February 1, 2013

Contact:
Corporate Communications,
Astellas Pharma Inc.
TEL +81-3-3244-3201

Financial Results of Astellas for the First Nine Months of FY2012

Japan, February 1, 2013 – Astellas Pharma Inc. (hereinafter referred to as "the Company") today announced the financial results for the first nine months of the fiscal year 2012 (FY2012) ending March 31, 2013.

Consolidated financial results for the first nine months of FY2012 (April 1, 2012 – December 31, 2012)

(Millions of yen – fractions dropped)

	First nine months of FY2011	**First nine months of FY2012**	Change (%)
Net sales	763,869	**755,193**	-8,675 (-1.1%)
Operating income	146,504	**135,046**	-11,457 (-7.8%)
Ordinary income	149,963	**136,401**	-13,561 (-9.0%)
Net income	98,602	**84,636**	-13,966 (-14.2%)
Comprehensive income	30,030	**112,345**	+82,315 (+274.1%)

Cautionary statement regarding forward-looking information

This press release 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. Consequently, any statements herein do not constitute assurances regarding actual results by the Company. 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.

1. Qualitative information on consolidated financial results for the first nine months of FY2012

(1) Qualitative information on consolidated business performance

1) Overview of the first nine months of FY2012

Consolidated business performance in the first nine months of FY2012 showed decreases in net sales, operating income, ordinary income and net income, as follows:

Consolidated financial results

(Millions of yen – fractions dropped)

	First nine months of FY2011	**First nine months of FY2012**	Change (%)
Net sales	763,869	**755,193**	-8,675 (-1.1%)
Operating income	146,504	**135,046**	-11,457 (-7.8%)
Ordinary income	149,963	**136,401**	-13,561 (-9.0%)
Net income	98,602	**84,636**	-13,966 (-14.2%)
Comprehensive income	30,030	**112,345**	+82,315 (+274.1%)

Research and development (R&D) expenses

(Millions of yen – fractions dropped)

	First nine months of FY2011	**First nine months of FY2012**	Change
R&D expenses	135,520	**134,165**	-1,355

Exchange rate

Average rate	First nine months of FY2011	**First nine months of FY2012**	Change
¥/US$	¥79	**¥80**	+¥1
¥/€	¥111	**¥102**	-¥8

Current rate	As of March 31, 2012	**As of December 31, 2012**	Change
¥/US$	¥82	**¥87**	+¥4
¥/€	¥110	**¥115**	+¥5

Impact of exchange rate on financial results

The exchange rates for the yen in the first nine months are shown in the table above. As a result, there was a ¥9.8 billion decrease in net sales and a ¥11.3 billion decrease in operating income. Due to the sharp depreciation in the yen in the run-up to December 31, 2012, the effect of elimination of unrealized gains related to foreign currency-denominated inventories held by overseas subsidiaries in intra-group transactions put downward pressure on gross profit in the consolidated financial statements after these items were translated into yen. This is in contrast with the corresponding period of the previous fiscal year, when the exchange rates were moving in the direction of yen appreciation on December 31, 2011, and the effect of elimination of unrealized gains raised gross profit. Consequently, the impact of the exchange rates on operating income is comparatively larger than the impact of the rates on net sales, compared to the corresponding period of the previous fiscal year.

Net sales

Consolidated net sales decreased by 1.1% compared to the corresponding period of the previous fiscal year ("year-on-year"), to ¥755.1 billion.

- In terms of global products, sales of Vesicare, a treatment for overactive bladder (OAB), continued to increase, while Funguard / Mycamine, a Candin-type antifungal agent, showed steady expansion. New products also contributed to increased sales, including XTANDI, a treatment for prostate cancer, and Betanis / Myrbetriq, a treatment for OAB. However, sales of Prograf, the immunosuppressant, and Harnal, a treatment for functional symptoms of benign prostatic hyperplasia, declined mainly due to the impact of generics.

Sales by region

*Sales by region calculated according to locations of sellers.

<Japan>

Net sales in Japan decreased by 2.8% year-on-year to ¥432.4 billion. Sales in the Japanese market decreased by 3.0% year-on-year to ¥416.5 billion, mainly due to the impact of the NHI drug price revision enforced in April 2012.

- Products such as Prograf, Vesicare, Celecox, a non-steroidal anti-inflammatory and anti-pain drug, and Seroquel, the treatment for schizophrenia, showed growth in sales.
- Sales also grew for Micardis, an angiotensin II receptor blocker, owing to the addition of Micombi, its combination drug with a diuretic, and Micamlo, its combination drug with a calcium channel blocker.
- In addition, new products contributed to increased sales, including Symbicort, for the treatment of bronchial asthma, Bonoteo, an oral osteoporosis treatment, Betanis, a treatment for OAB, and the hyperkalemia treatment ARGAMATE (on sale from April 2012).
- On the other hand, sales declined for products such as Lipitor, a treatment for hypercholesterolemia, Gaster, a peptic ulcer and gastritis treatment, and Harnal mainly due to the impact of generics.

- The hyperphosphatemia treatment Kiklin and the restless legs syndrome treatment Regnite were launched in June and July 2012, respectively. Also, Gonax, a treatment for prostate cancer, and Quattrovac, a combined vaccine for the prevention of pertussis, diphtheria, tetanus, and poliomyelitis, were launched in October of the same year.

<Outside of Japan>

Net sales in the Americas increased by 4.7% year-on-year to ¥147.2 billion. The sales on a local currency basis increased by 3.4% year-on-year to US$1,840 million.

- Products such as VESIcare, Mycamine, and Lexiscan, a pharmacologic stress agent, continuously grew. Also, income from anticancer drug Tarceva increased.
- There was also a contribution from sales of XTANDI and Myrbetriq launched in the US in September and October 2012, respectively.
- On the other hand, sales of Prograf fell due to the impact of generics.

Net sales in Europe decreased by 4.4% year-on-year to ¥144.7 billion. The sales on a local currency basis increased by 3.6% year-on-year to €1,416 million.

