Supplementary Documents [IFRS]

Financial results for the first six months of the fiscal year 2017 (FY2017)

Astellas Pharma Inc.

- Q2/FY2017 Financial Results
  - Six months ended September 30, 2017
  - Three months ended September 30, 2017
- Pipeline list

Cautionary Notes
In this material, statements made with respect to current plans, estimates, strategies and beliefs and other statements that are not historical facts are forward-looking statements about the future performance of Astellas. These statements are based on management's current assumptions and beliefs in light of the information currently available to it and involve known and unknown risks and uncertainties. A number of factors could cause actual results to differ materially from those discussed in the forward-looking statements. Such factors include, but are not limited to: (i) changes in general economic conditions and in laws and regulations, relating to pharmaceutical markets, (ii) currency exchange rate fluctuations, (iii) delays in new product launches, (iv) the inability of Astellas to market existing and new products effectively, (v) the inability of Astellas to continue to effectively research and develop products accepted by customers in highly competitive markets, and (vi) infringements of Astellas' intellectual property rights by third parties.
Information about pharmaceutical products (including products currently in development) which is included in this material is not intended to constitute an advertisement or medical advice.

[Six months ended September 30, 2017]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY16 APR. - SEP.	FY17 APR. - SEP.	Change	Change (%)	FY16 Full Year	Initial Forecasts FY17 Full Year	Revised Forecasts FY17 Full Year	Change from FY16 Change (%)
Sales	651.7	639.8	-11.9	-1.8%	1,311.7	1,279.0	1,297.0	-1.1%
Cost of sales	146.2	148.8	2.6	1.8%	320.5			
Ratio to Sales	22.4%	23.3%			24.4%			
Gross profit	505.5	490.9	-14.5	-2.9%	991.2			
SG&A expenses	220.8	228.3	7.5	3.4%	470.8			
Ratio to Sales	33.9%	35.7%			35.9%			
Advertising and Sales Promotion	69.2	72.3	3.1	4.5%	144.1			
Personnel expenses	85.5	88.0	2.6	3.0%	177.0			
Other	66.2	68.0	1.8	2.7%	149.7			
R&D expenses	99.7	107.5	7.8	7.8%	208.1	218.0	218.0	4.7%
Ratio to Sales	15.3%	16.8%			15.9%	17.0%	16.8%	
Amortisation of intangible assets	17.7	17.9	0.2	1.3%	35.8			
Share of profits/losses of associates and joint ventures	-0.8	-0.9	-0.1	-	-1.9			
Other income	0.4	10.0	9.6	-	9.6			
Fair value remeasurements on contingent consideration	-	9.5	9.5	-	-			
Other expense	9.8	50.3	40.5	414.4%	23.3			
Impairment losses	7.6	36.7	29.1	382.4%	18.1			
Net foreign exchange losses	0.5	8.5	8.0	-	-			
Operating profit	157.1	96.1	-61.0	-38.8%	260.8	254.0	222.0	-14.9%
Ratio to Sales	24.1%	15.0%			19.9%	19.9%	17.1%	
Finance income	2.4	5.6	3.2	135.5%	22.9			
Gain on sales of available-for-sale financial assets	1.6	4.7	3.2	199.3%	21.3			
Finance expense	1.7	0.5	-1.2	-71.0%	2.0			
Impairment losses for available-for-sale financial assets	0.4	0.0	-0.4	-96.3%	0.6			
Profit before tax	157.8	101.2	-56.5	-35.8%	281.8	260.0	228.0	-19.1%
Ratio to Sales	24.2%	15.8%			21.5%	20.3%	17.6%	
Income tax expense	42.7	19.1	-23.6	-55.3%	63.1			
Profit for the period	115.1	82.1	-32.9	-28.6%	218.7	198.0	180.0	-17.7%
Ratio to Sales	17.7%	12.8%			16.7%	15.5%	13.9%	
Comprehensive income	2.7	164.2	161.5	-	174.6			

2. Consolidated Results (Core Basis)

Unit: B¥

	FY16 APR. - SEP.	FY17 APR. - SEP.	Change	Change (%)	FY16 Full Year	Initial Forecasts FY17 Full Year	Revised Forecasts FY17 Full Year	Change from FY16 FY17 (%)
Sales	651.7	639.8	-11.9	-1.8%	1,311.7	1,279.0	1,297.0	-1.1%
Cost of sales	146.2	148.8	2.6	1.8%	320.5			
Ratio to Sales	22.4%	23.3%			24.4%			
Gross profit	505.5	490.9	-14.5	-2.9%	991.2			
SG&A expenses	220.8	228.3	7.5	3.4%	470.8			
Ratio to Sales	33.9%	35.7%			35.9%			
Advertising and Sales Promotion	69.2	72.3	3.1	4.5%	144.1			
Personnel expenses	85.5	88.0	2.6	3.0%	177.0			
Other	66.2	68.0	1.8	2.7%	149.7			
R&D expenses	99.7	107.5	7.8	7.8%	208.1	218.0	218.0	4.7%
Ratio to Sales	15.3%	16.8%			15.9%	17.0%	16.8%	
Amortisation of intangible assets	17.7	17.9	0.2	1.3%	35.8			
Share of profits/losses of associates and joint ventures	-0.8	-0.9	-0.1	-	-1.9			
Operating profit	166.5	136.4	-30.1	-18.1%	274.6	254.0	258.0	-6.0%
Ratio to Sales	25.5%	21.3%			20.9%	19.9%	19.9%	
Finance income	0.8	0.9	0.1	10.0%	1.7			
Finance expense	1.3	0.4	-0.9	-65.9%	1.3			
Profit before Tax	166.0	136.8	-29.2	-17.6%	274.9			
Ratio to Sales	25.5%	21.4%			21.0%			
Income tax expense	45.4	30.2	-15.2	-33.6%	61.6			
Profit for the period	120.6	106.6	-13.9	-11.6%	213.3	195.0	201.0	-5.8%
Ratio to Sales	18.5%	16.7%			16.3%	15.2%	15.5%	

