Supplementary Documents [IFRS]

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

Astellas Pharma Inc.

- Q2/FY2018 Financial Results
  - Six months ended September 30, 2018
  - Three months ended September 30, 2018
- Pipeline list

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

[Six months ended September 30,2018]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)	FY17 Full Year	Initial Forecasts FY18 Full Year	Revised Forecasts FY18 Full Year	Change from FY17 Change (%)
Sales	639.8	647.1	7.3	1.1%	1,300.3	1,278.0	1,300.0	-0.0%
Cost of sales	148.8	143.5	-5.3	-3.5%	294.2			
Ratio to Sales	23.3%	22.2%			22.6%			
Gross profit	490.9	503.6	12.6	2.6%	1,006.1			
SG&A expenses	228.3	231.5	3.2	1.4%	478.3			
Ratio to Sales	35.7%	35.8%			36.8%			
Advertising and Sales Promotion	72.3	73.7	1.4	1.9%	152.1			
Personnel expenses	88.0	89.2	1.2	1.4%	178.5			
Other	68.0	68.6	0.6	0.9%	147.7			
R&D expenses	107.5	99.6	-7.9	-7.4%	220.8	214.0	216.0	-2.2%
Ratio to Sales	16.8%	15.4%			17.0%	16.7%	16.6%	
Amortisation of intangible assets	17.9	17.7	-0.3	-1.5%	35.8			
Share of profits/losses of associates and joint ventures	-0.9	-0.6	0.3	-	-2.4			
Other income	10.0	4.7	-5.3	-53.1%	11.9			
Gain on sales of property, plant and equipment	0.1	3.8	3.7	-	0.1			
Fair value remeasurements on contingent consideration	9.5	0.2	-9.3	-97.9%	1.2			
Other expense	50.3	32.0	-18.2	-36.3%	67.3			
Impairment losses	36.7	7.6	-29.2	-79.4%	42.4			
Restructuring costs	3.1	9.4	6.3	201.2%	9.2			
Net foreign exchange losses	8.5	3.3	-5.3	-61.5%	10.5			
Litigation costs	0.2	11.2	11.0	-	0.3			
Operating profit	96.1	126.8	30.8	32.0%	213.3	265.0	234.0	9.7%
Ratio to Sales	15.0%	19.6%			16.4%	20.7%	18.0%	
Finance income	5.6	2.1	-3.5	-62.6%	6.6			
Gain on sales of available-for-sale financial assets	4.7	-	-4.7	-	4.7			
Finance expense	0.5	0.6	0.2	33.8%	1.8			
Profit before tax	101.2	128.3	27.1	26.7%	218.1	266.0	236.0	8.2%
Ratio to Sales	15.8%	19.8%			16.8%	20.8%	18.2%	
Income tax expense	19.1	24.4	5.3	27.9%	53.4			
Profit for the period	82.1	103.9	21.7	26.5%	164.7	213.0	195.0	18.4%
Ratio to Sales	12.8%	16.1%			12.7%	16.7%	15.0%	
Comprehensive income	164.2	150.2	-13.9	-8.5%	198.5			

2. Consolidated Results (Core Basis)

Unit: B¥

	FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)	FY17 Full Year	Initial Forecasts FY18 Full Year	Revised Forecasts FY18 Full Year	Change from FY17 FY18 Full Year (%)
Sales	639.8	647.1	7.3	1.1%	1,300.3	1,278.0	1,300.0	-0.0%
Cost of sales	148.8	143.5	-5.3	-3.5%	294.2			
Ratio to Sales	23.3%	22.2%			22.6%			
Gross profit	490.9	503.6	12.6	2.6%	1,006.1			
SG&A expenses	228.3	231.5	3.2	1.4%	478.3			
Ratio to Sales	35.7%	35.8%			36.8%			
Advertising and Sales Promotion	72.3	73.7	1.4	1.9%	152.1			
Personnel expenses	88.0	89.2	1.2	1.4%	178.5			
Other	68.0	68.6	0.6	0.9%	147.7			
R&D expenses	107.5	99.6	-7.9	-7.4%	220.8	214.0	216.0	-2.2%
Ratio to Sales	16.8%	15.4%			17.0%	16.7%	16.6%	
Amortisation of intangible assets	17.9	17.7	-0.3	-1.5%	35.8			
Share of profits/losses of associates and joint ventures	-0.9	-0.6	0.3	-	-2.4			
Operating profit	136.4	154.2	17.8	13.1%	268.7	262.0	270.0	0.5%
Ratio to Sales	21.3%	23.8%			20.7%	20.5%	20.8%	
Finance income	0.9	2.1	1.2	137.4%	1.9			
Finance expense	0.4	0.6	0.2	47.2%	1.2			
Profit before Tax	136.8	155.6	18.8	13.8%	269.4			
Ratio to Sales	21.4%	24.1%			20.7%			
Income tax expense	30.2	30.9	0.7	2.3%	65.1			
Profit for the period	106.6	124.8	18.2	17.0%	204.3	210.0	221.0	8.2%
Ratio to Sales	16.7%	19.3%			15.7%	16.4%	17.0%	

3. Exchange Rate

Unit: yen

	FY17 APR. - SEP.Ave.	FY18 APR. - SEP.Ave.	FY17 End	FY18 2Q End	FY17 Full Year	Initial Forecasts FY18 Full Year	Revised Forecasts FY18 Full Year
USD/Yen	111	110	106	114	111	105	110
EUR/Yen	126	130	131	132	130	130	130

* Exchange rate fluctuations had positive impact by 3.5 billion yen on sales and positive impact by 4.2 billion yen on core operating profit in Q2/FY2018