- Sales of Vesicare and Mycamine grew, and Eligard, the treatment for prostate cancer, showed steady sales expansion.
- Sales of Prograf and Harnal sold through the Company's own distribution channel decreased as a result of the impacts of price reductions and generics in each country.
- DIFICLIR for the treatment of Clostridium difficile infections was launched in May 2012.

Net sales in Asia increased by 14.1% year-on-year to ¥30.7 billion.

- Products such as Prograf and Harnal, as well as Vesicare, Mycamine and Protopic, a treatment for atopic dermatitis, showed growth in sales, resulting in an increase in revenue.

Operating income

Consolidated operating income decreased by 7.8% year-on-year to ¥135.0 billion.

- The cost-to-sales ratio rose 0.9 percentage points year-on-year to 32.5%, owing to the foreign exchange impact related to the elimination of unrealized gains in intra-group transactions and other factors. Coupled with the decrease in net sales, this rise resulted in a gross profit of ¥509.5 billion, down 2.4% year-on-year.
- Selling, general and administrative expenses decreased by 0.4% year-on-year to ¥374.4 billion.
- Research and development (R&D) expenses included therein were ¥134.1 billion, down 1.0% year-on-year, mainly owing to a change in the method for depreciating property, plant and equipment. The R&D cost-to-sales ratio was about the same level as the corresponding period of the previous fiscal year at 17.8%.
- Selling, general and administrative expenses, excluding R&D expenses, was about the same level as the corresponding period of the previous fiscal year at ¥240.3 billion.

Ordinary income

Consolidated ordinary income decreased by 9.0% year-on-year to ¥136.4 billion.

- Non-operating income decreased by ¥1.5 billion and non-operating expenses increased by ¥0.5 billion year-on-year. This was mainly due to the recording of exchange loss of ¥0.3 billion during the first nine months, compared to the corresponding period of the previous fiscal year, when ¥1.0 billion of exchange gain was recorded.

Net income

Consolidated net income decreased by 14.2% year-on-year to ¥84.6 billion.

- Special gains totaled ¥0.7 billion. Special losses totaled ¥14.7 billion mainly due to the recording of ¥12.0 billion in loss on impairment of fixed assets, which consists of property, plant and equipment, and intangible fixed assets relating to in-process R&D and the like.
- The income tax burden rate declined compared to the corresponding period of the previous fiscal year, when the rate rose temporarily due to a change in policy regarding dividends from subsidiaries outside of Japan and the impact of the tax reform, etc.

(2) Qualitative information on consolidated financial conditions

Assets, liabilities and net assets

An overview of the consolidated balance sheets as of December 31, 2012 and the main changes from the end of the previous fiscal year are shown below.

Assets

Total assets as of December 31, 2012 saw an increase of ¥17.4 billion compared to the end of the previous fiscal year to ¥1,418.0 billion.

<Current assets> ¥801.6 billion (an increase of ¥20.5 billion)

- Cash on hand and in banks as well as trade notes and accounts receivable increased by ¥31.9 billion and ¥29.1 billion, respectively.
- Marketable securities decreased by ¥47.4 billion.

<Fixed assets> ¥616.4 billion (a decrease of ¥3.1 billion)

- Property, plant and equipment increased by ¥8.7 billion compared to the end of the previous fiscal year to ¥207.9 billion.
- Intangible fixed assets decreased by ¥11.5 billion compared to the end of the previous fiscal year to ¥302.7 billion.
  Patents and goodwill decreased by ¥6.7 billion and ¥4.4 billion, respectively.

Liabilities

Liabilities decreased by ¥15.6 billion compared to the end of the previous fiscal year to ¥366.8 billion.

<Current liabilities> ¥295.6 billion (a decrease of ¥18.4 billion)

<Long-term liabilities> ¥71.1 billion (an increase of ¥2.8 billion)

Net assets

Net assets increased by ¥33.1 billion compared to the end of the previous fiscal year to ¥1,051.2 billion, making the equity ratio 74.0%.

- While net income stood at ¥84.6 billion, the Company paid ¥60.0 billion of dividends of surplus and purchased ¥19.5 billion of treasury stock.
  In addition, the change in foreign currency translation adjustments of ¥29.3 billion had the effect of increasing net assets by the same amount.

(3) Consolidated business forecasts for FY2012

Consolidated full-year forecasts are shown in the table below. No changes have been made to the forecasts announced in November 2012.

Consolidated full-year business forecasts

(Millions of yen – fractions dropped)

	FY2011 Full-year results	**FY2012 Full-year forecasts**	Change (%)
Net sales	969,387	**972,000**	+2,612 (+0.3%)
Operating income	131,519	**147,000**	+15,480 (+11.8%)
Ordinary income	135,107	**149,000**	+13,892 (+10.3%)
Net income	78,230	**98,000**	+19,769 (+25.3%)

(Notes) Expected exchange rates assumed for consolidated full-year forecasts are shown below:

Expected exchange rate for FY2012	**¥80/US$**	**¥100/€**
Exchange rate for FY2011	¥79/US$	¥109/€

Consolidated Financial Statements

(1) Consolidated Balance Sheets

(All amounts are in millions of yen and amounts less than one million have been omitted.)

	As of March 31, 2012	As of December 31, 2012
Assets		
Current assets		
Cash on hand and in banks	¥210,986	¥242,967
Trade notes and accounts receivable	264,687	293,832
Marketable securities	88,112	40,622
Inventories	111,822	120,185
Other	108,356	106,001
Allowance for doubtful receivables	(2,887)	(1,961)
Total current assets	781,078	801,648
Fixed assets		
Property, plant and equipment	199,159	207,910
Intangible fixed assets		
Goodwill	94,192	89,706
Patents	161,499	154,715
Other	58,586	58,295
Total intangible fixed assets	314,278	302,717
Investments and other assets		
Investment securities	60,525	57,582
Other	45,626	48,241
Allowance for doubtful receivables	(39)	(20)
Total investments and other assets	106,112	105,802
Total fixed assets	619,550	616,430
Total assets	¥1,400,629	¥1,418,079

(All amounts are in millions of yen and amounts less than one million have been omitted.)