3. Exchange Rate

Unit: yen

	FY16 APR. - SEP.Ave.	FY17 APR. - SEP.Ave.	FY16 End	FY17 Q2 End	FY16 Full Year	Initial Forecasts FY17 Full Year	Revised Forecasts FY17 Full Year
USD/Yen	105	111	112	113	108	110	111
EUR/Yen	118	126	120	133	119	120	128

* Exchange rate fluctuations had positive impact by 24.2 billion yen on sales and negative impact by 7.4 billion yen on Core operating profit in Q2/FY2017

4. Reconciliation of Full Basis to Core Basis

Unit: B¥

	FY15 APR. - SEP.			FY16 APR. - SEP.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
Sales	**651.7**	**-**	**651.7**	**639.8**	**-**	**639.8**
Cost of sales	146.2	-	146.2	148.8	-	148.8
Gross profit	**505.5**	**-**	**505.5**	**490.9**	**-**	**490.9**
SG&A expenses	220.8	-	220.8	228.3	-	228.3
R&D expenses	99.7	-	99.7	107.5	-	107.5
Amortisation of intangible assets	17.7	-	17.7	17.9	-	17.9
Share of losses of associates and joint ventures	-0.8	-	-0.8	-0.9	-	-0.9
Other income *1	0.4	-0.4	-	10.0	-10.0	-
Other expense *1	9.8	-9.8	-	50.3	-50.3	-
Operating profit	**157.1**	**9.4**	**166.5**	**96.1**	**40.3**	**136.4**
Finance income *2	2.4	-1.6	0.8	5.6	-4.7	0.9
Finance expense *2	1.7	-0.4	1.3	0.5	-0.0	0.4
Profit before tax	**157.8**	**8.2**	**166.0**	**101.2**	**35.6**	**136.8**
Income tax expense	42.7	2.7	45.4	19.1	11.1	30.2
Profit for the period	**115.1**	**5.5**	**120.6**	**82.1**	**24.5**	**106.6**

*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, loss on the restructuring, litigation costs and foreign exchange gains/losses, etc.

*2. Gain/loss on sale of available-for-sale (“AFS”) and impairment losses of AFS included in “Finance income” and “Finance expense” are excluded from Core results as non-core items.

5. Sales by Region

Unit: B¥

		FY16 APR. - SEP.	FY17 APR. - SEP.	Change	Change (%)	FY16 Full Year	Initial Forecasts FY17 Full Year	Revised Forecasts FY17 Full Year	Change from FY16 FY17 Full Year (%)
Sales		651.7	639.8	-11.9	-1.8%	1,311.7	1,279.0	1,297.0	-1.1%
	Japan	237.2	213.0	-24.2	-10.2%	480.8	426.9	423.0	-12.0%
	Ratio to Sales	36.4%	33.3%			36.7%	33.4%	32.6%	
	Americas	206.6	208.4	1.7	0.8%	412.4	430.7	432.9	5.0%
	Ratio to Sales	31.7%	32.6%			31.4%	33.7%	33.4%	
	EMEA	166.1	169.1	3.0	1.8%	330.8	319.3	339.7	2.7%
	Ratio to Sales	25.5%	26.4%			25.2%	25.0%	26.2%	
	Asia and Oceania	41.8	49.4	7.6	18.1%	87.7	102.1	101.4	15.7%
	Ratio to Sales	6.4%	7.7%			6.7%	8.0%	7.8%	

- Calculated according to locations of sellers.
- EMEA: Europe, Middle East and Africa

6. Per Share Information

	FY16 APR. - SEP.	FY17 APR. - SEP.	FY16 Full Year	Initial Forecasts FY17 Full Year	Revised Forecasts FY17 Full Year
The number of shares issued (thousand)	2,153,823	2,068,823	2,153,823		
Treasury Shares (thousand)	29,169	39,459	88,817		
The number of shares issued after deducting Treasury Shares (thousand)	2,124,653	2,029,364	2,065,005		
Earnings per share (yen)	54.16	39.97	103.69	95.88	88.15
Earnings per share (yen) core base	56.75	51.90	101.15	94.43	98.43
Dividend per share (yen)	17	18	34	36	36

7. Addition to Property, Plant and Equipment

Depreciation/Amortisation

Unit: B¥

		FY16 APR. - SEP.	FY17 APR. - SEP.	Change	Change (%)	FY16 Full Year	Initial Forecasts FY17 Full Year	Revised Forecasts FY17 Full Year	Change from FY16 FY17 Full Year (%)
Addition to Property, Plant and Equipment									
	Consolidated	8.9	10.4	1.5	16.5%	23.9	25.0	25.0	4.6%
Depreciation (PP&E)									
	Consolidated	10.9	10.9	0.0	0.2%	21.9	23.0	23.0	5.2%
Amortisation (Intangible Assets) *									
	Consolidated	20.6	21.3	0.7	3.4%	41.9	42.0	42.0	0.2%

