europe                       | 6.7         | -      | 7.8         | 567.4% | 8.7         | 168.6% | 10.3        | 118.6% |
| Asia and Oceania             | 0.0         | -      | 0.1         | -      | 0.2         | -      | 0.3         | 936.3% |
| Eligard                      | 5.1         | 9.5%   | 4.4         | 3.8%   | 5.1         | 8.4%   | 4.4         | -7.5%  |
| Europe                       | 5.1         | 9.4%   | 4.4         | 3.6%   | 5.1         | 8.2%   | 4.4         | -8.0%  |
| Asia and Oceania             | 0.0         | -      | 0.0         | -      | 0.0         | 130.9% | 0.0         | 230.9% |

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

- Europe: Including Middle East and Africa

2)Sales of products in Japan

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|                                   | FY14        |        |             |        |             |        |             |        |
|-----------------------------------|-------------|--------|-------------|--------|-------------|--------|-------------|--------|
|                                   | APR.-JUN.   | Change | JUL.-SEP.   | Change | OCT.-DEC.   | Change | JAN.-MAR.   | Change |
|                                   | (Quarterly) | (%)    | (Quarterly) | (%)    | (Quarterly) | (%)    | (Quarterly) | (%)    |
| <Global products>                 |             |        |             |        |             |        |             |        |
| Prograf (Including Graceptor)     | 11.4        | -8.9%  | 12.2        | -4.2%  | 13.6        | -1.5%  | 10.8        | -3.7%  |
| Harnal                            | 3.9         | -24.3% | 3.9         | -25.5% | 4.0         | -29.0% | 3.2         | -24.3% |
| Vesicare                          | 5.3         | -25.0% | 6.5         | -5.9%  | 7.5         | -8.9%  | 6.3         | -25.6% |
| Betanis                           | 2.7         | 12.2%  | 3.4         | 41.2%  | 4.4         | 37.7%  | 4.2         | 19.3%  |
| Funguard                          | 2.5         | -10.2% | 3.2         | -0.7%  | 3.6         | -3.2%  | 2.4         | -4.7%  |
| XTANDI                            | 1.5         | -      | 4.1         | -      | 4.6         | -      | 4.7         | -      |
| <Local products in Japan>         |             |        |             |        |             |        |             |        |
| Lipitor [Family]                  | 12.1        | -22.8% | 12.4        | -24.3% | 12.5        | -28.3% | 9.9         | -23.3% |
| Caduet                            | 2.6         | -0.6%  | 2.6         | -2.4%  | 2.8         | -6.6%  | 2.3         | -8.2%  |
| Micardis [Family]                 | 23.3        | -1.6%  | 23.8        | 0.6%   | 28.0        | -1.0%  | 20.6        | -6.1%  |
| Micombi                           | 2.7         | -6.8%  | 2.7         | -7.0%  | 3.0         | -9.8%  | 2.3         | -13.8% |
| Micamlo                           | 5.7         | 6.1%   | 5.8         | 21.8%  | 6.9         | 14.1%  | 5.5         | 3.4%   |
| Gaster                            | 4.8         | -27.5% | 4.7         | -29.9% | 4.7         | -33.5% | 3.8         | -28.7% |
| Myslee                            | 4.8         | -30.8% | 5.0         | -32.2% | 5.2         | -30.8% | 4.3         | -31.5% |
| Seroquel                          | 3.4         | -34.7% | 3.2         | -37.5% | 3.4         | -36.4% | 2.6         | -35.2% |
| Vaccines                          | 5.3         | 10.1%  | 7.3         | 26.6%  | 20.9        | 12.4%  | 5.3         | -7.9%  |
| Cefzon                            | 1.2         | -18.9% | 1.3         | -21.9% | 1.4         | -19.1% | 1.1         | -18.9% |
| Celecox                           | 8.4         | -15.7% | 11.3        | 5.2%   | 12.0        | 2.9%   | 10.1        | -15.7% |
| Geninax                           | 2.3         | -20.9% | 2.0         | -0.3%  | 3.8         | -14.2% | 2.2         | -6.1%  |
| Bonoteo                           | 2.6         | -14.9% | 3.4         | 1.1%   | 3.7         | -2.6%  | 3.2         | -16.8% |
| Symbicort                         | 6.2         | -17.5% | 8.3         | 8.3%   | 10.5        | 0.0%   | 8.0         | -19.6% |
| Argamate                          | 1.5         | -3.8%  | 1.5         | -3.5%  | 1.6         | 1.0%   | 1.4         | -3.2%  |
| Kiklin                            | 0.3         | 14.7%  | 0.4         | 18.9%  | 0.4         | 6.8%   | 0.3         | -16.5% |
| Gonax                             | 0.8         | 63.9%  | 0.9         | 48.4%  | 1.0         | 26.7%  | 0.8         | 10.0%  |
| Cimzia                            | 1.1         | 95.4%  | 1.3         | 75.4%  | 1.4         | 48.8%  | 1.2         | 23.2%  |
| Suglat                            | 2.5         | -      | 0.1         | -      | 0.7         | -      | 0.8         | -      |
| Total Rx Sales In Japanese market | 109.0       | -9.9%  | 120.5       | -4.3%  | 145.8       | -4.3%  | 106.4       | -8.4%  |