	As of March 31, 2012	As of December 31, 2012
Liabilities		
Current liabilities		
Trade notes and accounts payable	¥108,408	¥115,668
Accrued income taxes	24,757	15,383
Provision	4,027	4,559
Other	176,976	160,079
Total current liabilities	314,170	295,690
Long-term liabilities		
Accrued retirement benefits for employees	16,979	17,260
Other	51,356	53,901
Total long-term liabilities	68,336	71,162
Total liabilities	382,506	366,853
Net assets		
Shareholders' equity		
Common stock	103,000	103,000
Capital surplus	176,821	176,821
Retained earnings	894,737	919,311
Treasury stock	(23,131)	(42,561)
Total shareholders' equity	1,151,427	1,156,572
Accumulated other comprehensive income		
Unrealized holding gains on securities	12,257	10,588
Foreign currency translation adjustments	(147,166)	(117,789)
Total accumulated other comprehensive income	(134,909)	(107,200)
Stock subscription rights	1,604	1,854
Total net assets	1,018,123	1,051,225
Total liabilities and net assets	¥1,400,629	¥1,418,079

(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income

(Consolidated Statements of Income)

(All amounts are in millions of yen and amounts less than one million have been omitted.)

	For the nine months ended December 31, 2011	For the nine months ended December 31, 2012
Net sales	¥763,869	¥755,193
Cost of sales	241,567	245,668
Gross profit	522,301	509,525
Selling, general and administrative expenses	375,797	374,479
Operating income	146,504	135,046
Non-operating income		
Interest income	937	509
Dividend income	1,071	1,071
Equity in earnings of affiliates	232	15
Exchange gain	1,093	―
Other	441	602
Total non-operating income	3,776	2,198
Non-operating expenses		
Interest expense	35	188
Exchange loss	―	327
Other	282	326
Total non-operating expenses	317	842
Ordinary income	149,963	136,401
Special gains		
Gain on sales of fixed assets	10,122	232
Gain on sales of investment securities	2,439	345
Other	577	211
Total special gains	13,139	789
Special losses		
Loss on sales and disposal of fixed assets	2,479	511
Loss on impairment of fixed assets	4,237	12,090
Loss on disaster	2,311	―
Business integration expenses	754	―
Other	887	2,118
Total special losses	10,669	14,719
Income before income taxes and minority interests	152,433	122,471
Income taxes	53,831	37,835
Income before minority interests	98,602	84,636
Net income	¥98,602	¥84,636

(Consolidated Statements of Comprehensive Income)

(All amounts are in millions of yen and amounts less than one million have been omitted.)

	For the nine months ended December 31, 2011	For the nine months ended December 31, 2012
Income before minority interests	¥98,602	¥84,636
Other comprehensive income		
Unrealized holding gains on securities	(820)	(1,669)
Foreign currency translation adjustments	(67,752)	29,377
Total other comprehensive income	(68,572)	27,708
Comprehensive income	¥30,030	¥112,345
- attributable to owners of the parent	¥30,030	¥112,345
- attributable to minority interests	—	—

Supplement Documents for Results 3Q/FY2012

Astellas Pharma Inc.

- Financial Results of 3Q/FY2012
- 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.

1.Consolidated Results

Fiscal Year: From April through March roundddown under 0.1 billion yen

billion yen

	FY11 Apr.-Dec.	FY12 Apr.-Dec.	Change	Change (%)	FY11 Full Year	Forecasts FY12 Full Year	Change from FY11 Change (%)
Net Sales	763.8	755.1	-8.6	-1.1%	969.3	972.0	0.3%
Cost of Sales	241.5	245.6	4.1	1.7%	318.6		
Ratio to Net Sales	31.6%	32.5%			32.9%		
Gross Profit	522.3	509.5	-12.7	-2.4%	650.7		
SG&A	375.7	374.4	-1.3	-0.4%	519.2		
Ratio to Net Sales	49.2%	49.6%			53.6%		
Research and Development	135.5	134.1	-1.3	-1.0%	189.8	184.0	-3.1%
SG&A excluding R&D	240.2	240.3	0.0	0.0%	329.3		
Advertising and Sales Promotion	63.0	56.4	-6.5	-10.4%	86.3		
Salaries, Bonuses and Allowances	95.2	100.1	4.9	5.2%	130.4		
Other	82.0	83.6	1.6	2.0%	112.5		
Operating Income	146.5	135.0	-11.4	-7.8%	131.5	147.0	11.8%
Ratio to Net Sales	19.2%	17.9%			13.6%	15.1%	
Non-Operating Income	3.7	2.1	-1.5	-41.8%	4.1		
Exchange Gain	1.0	-	-1.0	-	1.0		
Non-Operating Expenses	0.3	0.8	0.5	165.7%	0.5		
Exchange Loss	-	0.3	0.3	-	-		
Ordinary Income	149.9	136.4	-13.5	-9.0%	135.1	149.0	10.3%
Ratio to Net Sales	19.6%	18.1%			13.9%	15.3%	
Special Gains	13.1	0.7	-12.3	-94.0%	14.0		
Gain on sales of fixed assets	10.1	0.2	-9.8	-97.7%	10.4		
Gain on sales of investment securities	2.4	0.3	-2.0	-85.9%	2.7		
Special Losses	10.6	14.7	4.0	38.0%	22.1		
Loss on sale and disposal of fixed assets	2.4	0.5	-1.9	-79.4%	5.9		
Loss on impairment of fixed assets	4.2	12.0	7.8	185.3%	9.2		
Loss on disaster	2.3	-	-2.3	-	3.1		
Business integration expenses	0.7	-	-0.7	-	0.6		
Income before Income Taxes	152.4	122.4	-29.9	-19.7%	127.0		
Income Taxes	53.8	37.8	-15.9	-29.7%	48.8		
Net Income	98.6	84.6	-13.9	-14.2%	78.2	98.0	25.3%
Ratio to Net Sales	12.9%	11.2%			8.1%	10.1%	
Comprehensive income	30.0	112.3	82.3	274.1%	54.4		