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

8. Sales of major products

1) Sales of global products

Unit: B¥

	FY16 APR. - SEP.	FY17 APR. - SEP.	Change	Change (%)	FY16 Full Year	Initial Forecasts FY17 Full Year	Revised Forecasts FY17 Full Year	Change from FY16 FY17 Full Year (%)
XTANDI	126.0	140.3	14.3	11.4%	252.1	277.7	291.3	15.6%
US	68.3	68.3	0.0	0.0%	131.7	133.3	140.4	6.6%
ex-US	57.7	72.0	14.3	24.8%	120.4	144.4	151.0	25.4%
Japan	11.8	12.9	1.1	9.2%	23.4	25.8	25.9	10.8%
Americas (ex-US)	3.5	5.3	1.8	49.6%	7.7	10.1	11.0	42.5%
EMEA	40.8	51.3	10.5	25.8%	85.3	101.5	108.4	27.1%
Asia and Oceania	1.6	2.5	1.0	61.6%	4.0	7.0	5.6	41.7%
Eligard	7.9	8.4	0.5	6.8%	15.9	17.6	18.3	14.8%
EMEA	7.7	8.2	0.5	6.3%	15.7	17.2	17.8	13.6%
Asia and Oceania	0.1	0.2	0.0	37.2%	0.2	0.4	0.5	89.4%
Vesicare	59.8	49.7	-10.1	-16.9%	116.1	114.6	106.2	-8.5%
Japan	13.0	12.1	-0.8	-6.5%	25.6	24.5	24.0	-6.3%
Americas	27.7	19.7	-7.9	-28.7%	53.1	52.5	45.5	-14.3%
EMEA	16.6	15.0	-1.5	-9.2%	32.0	31.4	31.0	-3.2%
Asia and Oceania	2.4	2.5	0.2	7.8%	5.0	5.8	5.2	3.8%
Betanis/Myrbetriq/BETMIGA	45.7	57.6	11.9	26.0%	98.8	122.8	126.1	27.6%
Japan	12.4	14.1	1.8	14.5%	25.9	31.9	29.6	14.5%
Americas	25.1	32.8	7.7	30.8%	55.3	68.0	72.8	31.7%
EMEA	6.9	8.3	1.4	20.7%	14.1	17.7	18.3	29.6%
Asia and Oceania	1.4	2.4	1.0	67.6%	3.5	5.2	5.4	51.6%
Harnal/Omnic	23.5	25.4	1.9	8.1%	47.7	47.1	50.8	6.5%
Sales by Astellas	22.5	24.1	1.6	7.2%	45.4	45.2	48.9	7.8%
Japan	4.8	4.0	-0.8	-17.1%	9.2	6.9	7.4	-18.9%
EMEA	6.8	7.8	1.0	15.4%	14.1	14.9	16.1	14.2%
Asia and Oceania	10.5	11.7	1.3	12.3%	21.1	23.4	24.2	14.9%
Bulk and Royalties	1.0	1.2	0.3	27.6%	2.3	1.8	1.9	-18.6%
Prograf	94.2	99.3	5.1	5.4%	186.2	186.7	194.8	4.6%
Sales by Astellas	92.6	97.0	4.5	4.8%	183.5	184.8	191.8	4.5%
Japan (Including Graceptor)	24.8	25.0	0.2	0.9%	48.8	48.5	48.8	-0.1%
Americas	14.1	12.5	-1.7	-11.8%	27.3	28.1	25.5	-6.5%
EMEA	35.7	39.5	3.8	10.7%	70.1	68.7	77.2	10.1%
Advagraf	15.0	17.7	2.7	17.9%	30.0			
Asia and Oceania	18.0	20.1	2.1	11.5%	37.3	39.6	40.3	7.9%
Exports to third parties	1.6	2.2	0.6	38.5%	2.6	1.9	3.0	15.0%
Funguard/MYCAMINE	20.1	20.9	0.8	3.8%	40.3	36.1	40.3	0.1%
Japan	5.6	5.5	-0.1	-1.9%	11.2	11.3	11.0	-1.5%
Americas	6.0	5.9	-0.1	-1.2%	12.2	9.6	11.3	-7.6%
EMEA	5.6	6.1	0.5	9.6%	10.8	8.4	11.0	1.5%
Asia and Oceania	3.0	3.4	0.4	13.5%	6.0	6.8	7.0	16.5%

- Sales of products in Japan are shown in a gross sales basis.
- EMEA: Europe, Middle East and Africa

2) Sales of products in Japan

Unit: B¥

<Global products>	FY16 APR. - SEP.	FY17 APR. - SEP.	Change	Change (%)	FY16 Full Year	Initial Forecasts FY17 Full Year	Revised Forecasts FY17 Full Year	Change from FY16 FY17 Full Year (%)
XTANDI	11.8	12.9	1.1	9.2%	23.4	25.8	25.9	10.8%
Vesicare	13.0	12.1	-0.8	-6.5%	25.6	24.5	24.0	-6.3%
Betanis	12.4	14.1	1.8	14.5%	25.9	31.9	29.6	14.5%
Harnal	4.8	4.0	-0.8	-17.1%	9.2	6.9	7.4	-18.9%
Prograf （Including Graceptor）	24.8	25.0	0.2	0.9%	48.8	48.5	48.8	-0.1%
Funguard	5.6	5.5	-0.1	-1.9%	11.2	11.3	11.0	-1.5%
<Local products in Japan>								
Micardis [Family]	46.8	31.5	-15.3	-32.8%	93.2	52.2	49.4	-47.0%
Micombi	4.8	3.3	-1.5	-31.5%	9.4			
Micamlo	13.0	9.2	-3.8	-29.1%	26.2			
Celecox	24.1	24.8	0.6	2.5%	47.6	48.3	48.2	1.3%
Symbicort	18.7	19.0	0.3	1.8%	39.3	41.3	39.8	1.3%
Bonoteo	7.0	6.8	-0.2	-3.2%	13.8	13.3	13.2	-4.4%
Geninax	4.2	4.0	-0.2	-4.9%	10.1	10.2	10.0	-1.8%
Vaccines	11.1	6.8	-4.3	-38.8%	34.5	28.9	30.5	-11.5%
Argamate	3.0	2.9	-0.0	-1.2%	5.8	5.9	5.8	-0.6%
Gonax	2.2	2.3	0.2	7.3%	4.5	4.8	4.8	6.1%
Cimzia	3.9	4.5	0.6	16.2%	7.7	9.3	8.8	13.9%
Suglat	4.6	5.8	1.2	26.3%	9.5	12.8	11.7	23.5%
Repatha		0.7						
Lipitor	12.2	10.5	-1.7	-14.0%	23.2	18.0	19.7	-15.0%
Myslee	7.6	6.9	-0.7	-9.3%	14.7	13.0	13.2	-9.9%
Seroquel	4.1	3.3	-0.7	-17.9%	7.5	5.5	6.1	-18.9%
Total Rx Sales In Japanese market	221.8	194.1	-27.7	-12.5%	452.7	391.0	387.0	-14.5%