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

3)Sales of products in Americas and Europe

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|                     | FY14        |        |             |        |             |        |             |        |
|---------------------|-------------|--------|-------------|--------|-------------|--------|-------------|--------|
|                     | APR.-JUN.   | Change | JUL.-SEP.   | Change | OCT.-DEC.   | Change | JAN.-MAR.   | Change |
|                     | (Quarterly) | (%)    | (Quarterly) | (%)    | (Quarterly) | (%)    | (Quarterly) | (%)    |
| Scan* (Americas)    | 16.6        | -3.0%  | 15.6        | -2.0%  | 17.1        | 13.8%  | 17.0        | 23.3%  |
| Lexiscan            | 16.5        | 4.6%   | 15.6        | 6.0%   | 17.0        | 16.2%  | 16.8        | 24.1%  |
| AmBisome (Americas) | 1.9         | -1.9%  | 2.3         | 5.0%   | 2.4         | 4.8%   | 2.5         | 45.3%  |
| Tarceva             | 13.6        | 11.6%  | 11.2        | 4.0%   | 12.2        | 12.2%  | 11.9        | 8.9%   |
| (US)                | 9.6         | 18.8%  | 7.6         | 9.2%   | 8.1         | 22.8%  | 8.2         | 14.2%  |
| (ex-US)             | 3.9         | -2.7%  | 3.6         | -5.7%  | 4.1         | -4.0%  | 3.7         | -1.2%  |
| Qutenza (Europe)    | 0.4         | 35.3%  | 0.4         | 31.2%  | 0.5         | 36.1%  | 0.5         | 24.4%  |
| DIFICLIR (Europe)   | 0.5         | 92.9%  | 0.5         | 60.3%  | 0.5         | 44.3%  | 0.5         | 46.8%  |

\* Adenoscan + Lexiscan



## 4)Sales in Americas and Europe(Local currency)

Unit:MS

|                  | FY14        |        |             |        |             |        |             |        |
|------------------|-------------|--------|-------------|--------|-------------|--------|-------------|--------|
|                  | APR.-JUN.   | Change | JUL.-SEP.   | Change | OCT.-DEC.   | Change | JAN.-MAR.   | Change |
|                  | (Quarterly) | (%)    | (Quarterly) | (%)    | (Quarterly) | (%)    | (Quarterly) | (%)    |
| Americas         |             |        |             |        |             |        |             |        |
| Net Sales        | 821         | 17.8%  | 810         | 13.2%  | 880         | 13.7%  | 773         | 14.2%  |
| Prograf          | 86          | 18.1%  | 78          | 1.1%   | 75          | -9.9%  | 61          | -1.4%  |
| Scan*            | 163         | -6.2%  | 150         | -6.7%  | 149         | -0.4%  | 142         | 6.3%   |
| Lexiscan         | 161         | 1.1%   | 150         | 0.8%   | 148         | 1.7%   | 140         | 6.7%   |
| AmBisome         | 19          | -5.2%  | 22          | 0.1%   | 21          | -8.0%  | 21          | 26.4%  |
| Protopic         | 31          | 5.0%   | 32          | 13.3%  | 27          | -22.8% | 4           | -84.8% |
| VESIcare         | 152         | 11.8%  | 145         | 1.0%   | 151         | -9.5%  | 112         | -17.0% |
| Myrbetriq        | 60          | 177.7% | 58          | 76.2%  | 68          | 51.9%  | 67          | 48.3%  |
| MYCAMINE         | 28          | -2.7%  | 27          | -14.2% | 31          | -0.1%  | 26          | 2.3%   |
| Tarceva          | 133         | 7.9%   | 107         | -1.2%  | 106         | -2.4%  | 99          | -7.0%  |
| US               | 94          | 14.8%  | 73          | 3.7%   | 70          | 6.5%   | 68          | -2.5%  |
| ex-US            | 38          | -6.0%  | 34          | -10.3% | 36          | -15.9% | 31          | -15.7% |
| XTANDI           | 148         | 79.2%  | 187         | 70.0%  | 239         | 83.9%  | 230         | 80.0%  |
| US               | 144         | 74.4%  | 181         | 67.2%  | 230         | 82.5%  | 224         | 80.0%  |
| Americas (ex-US) | 4           | -      | 5           | 303.1% | 9           | 131.3% | 6           | 78.8%  |