2.Segment Information by Region

billion yen

		FY11 Apr.-Dec.	FY12 Apr.-Dec.	Change	Change (%)	FY11 Full Year	Forecasts FY12 Full Year	Change from FY11 Change (%)
Net Sales		763.8	755.1	-8.6	-1.1%	969.3	972.0	0.3%
	Japan	444.9	432.4	-12.4	-2.8%	558.4	560.9	0.5%
	Ratio to Net Sales	58.2%	57.3%			57.6%	57.7%	
	Americas	140.6	147.2	6.6	4.7%	183.5	185.8	1.3%
	Ratio to Net Sales	18.4%	19.5%			18.9%	19.1%	
	Europe	151.3	144.7	-6.6	-4.4%	191.7	185.8	-3.1%
	Ratio to Net Sales	19.8%	19.2%			19.8%	19.1%	
	Asia	26.9	30.7	3.8	14.1%	35.7	39.3	10.0%
	Ratio to Net Sales	3.5%	4.1%			3.7%	4.0%	
Operating Income		146.5	135.0	-11.4	-7.8%	131.5	147.0	11.8%
	Japan	83.3	73.4	-9.9	-11.9%			
	Ratio to Net Sales	56.9%	54.4%					
	Americas	7.5	19.6	12.0	160.5%			
	Ratio to Net Sales	5.1%	14.5%					
	Europe	45.7	42.8	-2.8	-6.2%			
	Ratio to Net Sales	31.2%	31.8%					
	Asia	2.2	3.3	1.1	52.0%			
	Ratio to Net Sales	1.5%	2.5%					
	Eliminations	7.6	-4.2	-11.9				

- Calculated according to locations of sellers.

3.Exchange Rate

yen

	FY11 Apr.-Dec. Ave.	FY12 Apr.-Dec. Ave.	FY11 End	FY12 3Q End	FY11 Full Year	Forecasts FY12 Full Year
Yen/USD	79	80	82	87	79	80
Yen/EUR	111	102	110	115	109	100

∗Exchange rate fluctuations had negative impact by 9.8 billion yen on net sales and negative impact by 11.3 billion yen on operating income in Apr.-Dec./FY2012

4.Research and Development Expenses

billion yen

	FY11 Apr.-Dec.	FY12 Apr.-Dec.	Change	Change (%)	FY11 Full Year	Forecasts FY12 Full Year	Change from FY11 Change (%)
Research and Development	135.5	134.1	-1.3	-1.0%	189.8	184.0	-3.1%
Ratio to Net Sales	17.7%	17.8%			19.6%	18.9%	

5.Depreciation/Amortization

billion yen

	FY11 Apr.-Dec.	FY12 Apr.-Dec.	Change	Change (%)	FY11 Full Year	Forecasts FY12 Full Year	Change from FY11 Change (%)
Depreciation(Tangible)							
Consolidated	20.9	12.7	-8.2	-39.3%	28.6	17.0	-40.8%
Amortization(Intangible)							
Consolidated	18.3	21.5	3.1	17.2%	24.9	22.5	-9.8%
Amortization of Goodwill	8.7	8.7			11.7	9.8	
Agensys	5.1	5.1			6.8	5.1	
OSI	3.6	3.5			4.8	4.6	

6. Sales of major products

1)Sales of global products

billion yen

	FY11 Apr.-Dec.	FY12 Apr.-Dec.	Change	Change (%)
Prograf	121.2	119.3	-1.8	-1.5%
Sales by Astellas	116.3	116.1	-0.1	-0.1%
Japan (Including Graceptor)	34.2	37.6	3.4	9.9%
Americas	23.2	22.3	-0.9	-4.1%
Europe	47.2	42.7	-4.5	-9.7%
Advagraf	11.9	12.8	0.8	7.1%
Asia	11.4	13.4	1.9	17.1%
Exports to third parties	4.9	3.1	-1.7	-35.1%
Harnal	48.2	40.8	-7.4	-15.4%
Sales by Astellas	44.5	37.8	-6.7	-15.1%
Japan	21.6	17.8	-3.7	-17.4%
Europe	14.9	11.5	-3.3	-22.5%
Capsule	6.0	5.1	-0.9	-15.4%
Omnic OCAS	8.8	6.4	-2.4	-27.3%
Asia	7.4	7.8	0.4	5.8%
Bulk and Royalties	3.6	2.9	-0.7	-19.7%
Vesicare	73.1	79.7	6.6	9.1%
Japan	21.5	22.6	1.0	5.0%
Americas	28.8	33.5	4.6	16.1%
Europe	20.7	21.4	0.6	3.2%
Asia	1.8	2.0	0.1	9.9%
Betanis/Myrbetriq	0.5	3.7	3.1	623.9%
Japan	0.5	3.2	2.6	525.6%
Americas	-	0.5	0.5	-
Funguard/Mycamine	20.0	23.1	3.1	15.5%
Japan	9.9	10.1	0.1	2.0%
Americas	6.1	7.0	0.8	14.6%
Europe	2.6	4.2	1.5	58.4%
Asia	1.2	1.6	0.4	36.9%
Protopic	12.7	13.2	0.4	3.7%
Japan	2.3	2.6	0.2	11.7%
Americas	5.5	5.9	0.4	8.1%
Europe	3.9	3.2	-0.6	-16.7%
Asia	0.9	1.2	0.3	37.4%
XTANDI Americas	-	5.7	5.7	-

billion yen

Forecasts

Change from FY11

FY11 Full Year	FY12 Full Year	Change (%)
154.8	150.7	-2.7%
148.8	147.1	-1.1%
44.0	49.8	13.0%
29.2	26.5	-9.4%
60.2	53.4	-11.3%
15.7		
15.2	17.4	14.2%
6.0	3.5	-40.5%
60.8	52.1	-14.4%
56.1	48.7	-13.2%
27.4	23.2	-15.4%
18.0	14.7	-18.4%
7.2	6.6	-8.6%
10.8	8.1	-25.0%
9.8	9.9	1.7%
4.7	3.4	-28.6%
97.2	106.8	10.0%
28.0	30.9	10.1%
38.9	43.6	11.9%
27.5	29.1	5.9%
2.4	3.0	23.4%
0.9		
0.9	3.6	284.2%
-		
26.2	29.2	11.2%
12.5	12.1	-3.8%
8.2	9.1	11.1%
3.7	5.8	54.5%
1.6	2.1	26.5%
16.9	17.3	2.0%
3.1	3.7	20.1%
7.4	7.5	0.7%
5.1	4.4	-13.7%
1.2	1.5	24.3%
-	7.9	-