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

3) Sales of products in Americas

Unit: B¥

	FY16 APR. - SEP.	FY17 APR. - SEP.	Change	Change (%)	FY16 Full Year	Initial Forecasts FY17 Full Year	Revised Forecasts FY17 Full Year	Change from FY16 FY17 Full Year (%)
Tarceva	17.9	16.8	-1.1	-6.0%	35.2			
(US)	13.2	12.7	-0.5	-3.8%	25.8			
(ex-US)	4.7	4.2	-0.6	-12.0%	9.4			
Scan (Americas)	35.4	36.5	1.2	3.4%	71.5	72.3	72.6	1.5%
AmBisome (Americas)	4.8	5.7	1.0	20.2%	10.5	10.5	11.1	5.2%
CRESEMBA (Americas)	2.5	4.2	1.7	68.3%	5.8	8.5	8.8	52.7%

4) Sales in Americas and EMEA (Local currency)

Unit: M$

Americas	FY16 APR. - SEP.	FY17 APR. - SEP.	Change	Change (%)	FY16 Full Year	Initial Forecasts FY17 Full Year	Revised Forecasts FY17 Full Year	Change from FY16 Change (%)
Sales	1,963	1,876	-87	-4.4%	3,805	3,915	3,917	2.9%
XTANDI	682	663	-20	-2.9%	1,286	1,304	1,370	6.5%
US	649	615	-34	-5.2%	1,215	1,212	1,270	4.5%
Americas (ex-US)	34	48	14	41.9%	71	92	100	39.7%
Tarceva	170	152	-19	-10.9%	325			
US	125	114	-11	-8.8%	238			
ex-US	45	38	-7	-16.6%	87			
VESIcare	263	178	-85	-32.4%	490	478	411	-16.0%
Myrbetriq	238	295	57	24.0%	510	618	658	29.1%
Prograf	134	112	-22	-16.4%	252	256	231	-8.4%
Scan	336	329	-7	-2.0%	660	657	657	-0.5%
MYCAMINE	57	53	-4	-6.3%	113	88	102	-9.4%
AmBisome	45	52	6	14.0%	97	96	100	3.2%
CRESEMBA	24	38	14	59.6%	53	77	80	49.8%

Unit: M€

EMEA	FY16 APR. - SEP.	FY17 APR. - SEP.	Change	Change (%)	FY16 Full Year	Initial Forecasts FY17 Full Year	Revised Forecasts FY17 Full Year	Change from FY16 Change (%)
Sales	1,406	1,339	-67	-4.8%	2,785	2,661	2,651	-4.8%
XTANDI	345	406	61	17.7%	718	846	846	17.8%
Eligard	66	65	-0	-0.6%	132	143	139	5.4%
Vesicare	140	119	-21	-15.1%	270	261	242	-10.2%
BETMIGA	58	66	8	12.9%	119	147	143	20.1%
Omnic	66	72	6	9.4%	138	140	140	1.6%
Sales by Astellas	57	62	5	8.0%	118	124	125	5.9%
Bulk and Royalties	8	10	2	19.4%	19	15	15	-24.6%
Prograf	315	330	15	4.7%	612	588	626	2.3%
Sales by Astellas	302	313	11	3.6%	590	572	602	2.1%
Advagraf	127	140	13	10.3%	252			
Exports to third parties	14	18	4	29.7%	22	16	24	6.7%
MYCAMINE	47	48	1	2.5%	91	70	86	-5.9%

- EMEA: Europe, Middle East and Africa

9.Consolidated statements of financial position

Unit: B¥

			31-Mar-17	30-Sep-17	
			Amount	Amount	Change
Assets			**1,820.9**	**1,895.7**	**74.8**
	Non-current assets		**944.2**	**1,025.5**	**81.3**
		Property, plant and equipment	191.1	182.7	-8.4
		Goodwill	175.3	199.1	23.7
		Other intangible assets	387.4	433.4	46.0
		Trade and other receivables	22.3	23.7	1.5
		Investments in associates and joint ventures	3.0	2.6	-0.4
		Deferred tax assets	90.3	99.8	9.5
		Other financial assets	61.6	74.4	12.8
		Other non-current assets	13.2	9.8	-3.4
	Current assets		**876.7**	**870.2**	**-6.5**
		Inventories	182.5	162.7	-19.8
		Trade and other receivables	309.8	314.1	4.2
		Income tax receivable	11.0	10.1	-0.9
		Other financial assets	13.6	47.5	33.9
		Other current assets	18.8	16.6	-2.3
		Cash and cash equivalents	340.9	307.9	-33.0
		Assets held for sale	-	11.4	11.4