\* Adenoscan + Lexiscan

Unit:ME

|                          | FY14        |        |             |        |             |        |             |        |
|--------------------------|-------------|--------|-------------|--------|-------------|--------|-------------|--------|
|                          | APR.-JUN.   | Change | JUL.-SEP.   | Change | OCT.-DEC.   | Change | JAN.-MAR.   | Change |
|                          | (Quarterly) | (%)    | (Quarterly) | (%)    | (Quarterly) | (%)    | (Quarterly) | (%)    |
| Europe                   |             |        |             |        |             |        |             |        |
| Net Sales                | 589         | 22.3%  | 538         | 17.5%  | 608         | 9.5%   | 524         | 10.8%  |
| Harnal (Omnic)           | 41          | -17.4% | 38          | -3.8%  | 46          | -11.2% | 34          | -3.2%  |
| Sales by Astellas        | 32          | -17.6% | 33          | 3.5%   | 40          | -7.0%  | 24          | -19.6% |
| Capsule                  | 16          | -10.6% | 17          | 13.1%  | 20          | -12.6% | 10          | -19.0% |
| OCAS                     | 16          | -23.4% | 17          | -4.6%  | 19          | -0.2%  | 14          | -20.0% |
| Bulk and Royalties       | 9           | -16.8% | 5           | -36.4% | 6           | -31.1% | 10          | 86.5%  |
| Prograf                  | 139         | -1.8%  | 149         | 3.9%   | 153         | 8.0%   | 146         | 6.1%   |
| Sales by Astellas        | 133         | 0.5%   | 143         | 7.2%   | 147         | 9.3%   | 137         | 8.0%   |
| Advagraf                 | 47          | 9.4%   | 53          | 19.3%  | 55          | 18.0%  | 52          | 15.8%  |
| Exports to third parties | 6           | -34.2% | 6           | -38.7% | 5           | -18.5% | 9           | -15.9% |
| Vesicare                 | 78          | -0.3%  | 76          | 6.8%   | 80          | -2.3%  | 70          | -2.0%  |
| BETMIGA                  | 13          | -      | 16          | 638.2% | 23          | 313.9% | 23          | 244.8% |
| Protopic                 | 15          | 19.2%  | 13          | 12.9%  | 13          | 1.8%   | 15          | -2.8%  |
| MYCAMINE                 | 19          | 23.4%  | 18          | 10.4%  | 22          | 24.3%  | 15          | 1.8%   |
| Eligard                  | 36          | 0.7%   | 32          | -1.3%  | 36          | 3.4%   | 33          | -3.2%  |
| Qutenza                  | 3           | 24.5%  | 3           | 27.4%  | 4           | 30.8%  | 4           | 26.7%  |
| DIFICLIR                 | 3           | 77.6%  | 4           | 54.7%  | 4           | 38.1%  | 4           | 49.4%  |
| XTANDI                   | 48          | -      | 56          | 530.6% | 61          | 151.0% | 76          | 120.5% |

- Europe: Including Middle East and Africa