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

2)Sales of products in Japan

billion yen

<Global products>	FY11 Apr.-Dec.	FY12 Apr.-Dec.	Change	Change (%)	FY11 Full Year	Forecasts FY12 Full Year	Change from FY11 Change (%)
Prograf（Including Graceptor）	34.2	37.6	3.4	9.9%	44.0	49.8	13.0%
Harnal	21.6	17.8	-3.7	-17.4%	27.4	23.2	-15.4%
Vesicare	21.5	22.6	1.0	5.0%	28.0	30.9	10.1%
Betanis	0.5	3.2	2.6	525.6%	0.9	3.6	284.2%
Funguard	9.9	10.1	0.1	2.0%	12.5	12.1	-3.8%
Protopic	2.3	2.6	0.2	11.7%	3.1	3.7	20.1%
<Domestic Products>							
Lipitor [Family]	78.1	55.1	-23.0	-29.5%	96.3	71.8	-25.5%
Caduet	2.9	7.2	4.3	149.4%	4.9		
Micardis [Family]	66.3	70.1	3.7	5.6%	85.3	90.6	6.1%
Micombi	7.9	8.9	1.0	12.9%	10.4		
Micamlo	7.6	11.9	4.2	56.0%	10.6		
Gaster	29.7	23.6	-6.1	-20.7%	37.5	30.6	-18.6%
Myslee	26.8	25.3	-1.5	-5.6%	35.2	32.5	-7.8%
Seroquel	21.6	23.0	1.4	6.5%	27.8	27.7	-0.5%
Vaccines	24.7	24.6	-0.1	-0.6%	26.5	28.5	7.3%
Cefzon	6.5	5.6	-0.9	-13.9%	8.2	7.1	-13.7%
Frandol	7.4	6.7	-0.7	-9.6%	9.4	8.7	-7.1%
Celecox	25.1	28.5	3.4	13.6%	33.0	38.6	16.9%
Geninax	9.0	9.4	0.3	4.4%	11.9	12.1	1.5%
Bonoteo	3.5	7.8	4.3	122.1%	5.0	12.0	136.4%
Symbicort	15.0	20.4	5.4	35.9%	20.0	28.7	43.0%
Argamate	-	4.6	4.6	-	0.1	7.3	-
Kiklin	-	0.3	0.3	-	-		
Gonax	-	0.3	0.3	-	-		
Total Rx Sales In Japan	429.6	416.5	-13.0	-3.0%	539.9	541.8	0.4%

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

billion yen

3)Sales of products in Americas and Europe		FY11 Apr.-Dec.	FY12 Apr.-Dec.	Change	Change (%)	FY11 Full Year	Forecasts FY12 Full Year	Change from FY11 Change (%)
Scan*	(Americas)	36.4	38.3	1.8	5.1%	49.0	45.3	-7.5%
Lexiscan		31.4	34.5	3.0	9.8%	42.4		
AmBisome	(Americas)	4.1	4.8	0.6	16.4%	5.5	5.6	2.2%
Tarceva		25.3	26.3	1.0	4.0%	33.7		
	(US)	14.7	16.8	2.1	14.6%	19.8		
	(ex-US)	10.6	9.4	-1.1	-10.7%	13.9		
Eligard	(Europe)	10.7	10.9	0.2	1.9%	13.8	14.3	3.3%
Qutenza	(Europe)	0.3	0.6	0.2	54.2%	0.5		

* Adenoscan + Lexiscan

billion yen

4)Export Sales		FY11 Apr.-Dec.	FY12 Apr.-Dec.	Change	Change (%)	FY11 Full Year	Forecasts FY12 Full Year	Change (%)
Cefspan	Overseas(Exports to third party)	4.4	2.2	-2.2	-49.9%	5.0	3.2	-36.1%

5)Sales in Americas and Europe(Local currency)

Unit:M$

Americas	FY11 Apr.-Dec.	FY12 Apr.-Dec.	Change	Change (%)	FY11 Full Year	Forecasts FY12 Full Year	Change from FY11 Change (%)
Net Sales	1,780	1,840	60	3.4%	2,320	2,331	0.5%
Prograf	294	279	-15	-5.2%	370	332	-10.2%
Scan*	461	479	17	3.8%	619	568	-8.3%
Lexiscan	398	431	33	8.4%	536		
AmBisome	52	60	7	14.9%	69	70	1.4%
Protopic	69	74	4	6.8%	94	94	-0.1%
VESIcare	365	418	53	14.6%	492	547	11.0%
Myrbetriq	-	6	6	-	-		
Mycamine	78	88	10	13.1%	104	115	10.2%
Tarceva	320	329	8	2.7%	426		
US	186	211	24	13.2%	250		
ex-US	134	118	-15	-11.8%	175		
XTANDI	-	71	71	-	-	100	-

* Adenoscan + Lexiscan

Unit:M€

Europe	FY11 Apr.-Dec.	FY12 Apr.-Dec.	Change	Change (%)	FY11 Full Year	Forecasts FY12 Full Year	Change (%)
Net Sales	1,368	1,416	48	3.6%	1,759	1,852	5.3%
Harnal	168	142	-25	-15.5%	209	181	-13.7%
Sales by Astellas	134	113	-21	-16.1%	165	147	-11.4%
Capsule	54	50	-4	-8.4%	66	66	-0.7%
OCAS	80	63	-17	-21.3%	99	81	-18.5%
Bulk and Royalties	33	28	-4	-13.0%	43	34	-22.4%
Prograf	470	448	-22	-4.7%	606	566	-6.6%
Sales by Astellas	427	418	-9	-2.2%	552	532	-3.7%
Advagraf	108	125	17	15.9%	144		
Exports to third parties	43	30	-12	-29.5%	54	34	-36.2%
Vesicare	187	209	22	11.8%	252	291	15.1%
Protopic	35	32	-3	-9.7%	46	44	-6.3%
Mycamine	24	41	17	71.5%	34	58	67.8%
Eligard	96	106	10	10.4%	127	143	12.2%
Qutenza	3	6	2	67.0%	5		