Unit: B¥

	31-Mar-17	30-Sep-17	
	Amount	Amount	Change
Equity and Liabilities	**1,820.9**	**1,895.7**	**74.8**
Equity	**1,271.8**	**1,350.9**	**79.1**
Equity attributable to owners of the parent	**1,271.8**	**1,350.9**	**79.1**
Share capital	103.0	103.0	-
Capital surplus	177.1	177.1	0.1
Treasury shares	-138.2	-55.5	82.7
Retained earnings	1,013.9	930.6	-83.4
Other components of equity	116.0	195.8	79.8
Liabilities	**549.1**	**544.8**	**-4.3**
Non-current liabilities	**149.2**	**179.4**	**30.2**
Trade and other payables	0.4	3.8	3.3
Deferred tax liabilities	25.3	46.2	20.9
Retirement benefit liabilities	36.6	36.8	0.2
Provisions	4.9	4.6	-0.4
Other financial liabilities	28.4	35.0	6.6
Other non-current liabilities	53.5	53.1	-0.4
Current liabilities	**399.9**	**365.4**	**-34.5**
Trade and other payables	182.8	125.1	-57.7
Income tax payable	10.9	15.3	4.4
Provisions	96.6	108.3	11.8
Other financial liabilities	3.0	2.8	-0.2
Other current liabilities	106.5	113.8	7.3

10. Employees

Number of employees

	FY16 2Q End	FY17 2Q End	FY16 FY End
Total	17,215	16,895	17,202
Japan	7,070	7,013	7,029
Americas	2,936	2,849	3,016
EMEA	4,753	4,572	4,672
Asia and Oceania	2,456	2,461	2,485
Total Medical Representatives	5,980	5,430	5,750

- EMEA: Europe, Middle East and Africa

11. Shareholders

	FY16 2Q End	FY17 2Q End
Banks	32.0%	31.6%
Securities	3.0%	3.2%
Other companies	3.5%	3.5%
Foreign companies	51.6%	49.7%
Individuals and others	8.6%	10.2%
Treasury Stock*	1.3%	1.8%

* Treasury Stock does not include shares owned by the executive compensation BIP (Board Incentive Plan) trust.

[Six months ended September 30, 2017]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY17			
	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Sales	322.6	-4.5%	317.2	1.0%
Cost of sales	79.3	10.9%	69.5	-7.0%
Ratio to Sales	24.6%		21.9%	
Gross profit	243.3	-8.6%	247.6	3.5%
SG&A expenses	112.3	0.4%	116.0	6.4%
Ratio to Sales	34.8%		36.6%	
Advertising and Sales Promotion	34.6	-3.5%	37.7	13.1%
Personnel expenses	43.6	0.3%	44.4	5.8%
Other	34.1	4.8%	33.8	0.7%
R&D expenses	56.5	10.7%	51.0	4.8%
Ratio to Sales	17.5%		16.1%	
Amortisation of intangible assets	9.0	-0.1%	9.0	2.8%
Share of profits/losses of associates and joint ventures	-0.4	–	-0.5	–
Other income	9.7	–	0.3	106.6%
Fair value remeasurements on contingent consideration	9.2	-	0.3	-
Other expense	31.3	–	19.0	124.4%
Impairment losses	26.0	-	10.8	41.5%
Net foreign exchange losses	5.1	–	3.5	–
Operating profit	43.5	-53.1%	52.5	-18.1%
Ratio to Sales	13.5%		16.6%	
Finance income	5.2	328.9%	0.4	-65.1%
Gain on sales of available-for-sale financial assets	4.7	628.1%	0.0	-99.8%
Finance expense	0.3	-68.8%	0.2	-73.7%
Impairment losses for available-for-sale financial assets	0.0	-99.5%	0.0	-85.0%
Profit before tax	48.5	-48.0%	52.8	-18.3%
Ratio to Sales	15.0%		16.6%	
Income tax expense	6.0	-77.4%	13.1	-18.8%
Profit for the period	42.5	-36.2%	39.6	-18.2%
Ratio to Sales	13.2%		12.5%	
Comprehensive income	83.5	345.6%	80.6	119.9%

2. Consolidated Results (Core Basis)

Unit: B¥

	FY17			
	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Sales	322.6	-4.5%	317.2	1.0%
Cost of sales	79.3	10.9%	69.5	-7.0%
Ratio to Sales	24.6%		21.9%	
Gross profit	243.3	-8.6%	247.6	3.5%
SG&A expenses	112.3	0.4%	116.0	6.4%
Ratio to Sales	34.8%		36.6%	
Advertising and Sales Promotion	34.6	-3.5%	37.7	13.1%
Personnel expenses	43.6	0.3%	44.4	5.8%
Other	34.1	4.8%	33.8	0.7%
R&D expenses	56.5	10.7%	51.0	4.8%
Ratio to Sales	17.5%		16.1%	
Amortisation of intangible assets	9.0	-0.1%	9.0	2.8%
Share of profits/losses of associates and joint ventures	-0.4	–	-0.5	–
Operating profit	65.1	-30.7%	71.2	-1.8%
Ratio to Sales	20.2%		22.5%	
Finance income	0.5	-15.2%	0.4	69.4%
Finance expense	0.2	-59.0%	0.2	-71.9%
Profit before Tax	65.4	-30.4%	71.4	-0.9%
Ratio to Sales	20.3%		22.5%	
Income tax expense	13.4	-49.8%	16.7	-10.3%
Profit for the period	51.9	-22.7%	54.7	2.4%
Ratio to Sales	16.1%		17.3%	

3. Sales by Region

Unit: B¥

		FY17			
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Sales		322.6	-4.5%	317.2	1.0%
	Japan	114.2	-8.1%	98.8	-12.5%
	Ratio to Sales	35.4%		31.1%	
	Americas	101.6	-5.6%	106.8	7.8%
	Ratio to Sales	31.5%		33.7%	
	EMEA	83.4	-2.3%	85.7	6.1%
	Ratio to Sales	25.9%		27.0%	
	Asia and Oceania	23.4	13.2%	25.9	22.9%
	Ratio to Sales	7.3%		8.2%	

- Calculated according to locations of sellers.
- EMEA: Europe, Middle East and Africa

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

Unit: B¥

		FY17			
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Addition to Property, Plant and Equipment					
	Consolidated	5.8	48.4%	4.6	-8.1%
Depreciation (PP&E)					
	Consolidated	5.4	-3.0%	5.6	3.5%
Amortisation (Intangible Assets) *					
	Consolidated	10.6	1.8%	10.7	5.0%

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

5. Sales of major products

1) Sales of global products

Unit: B¥

	FY17			
	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
XTANDI	67.9	5.8%	72.4	17.2%
US	33.4	-6.5%	34.9	7.1%
ex-US	34.5	21.1%	37.5	28.5%
Japan	6.5	7.0%	6.4	11.6%
Americas (ex-US)	2.5	40.0%	2.8	59.4%
EMEA	24.4	22.1%	26.9	29.3%
Asia and Oceania	1.2	62.9%	1.4	60.4%
Eligard	4.4	-0.6%	4.0	16.2%
EMEA	4.3	-1.1%	3.9	15.8%
Asia and Oceania	0.1	39.7%	0.1	35.1%
Vesicare	24.6	-19.2%	25.1	-14.4%
Japan	6.4	-8.0%	5.7	-4.7%
Americas	9.3	-31.4%	10.4	-26.1%
EMEA	7.5	-13.8%	7.5	-4.3%
Asia and Oceania	1.3	9.7%	1.2	5.7%
Betanis/Myrbetriq/BETMIGA	27.2	15.6%	30.4	37.1%
Japan	7.2	12.3%	6.9	16.8%
Americas	15.0	15.9%	17.8	46.7%
EMEA	3.9	12.1%	4.4	29.6%
Asia and Oceania	1.1	60.3%	1.3	74.3%
Harnal/Omnic	12.1	-0.3%	13.3	17.0%
Sales by Astellas	11.8	2.3%	12.3	12.5%
Japan	2.1	-18.6%	1.9	-15.3%
EMEA	3.8	5.1%	4.0	27.5%
Asia and Oceania	5.7	9.6%	6.1	15.0%
Bulk and Royalties	0.3	-49.2%	0.9	152.1%
Prograf	49.4	0.0%	49.8	11.3%
Sales by Astellas	48.1	-1.2%	49.0	11.5%
Japan (Including Graceptor)	12.7	-1.5%	12.3	3.5%
Americas	6.2	-18.8%	6.2	-3.5%
EMEA	19.6	3.1%	19.8	19.5%
Advagraf	8.6	9.3%	9.1	27.4%
Asia and Oceania	9.5	5.0%	10.6	18.1%
Exports to third parties	1.4	81.1%	0.9	1.2%
Funguard/MYCAMINE	10.3	2.1%	10.6	5.4%
Japan	2.7	-0.5%	2.8	-3.3%
Americas	3.0	-3.0%	2.9	0.9%
EMEA	2.9	5.5%	3.2	13.6%
Asia and Oceania	1.6	11.5%	1.7	15.6%

- Sales of products in Japan are shown in a gross sales basis.
- EMEA: Europe, Middle East and Africa

2) Sales of products in Japan

Unit: B¥

	FY17			
	APR.-JUN.	Change	JUL.-SEP.	Change
<Global products>	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI	6.5	7.0%	6.4	11.6%
Vesicare	6.4	-8.0%	5.7	-4.7%
Betanis	7.2	12.3%	6.9	16.8%
Harnal	2.1	-18.6%	1.9	-15.3%
Prograf （Including Graceptor）	12.7	-1.5%	12.3	3.5%
Funguard	2.7	-0.5%	2.8	-3.3%
<Local products in Japan>				
Micardis [Family]	23.1	-6.2%	8.3	-62.4%
Micombi	2.4	-7.5%	0.9	-59.0%
Micamlo	6.7	-2.2%	2.5	-59.2%
Celecox	12.4	0.3%	12.3	4.9%
Symbicort	10.2	4.1%	8.8	-0.7%
Bonoteo	3.5	-4.6%	3.3	-1.7%
Geninax	2.3	-4.8%	1.7	-5.1%
Vaccines	3.4	-11.1%	3.4	-53.1%
Argamate	1.5	-2.4%	1.4	0.1%
Gonax	1.2	6.5%	1.2	8.2%
Cimzia	2.2	14.1%	2.3	18.2%
Suglat	2.9	22.3%	2.9	30.4%
Repatha	0.3		0.4	
Lipitor	5.4	-15.5%	5.0	-12.4%
Myslee	3.5	-11.4%	3.4	-7.2%
Seroquel	1.8	-19.9%	1.6	-15.4%
Total Rx Sales In Japanese market	106.1	-7.5%	88.0	-17.7%