7.Consolidated Balance Sheets

rounddown under 0.1 billion yen

Billion yen

	31-Mar-12 Amount	31-Dec-12 Amount	Change	Comments
Assets	**1,400.6**	**1,418.0**	**17.4**	
Current assets	**781.0**	**801.6**	**20.5**	
Cash on hand and in banks	210.9	242.9	31.9	
Trade notes and accounts receivable	264.6	293.8	29.1	
Marketable securities	88.1	40.6	-47.4	
Inventories	111.8	120.1	8.3	
Other	108.3	106.0	-2.3	
Allowance for doubtful receivables	-2.8	-1.9	0.9	
Fixed assets	**619.5**	**616.4**	**-3.1**	
Property, plant and equipment	**199.1**	**207.9**	**8.7**	
Intangible fixed assets	**314.2**	**302.7**	**-11.5**	
Goodwill	94.1	89.7	-4.4	
Patents	161.4	154.7	-6.7	・Patents
Other	58.5	58.2	-0.2	OSI amortization(-9.4)
Investments and other assets	**106.1**	**105.8**	**-0.3**	Loss on impairment of IPR&D
Investment securities	60.5	57.5	-2.9	
Other	45.6	48.2	2.6	
Allowance for doubtful receivables	-0.0	-0.0	0.0	

rounddown under 0.1 billion yen

Billion yen

	31-Mar-12 Amount	31-Dec-12 Amount	Change	Comments
Liabilities and Net assets	**1,400.6**	**1,418.0**	**17.4**	
Liabilities	**382.5**	**366.8**	**-15.6**	
Current liabilities	**314.1**	**295.6**	**-18.4**	
Trade notes and accounts payable	108.4	115.6	7.2	
Accrued income taxes	24.7	15.3	-9.3	
Provision	4.0	4.5	0.5	
Other	176.9	160.0	-16.8	
Long-term liabilities	**68.3**	**71.1**	**2.8**	
Accrued retirement benefits for employees	16.9	17.2	0.2	
Other	51.3	53.9	2.5	
Net assets	**1,018.1**	**1,051.2**	**33.1**	
Common stock	103.0	103.0	-	
Capital surplus	176.8	176.8	-	
Retained earnings	894.7	919.3	24.5	
Treasury stock	-23.1	-42.5	-19.4	
Unrealized holding gains on securities	12.2	10.5	-1.6	
Foreign currency translation adjustments	-147.1	-117.7	29.3	
Stock subscription rights	1.6	1.8	0.2	

R&D Pipeline (February 2013)

1. Global Development

(1) Approved

Code No. Generic Name	Product Name (Approval Date)	Classification	Target Disease	Area	Dosage Form	Origin	Remarks
YM178 mirabegron	BETMIGA (Dec. 2012)	Beta 3 receptor agonist	Symptomatic treatment of urgency, increased micturition frequency and/or urgency incontinence as may occur in adult patients with overactive bladder syndrome	Europe	Oral	In-house	

(2) Filed (1/2)

Stage in the most advanced territory

Code No. Generic Name	Classification	Target Disease	Area / Phase	Dosage Form	Origin	Remarks
MDV3100 enzalutamide*	Androgen receptor inhibitor	Metastatic castration-resistant prostate cancer in patients who have received docetaxel-based chemotherapy	Europe Filed (Jun. 2012) Japan Phase-II	Oral	Medivation	
		Prostate cancer (Chemotherapy-naive etc.)	US Phase-III Europe Phase-III Japan Phase-III Asia Phase-III			New indication
		Breast cancer	US Phase-I			New indication

*p-INN (proposed international nonproprietary name)

(2) Filed (2/2)

Stage in the most advanced territory

Code No. Generic Name	Classification	Target Disease	Area / Phase	Dosage Form	Origin	Remarks
FK506 tacrolimus	Immunosuppressant	Prophylaxis of organ rejection in adult patients receiving kidney transplants and in adult male patients receiving liver transplants (Extended release capsules)	US Filed (Sep. 2012)	Oral	In-house	New formulation
FK463 micafungin	Candin-type antifungal agent	Candidemia, acute disseminated candidiasis, Candida peritonitis and abscesses, esophageal candidiasis, prophylaxis of Candida infections in patients undergoing hematopoietic stem cell transplantation (Pediatric patients >= 4 months through 16 years of age)	US Filed (Sep. 2012)	Injection	In-house	New indication
ASP4130 tivozanib	Inhibitor of vascular endothelial growth factor (VEGF) receptors 1, 2 and 3	Advanced renal cell carcinoma	US Filed (Sep. 2012) Europe Phase-III	Oral	AVEO	
		Colorectal cancer, Breast cancer	US/Europe Phase-II			New indication
erlotinib (Tarceva)	HER1/EGFR tyrosine kinase inhibitor	First-line treatment of patients with locally advanced or metastatic non-small cell lung cancer whose tumors have epidermal growth factor receptor activating mutations	US Filed (Nov. 2012)	Oral	In-house (OSI)	New indication
		Non-small cell lung cancer (Adjuvant, combination with MetMab), Colorectal carcinoma, Pediatric ependymoma	US Phase-III			New indication

(3) Phase-III / Phase-II (1/2)