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

3) Sales of products in Americas

Unit: B¥

	FY17			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Tarceva	8.3	-11.6%	8.5	0.2%
(US)	6.2	-9.1%	6.5	1.7%
(ex-US)	2.2	-18.0%	2.0	-4.5%
Scan (Americas)	18.7	-3.0%	17.9	11.0%
AmBisome (Americas)	2.9	18.5%	2.8	22.0%
CRESEMBA (Americas)	2.1	64.0%	2.1	72.8%

4) Sales in Americas and EMEA (Local currency)

Unit: M$

Americas	FY17 APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Sales	914	-8.1%	962	-0.7%
XTANDI	323	-6.8%	340	1.2%
US	301	-8.9%	314	-1.3%
Americas (ex-US)	22	36.3%	25	47.2%
Tarceva	75	-13.9%	77	-7.7%
US	55	-11.5%	59	-6.2%
ex-US	20	-20.2%	18	-12.3%
VESIcare	84	-33.2%	94	-31.7%
Myrbetriq	135	12.8%	160	35.3%
Prograf	56	-20.9%	56	-11.3%
Scan	168	-5.6%	161	2.1%
MYCAMINE	27	-5.6%	26	-7.0%
AmBisome	26	15.3%	25	12.6%
CRESEMBA	19	59.7%	19	59.5%

Unit: M€

EMEA	FY17 APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Sales	683	-2.4%	656	-7.1%
XTANDI	200	22.0%	206	13.8%
Eligard	35	-1.2%	30	0.2%
Vesicare	61	-13.9%	58	-16.3%
BETMIGA	32	11.9%	33	13.8%
Omnic	34	-2.7%	38	23.1%
Sales by Astellas	31	4.9%	31	11.3%
Bulk and Royalties	2	-49.3%	7	121.9%
Prograf	172	5.9%	158	3.4%
Sales by Astellas	161	2.9%	152	4.3%
Advagraf	71	9.2%	69	11.4%
Exports to third parties	11	81.2%	7	-12.7%
MYCAMINE	24	5.4%	24	-0.1%

- EMEA: Europe, Middle East and Africa

R&D Pipeline (As of Oct 2017)

Underlined items indicate changes from the previous announcement on July 28, 2017.

Oncology (1/2)

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

Code No. Generic Name	Classification	Target Disease	Phase / Area	Dosage Form	Licensor*	Remarks
MDV3100 enzalutamide	Androgen receptor inhibitor	Metastatic castration-resistant prostate cancer (Tablet)	Approved (Sep. 2017) / Europe	Oral	Pfizer	New formulation
		Castration-resistant prostate cancer (Tablet)	Filed (Sep. 2016) / Japan			New formulation
		Non-metastatic castration-resistant prostate cancer	P-III / US, Europe, Asia			New indication
		Prostate cancer in patients with non-metastatic biochemical recurrence	P-III / US, Europe, Asia			New indication
		Metastatic hormone-sensitive prostate cancer	P-III / US, Europe, Japan, Asia			New indication
		Hepatocellular carcinoma	P-II / US, Europe, Asia			New indication
ASP2215 gilteritinib	FLT3/AXL inhibitor	Acute myeloid leukemia	P-III / US, Europe, Japan, Asia	Oral	In-house	
ASP3550 degarelix	GnRH antagonist	Prostate cancer (3-month formulation)	P-III / Japan	Injection	Ferring	New formulation
AGS-16C3F	ADC targeting ENPP3	Renal cell carcinoma	P-II / US, Europe	Injection	In-house (ADC technology in-licensed from Seattle Genetics)	
IMAB362	Anti-Claudin 18.2 monoclonal antibody	Gastroesophageal adenocarcinoma	P-II / Europe	Injection	In-house (Ganymed)	
ASG-22ME enfortumab vedotin	ADC targeting nectin-4	Urothelial cancer	P-II / US P-I / Japan	Injection	In-house (co-development with Seattle Genetics)	
AMG 103 blinatumomab	Anti-CD19 BiTE antibody	Acute lymphoblastic leukemia	P-II / Japan	Injection	Amgen (co-development with Amgen Astellas)	
AGS67E		Lymphoid malignancies	P-I	Injection	In-house (ADC technology in-licensed from Seattle Genetics)	

Oncology (2/2)

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

Code No. Generic Name	Classification	Target Disease	Phase / Area	Dosage Form	Licensor*	Remarks
AGS62P1		Acute myeloid leukemia	P-I	Injection	In-house (ADC technology, EuCODE license from Ambrx)	
ASP8374/PTZ-201		Cancer	P-I	Injection	Option agreement with Potenza Therapeutics	

Updates from the previous announcement (Jul. 2017):
MDV3100 (enzalutamide): Approved for metastatic castration-resistant prostate cancer (tablet) in EU in September 2017.
ASG-15ME: Discontinued Phase I program for urothelial cancer.
ASP4132: Discontinued Phase I program for cancer.
ASP8374/PTZ-201: Initiated clinical development for cancer.