Stage in the most advanced territory

Code No. Generic Name	Classification	Target Disease	Area / Phase	Dosage Form	Origin	Remarks
isavuconazole	Azole antifungal	Invasive aspergillosis	US/Europe Phase-III	Injection Oral	Basilea	
		Candidemia/ Invasive candidiasis	US/Europe Phase-III			
ASP0113 (VCL-CB01)	DNA vaccine for cytomegalovirus	Cytomegalovirus reactivation in hematopoietic stem cell transplant recipients	US/Europe Phase-III	Injection	Vical	
		Cytomegalovirus infection or reactivation in solid organ transplant recipients	US/Europe Phase-II			
YM905 solifenacin	Muscarine M_3 receptor antagonist	Neurogenic detrusor overactivity and idiopathic overactive bladder in pediatric patients	US/Europe Phase-III	Oral	In-house	New indication
ASP1517 (FG-4592)	HIF stabilizer	Anemia associated with chronic kidney disease in patients not on dialysis and on dialysis	Europe Phase-III Japan Phase-II	Oral	FibroGen	
YM311 (FG-2216)	HIF stabilizer	Renal anemia	Europe Phase-II Japan Phase-I	Oral	FibroGen	
ASP7487 (OSI-906) linsitinib	IGF-1R/IR tyrosine kinase inhibitor	Ovarian cancer, Non-small cell lung cancer	US Phase-II	Oral	In-house (OSI)	
YM155 sepantronium bromide	Survivin suppressant	Non-Hodgkin's lymphoma	US Phase-II Europe Phase-II Japan Phase-I	Injection	In-house	

(3) Phase-III / Phase-II (2/2)

Stage in the most advanced territory

Code No. Generic Name	Classification	Target Disease	Area / Phase	Dosage Form	Origin	Remarks
AC220 quizartinib	FLT3 kinase inhibitor	Acute myeloid leukemia	US/Europe Phase-II Japan Phase-I	Oral	Ambit	
ASP015K	JAK inhibitor	Rheumatoid arthritis	Japan Phase-II (US/Europe Phase-II*)	Oral	In-house	
ASKP1240	Anti-CD40 antagonist	Prevention of organ transplant rejection	US Phase-II Japan Phase-I	Injection	Kyowa Hakko Kirin	
OSI-027	mTOR kinase inhibitor	Renal cell cancer	US Phase-II	Oral	In-house (OSI)	
EB178 solifenacin/ mirabegron	Concomitant use of solifenacin and mirabegron	Urinary frequency, urinary incontinence or urgency associated with overactive bladder	Europe Phase-II	Oral	In-house	
ASP3652	Inhibition of afferent nerve activity	Chronic prostatitis / Chronic pelvic pain syndrome	Europe Phase-II Japan Phase-I	Oral	In-house	
		Bladder pain syndrome / Interstitial cystitis	Europe Phase-II			
ASP1707	GnRH antagonist	Endometriosis	Europe/Japan Phase-II	Oral	In-house	
		Prostate cancer	Europe Phase-I			

*A license agreement was executed with Janssen Biotech, Inc. for the development and commercialization worldwide except for Japan. Phase-IIb studies will be completed by Astellas.

2. Local Development: Japan

(1) Approved

Code No. Generic Name	Product Name (Approval Date)	Classification	Target Disease	Area	Dosage Form	Origin	Remarks
certolizumab pegol	Cimzia (Dec. 2012)	PEGylated anti-tumor necrosis factor-alpha antibody	Treatment of rheumatoid arthritis not responding to conventional therapy (including inhibition of progression of bone structural damage)	Japan	Injection	UCB	

(2) Filed

The most advanced stage

Code No. Generic Name	Classification	Target Disease	Area / Phase	Dosage Form	Origin	Remarks
YM443 acotiamide	Acetylcholine esterase inhibitor	Functional dyspepsia	Japan Filed (Sep. 2010)	Oral	Zeria	
YM060 ramosetron	5-HT3 receptor antagonist	Diarrhea-predominant irritable bowel syndrome in male (Orally-disintegrating tablet)	Japan Filed (Aug. 2012)	Oral	In-house	New formulation
		Irritable bowel syndrome Female patients	Japan Phase-III			New indication
amoxicillin	Penicillin antibiotic	Helicobacter pylori eradication in patients with Helicobacter pylori gastritis by triple therapy with proton pump inhibitors and either clarithromycin or metronidazole	Japan Filed (Aug. 2012)	Oral	In-house	New indication

(3) Phase-III / Phase-II (1/2)

Code No. Generic Name	Classification	Target Disease	Area / Phase	Dosage Form	Origin	Remarks
ASP1941 ipragliflozin	SGLT2 inhibitor	Type 2 diabetes	Japan Phase-III	Oral	In-house (co-development with Kotobuki)	
YM533 beraprost sodium	Prostacyclin receptor stimulator	Chronic renal failure (primary, nephrosclerosis)	Japan/Asia Phase-III	Oral	Toray	New indication New formulation
FK949E quetiapine	Serotonin/dopamine antagonist	Depressive episode in bipolar disorders	Japan Phase-III	Oral	AstraZeneca	New indication New formulation
		Major depressive disorder	Japan Phase-II			
certolizumab pegol	PEGylated anti-tumor necrosis factor-alpha antibody	Methotrexate-naive rheumatoid arthritis	Japan Phase-III	Injection	UCB	New indication
ASP1585 (AMG223) bixalomer	Amine-functional polymer	Hyperphosphatemia in patients not on dialysis with chronic kidney disease	Japan Phase-III	Oral	Ilypsa/Amgen	New indication
nateglinide	Fast acting insulin secretion enhancer	Type 2 diabetes Combination with DPP-4 inhibitors	Japan Phase-III	Oral	Ajinomoto	New indication
ASP7374	Influenza vaccine	Prophylaxis of seasonal influenza	Japan Phase-III	Injection	UMN Pharma	
ASP7373	Influenza vaccine	Prophylaxis of H5N1 influenza	Japan Phase-II	Injection	UMN Pharma	

(3) Phase-III / Phase-II (2/2)

Code No. Generic Name	Classification	Target Disease	Area / Phase	Dosage Form	Origin	Remarks
ASP3550 degarelix	GnRH antagonist	Prostate cancer (Three-month formulation)	Japan Phase-II	Injection	Ferring	New formulation
ASP0456 linaclotide	Guanylate cyclase type-C receptor agonist	Irritable bowel syndrome	Japan Phase-II	Oral	Ironwood	

3. Local Development: Europe

(1) Filed

Code No. Generic Name	Classification	Target Disease	Area / Phase	Dosage Form	Origin	Remarks
EC905 solifenacin/ tamsulosin	Fixed dose combination of solifenacin and tamsulosin	Lower urinary tract symptoms associated with benign prostatic hyperplasia, with storage symptoms	Europe Filed (Mar. 2012)	Oral	In-house	

(2) Phase-lll/ Phase-ll

Code No. Generic Name	Classification	Target Disease	Area / Phase	Dosage Form	Origin	Remarks
NGX-4010 capsaicin	TRPV1 agonist	Peripheral diabetic neuropathy	Europe Phase-III	Patch	NeurogesX	New indication

4. Phase-I

Code No. Generic Name	Target Disease	Dosage Form	Origin
AGS-16M8F/ AGS-16C3F	Cancer (ADC technology)	Injection	In-house (Agensys)
ASG-5ME	Cancer (ADC technology)	Injection	In-house (Agensys) (co-development with Seattle Genetics)
ASP7035	Nocturia	Oral	In-house
ASP0777	Alzheimer's disease [Dementia]	Oral	In-house
ASP0306	Lower urinary tract symptoms associated with benign prostatic hyperplasia	Oral	In-house
ASP4901 (AKP-002)	Lower urinary tract symptoms associated with benign prostatic hyperplasia	Oral	ASKA
ASP8477	Neuropathic pain	Oral	In-house
ASP2408	Rheumatoid arthritis	Injection	In-house (Perseid)
ASP3026	Cancer	Oral	In-house
ASG-22ME	Cancer (ADC technology)	Injection	In-house (Agensys) (co-development with Seattle Genetics)
ASP9226	Neuropathic pain	Oral	In-house
ASP9603	Prostate cancer	Oral	In-house
ASP7991	Secondary hyperparathyroidism	Oral	In-house
ASP2409	Prevention of organ transplant rejection	Injection	In-house (Perseid)
ASP6432	Lower urinary tract symptoms associated with benign prostatic hyperplasia	Oral	In-house
ASP9853	Cancer	Oral	In-house
ASP8232	Diabetic nephropathy	Oral	In-house
fidaxomicin*	Clostridium difficile associated diarrhea	Oral	Optimer

*Japanese development

5. Project Discontinued

Code No. Generic Name	Area / Phase	Target Disease	Reason
PSN821	Europe Phase-II	Type 2 diabetes, Obesity	We received a notice from AstraZeneca not to exercise an exclusive option to acquire the asset of PSN821. We have decided to discontinue the development based on the strategic priority among focused therapeutic areas and pipeline at Astellas.
ASP8597 diannexin	US Phase-II	Prevention of delayed graft function in kidney transplantation	We have decided to discontinue the development based on the recent findings in the preclinical study conducted during Phase-II/III study.

<Changes from the Previous Announcement on November 1, 2012>

Launched

-Enzalutamide: Removed the previous item below. Enzalutamide was launched in the US in September 2012.

Code No. Generic Name	Product Name (Approval Date)	Classification	Target Disease	Area	Dosage Form	Origin	Remarks
MDV3100 enzalutamide*	XTANDI (Aug. 2012)	Androgen receptor inhibitor	Metastatic castration-resistant prostate cancer in patients who have previously received docetaxel	US	Oral	Medivation	

*p-INN (proposed international nonproprietary name)

Approved

-Mirabegron: Approved in Europe in December 2012.

-Certolizumab pegol: Approved in Japan in December 2012.

Code No. Generic Name	Product Name (Approval Date)	Classification	Target Disease	Area	Dosage Form	Origin	Remarks
YM178 mirabegron	BETMIGA (Dec. 2012)	Beta 3 receptor agonist	Symptomatic treatment of urgency, increased micturition frequency and/or urgency incontinence as may occur in adult patients with overactive bladder syndrome	Europe	Oral	In-house	
certolizumab pegol	Cimzia (Dec. 2012)	PEGylated anti-tumor necrosis factor-alpha antibody	Treatment of rheumatoid arthritis not responding to conventional therapy (including inhibition of progression of bone structural damage)	Japan	Injection	UCB	

Filed

-Erlotinib: Filed in the US in November 2012 for first-line treatment of patients with locally advanced or metastatic non-small cell lung cancer whose tumors have epidermal growth factor receptor activating mutations. (Changed underlined part)

Code No. Generic Name	Classification	Target Disease	Area / Phase	Dosage Form	Origin	Remarks
erlotinib (Tarceva)	HER1/EGFR tyrosine kinase inhibitor	First-line treatment of patients with locally advanced or metastatic non-small cell lung cancer whose tumors have epidermal growth factor receptor activating mutations	US Filed (Nov. 2012)	Oral	In-house (OSI)	New indication
		Non-small cell lung cancer (Adjuvant, combination with MetMab), Colorectal carcinoma, Pediatric ependymoma	US Phase-III			New indication

Phase-III / Phase-II

-ASP1517: Entered into Phase-III in Europe and Phase-II in Japan. (Changed underlined part)

-Quizartinib: Entered into Phase-I in Japan. (Added underlined part)

-ASP7374: Entered into Phase-III in Japan. (Changed underlined part)

Code No. Generic Name	Classification	Target Disease	Area / Phase	Dosage Form	Origin	Remarks
ASP1517 (FG-4592)	HIF stabilizer	Anemia associated with chronic kidney disease in patients not on dialysis and on dialysis	Europe Phase-III Japan Phase-II	Oral	FibroGen	
AC220 quizartinib	FLT3 kinase inhibitor	Acute myeloid leukemia	US/Europe Phase-II Japan Phase-I	Oral	Ambit	
ASP7374	Influenza vaccine	Prophylaxis of seasonal influenza	Japan Phase-III	Injection	UMN Pharma	

Phase-I

-ASP8232 [Diabetic nephropathy]: Entered into Phase-I.

-Fidaxomicin [Clostridium difficile associated diarrhea]: Entered into Phase-I for Japanese development.

Project Discontinued

-PSN821 [Type 2 diabetes, Obesity] in Phase-II in Europe: Deleted from the list due to the development discontinuation.

-Diannexin [Prevention of delayed graft function in kidney transplantation] in Phase-II in US:
Deleted from the list due to the development discontinuation.