Urology and Nephrology

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

Code No. Generic Name	Classification	Target Disease	Phase / Area	Dosage Form	Licensor*	Remarks
YM905 solifenacin	Muscarine M_3 receptor antagonist	Neurogenic detrusor overactivity in pediatric patients	Filed (Feb. 2017) / US Filed (Apr. 2017) / Europe	Oral	In-house	New indication (pediatric)
EB178 solifenacin/ mirabegron	Combination therapy of solifenacin and mirabegron	Overactive bladder with symptoms of urge urinary incontinence, urgency, and urinary frequency	Filed (Jun. 2017) / US	Oral	In-house	
ASP1517 (FG-4592) roxadustat	HIF stabilizer	Anemia associated with chronic kidney disease in patients not on dialysis and on dialysis	P-III / Europe P-III / Japan	Oral	FibroGen	
YM178 mirabegron	Beta 3 receptor agonist	Neurogenic detrusor overactivity in pediatric patients	P-III / Europe	Oral	In-house	New indication (pediatric)
YM311 (FG-2216)	HIF stabilizer	Renal anemia	P-II / Europe P-I / Japan	Oral	FibroGen	
ASP8232	VAP-1 inhibitor	Diabetic nephropathy	P-II / Europe	Oral	In-house	
ASP6294	Nerve Growth Factor (NGF) neutralization antibody	Bladder pain syndrome / Interstitial cystitis	P-II / Europe	Injection	In-house	
ASP6282		Underactive bladder	P-I	Oral	In-house	
ASP7398		Nocturia	P-I	Oral	In-house	
ASP8302		Underactive bladder	P-I	Oral	In-house	
ASP7713		Underactive bladder	P-I	Oral	In-house	

Update from the previous announcement (Jul. 2017):

Immunology and Neuroscience

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

Code No. Generic Name	Classification	Target Disease	Phase / Area	Dosage Form	Licensor*	Remarks
FK506 tacrolimus	Immunosuppressant	Prevention of rejection after organ transplantation (Granule formulation in pediatric use)	Filed (Jul. 2017) / US	Oral	In-house	New formulation
ASP015K peficitinib	JAK inhibitor	Rheumatoid arthritis	P-III / Japan, Asia P-II / US, Europe	Oral	In-house	
ASKP1240 bleselumab	Anti-CD40 monoclonal antibody	Recurrence of focal segmental glomerulosclerosis in de novo kidney transplant recipients	P-II / US	Injection	Kyowa Hakko Kirin	
ASP1707	GnRH antagonist	Rheumatoid arthritis	P-II / Japan	Oral	In-house	
ASP7962	TrkA inhibitor	Osteoarthritis	P-II / Europe	Oral	In-house	
ASP8062	$GABA_B$ receptor positive allosteric modulator	Fibromyalgia	P-II / US	Oral	In-house	
ASP0819	Calcium^{2+}-activated K^+ channel opener	Fibromyalgia	P-II / US	Oral	In-house	
ASP4070 (JRC2-LAMP-vax)	DNA vaccine for Japanese red cedar	Pollinosis caused by Japanese red cedar	P-II / Japan	Injection	Immunomic Therapeutics	
ASP5094	Anti-alpha-9 integrin monoclonal antibody	Rheumatoid arthritis	P-II / Japan	Injection	In-house	
ASP4345		Cognitive impairment associated with schizophrenia	P-I	Oral	In-house	
ASP0892		Peanut allergy	P-I	Injection	Immunomic Therapeutics	
ASP1807 (CC8464)		Neuropathic pain	P-I	Oral	Chromocell	
ASP6981		Cognitive impairment associated with schizophrenia	P-I	Oral	In-house	

Update from the previous announcement (Jul. 2017):
FK949E (quetiapine): Deleted from pipeline list due to approval for improvement of depressive symptoms associated with bipolar disorder (extended-release tablet) in JP in July 2017.

Others

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

Code No. Generic Name	Classification	Target Disease	Phase / Area	Dosage Form	Licensor*	Remarks
AMG 785 romosozumab	Anti-Sclerostin monoclonal antibody	Osteoporosis for those at high risk of fracture	Filed (Dec. 2016) / Japan	Injection	Amgen (co-development with Amgen Astellas)	
ipragliflozin/ sitagliptin	Fixed dose combination of ipragliflozin and sitagliptin	Type 2 diabetes	Filed (May 2017) / Japan	Oral	In-house (co-development with MSD and Kotobuki)	
ASP0456 linaclotide	Guanylate cyclase-C receptor agonist	Chronic constipation	Filed (Sep. 2017) / Japan	Oral	Ironwood	New indication
fidaxomicin	Macrocyclic antibiotic	Infectious enteritis (bacterial target: *Clostridium difficile*)	Filed (Jul. 2017) / Japan	Oral	Merck	
		Clostridium difficile infection in pediatric patients	P-III / Europe			New indication (pediatric)
ASP1941 ipragliflozin	SGLT2 inhibitor	Type 1 diabetes	P-III / Japan	Oral	In-house (co-development with Kotobuki)	New indication
ASP0113 (VCL-CB01)	DNA vaccine for cytomegalovirus	Cytomegalovirus reactivation in hematopoietic cell transplant recipients	P-III / US, Europe, Japan	Injection	Vical	
ESN364 fezolinetant	NK3 receptor antagonist	Menopause-related vasomotor symptoms	P-II / US	Oral	In-house (Ogeda)	
ASP1707	GnRH antagonist	Endometriosis	P-II / Europe, Japan	Oral	In-house	
CK-2127107	Fast skeletal troponin activator	Spinal muscular atrophy	P-II / US	Oral	Cytokinetics	
		Chronic obstructive pulmonary disease	P-II / US			
		Amyotrophic lateral sclerosis	P-II / US			
ASP7317	Cell therapy (Retinal pigment epithelium cell)	Dry age-related macular degeneration, Stargardt's macular degeneration	P-II / US	Injection	In-house (Astellas Institute for Regenerative Medicine)	
MA-0211		Duchenne muscular dystrophy	P-I	Oral	Option agreement with Mitobridge	

Updates from the previous announcement (Jul. 2017):
ASP0456 (linaclotide): Filed application for chronic constipation in JP in September 2017.
fidaxomicin: Filed application for infectious enteritis (bacterial target: *Clostridium difficile*) in JP in July 2017.