4. Reconciliation of Full Basis to Core Basis

Unit: B¥

	FY17 APR. - SEP.			FY18 APR. - SEP.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
Sales	**639.8**	**-**	**639.8**	**647.1**	**-**	**647.1**
Cost of sales	148.8	-	148.8	143.5	-	143.5
Gross profit	**490.9**	**-**	**490.9**	**503.6**	**-**	**503.6**
SG&A expenses	228.3	-	228.3	231.5	-	231.5
R&D expenses	107.5	-	107.5	99.6	-	99.6
Amortisation of intangible assets	17.9	-	17.9	17.7	-	17.7
Share of losses of associates and joint ventures	-0.9	-	-0.9	-0.6	-	-0.6
Other income *1	10.0	-10.0	-	4.7	-4.7	-
Other expense *1	50.3	-50.3	-	32.0	-32.0	-
Operating profit	**96.1**	**40.3**	**136.4**	**126.8**	**27.3**	**154.2**
Finance income *2	5.6	-4.7	0.9	2.1	-	2.1
Finance expense *2	0.5	-0.0	0.4	0.6	-	0.6
Profit before tax	**101.2**	**35.6**	**136.8**	**128.3**	**27.3**	**155.6**
Income tax expense	19.1	11.1	30.2	24.4	6.4	30.9
Profit for the period	**82.1**	**24.5**	**106.6**	**103.9**	**20.9**	**124.8**

*1. “Other income” and “Other expense” are excluded from Full basis results.
“Other income” and “Other expense” include gain/loss on sale and disposal of property, plant and equipment, impairment losses, loss on the restructuring, litigation costs and foreign exchange gains/losses, etc.

*2. Gain/loss on sale of available-for-sale (“AFS”) and impairment losses of AFS included in “Finance income” and “Finance nse” of FY17 are excluded from Full basis results as non-core items.

5. Sales by Region

Unit: B¥

		FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)	FY17 Full Year	Initial Forecasts FY18 Full Year	Revised Forecasts FY18 Full Year	Change from FY17 Change (%)
Sales		639.8	647.1	7.3	1.1%	1,300.3	1,278.0	1,300.0	-0.0%
Japan		213.0	195.3	-17.7	-8.3%	421.2	396.8	392.4	-6.8%
	Ratio to Sales	33.3%	30.2%			32.4%	31.0%	30.2%	
Americas		208.4	227.9	19.6	9.4%	433.3	424.4	455.4	5.1%
	Ratio to Sales	32.6%	35.2%			33.3%	33.2%	35.0%	
EMEA		169.1	172.3	3.2	1.9%	343.8	343.9	342.9	-0.3%
	Ratio to Sales	26.4%	26.6%			26.4%	26.9%	26.4%	
Asia and Oceania		49.4	51.6	2.3	4.6%	102.0	112.9	109.4	7.3%
	Ratio to Sales	7.7%	8.0%			7.8%	8.8%	8.4%	

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

6. Per Share Information

	FY17 APR. - SEP.	FY18 APR. - SEP.	FY17 Full Year	Initial Forecasts FY18 Full Year	Revised Forecasts FY18 Full Year
The number of shares issued (thousand)	2,068,823	1,979,823	2,068,823		
Treasury Shares (thousand)	39,459	59,028	92,670		
The number of shares issued after deducting Treasury Shares (thousand)	2,029,364	1,920,795	1,976,152		
Earnings per share (yen)	39.97	53.20	81.11	108.51	100.69
Earnings per share (yen) core base	51.90	63.92	100.64	106.98	114.12
Dividend per share (yen)	18	19	36	38	38

7. Addition to Property, Plant and Equipment

Depreciation/Amortisation

Unit: B¥

		FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)	FY17 Full Year	Initial Forecasts FY18 Full Year	Revised Forecasts FY18 Full Year	Change from FY17 Change (%)
Addition to Property, Plant and Equipment									
	Consolidated	10.4	13.9	3.5	33.7%	24.1	27.0	27.0	12.0%
Depreciation (PP&E)									
	Consolidated	10.9	10.6	-0.3	-3.2%	22.0	22.0	21.0	-4.7%
Amortisation (Intangible Assets) *									
	Consolidated	21.3	21.3	-0.0	-0.1%	42.8	40.0	40.0	-6.6%

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

8. Sales of major products

1) Sales of global products

Unit: B¥

	FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)
XTANDI	140.3	164.0	23.7	16.9%
US	68.3	81.4	13.1	19.1%
ex-US	72.0	82.6	10.6	14.8%
Japan	12.9	16.8	3.9	30.4%
Americas (ex-US)	5.3	6.3	1.1	20.2%
EMEA	51.3	56.3	5.0	9.8%
Asia and Oceania	2.5	3.2	0.6	25.1%
Eligard	8.4	7.6	-0.9	-10.1%
EMEA	8.2	7.3	-0.9	-10.9%
Asia and Oceania	0.2	0.2	0.0	23.8%
Vesicare	49.7	48.1	-1.6	-3.2%
Japan	12.1	11.3	-0.9	-7.2%
Americas	19.7	19.2	-0.5	-2.7%
EMEA	15.0	15.3	0.3	2.1%
Asia and Oceania	2.5	2.2	-0.4	-15.5%
Betanis/Myrbetriq/BETMIGA	57.6	68.6	11.0	19.1%
Japan	14.1	15.5	1.4	9.9%
Americas	32.8	39.4	6.6	20.0%
EMEA	8.3	10.5	2.2	26.0%
Asia and Oceania	2.4	3.2	0.9	36.8%
Harnal/Omnic	25.4	23.5	-1.9	-7.4%
Sales by Astellas	24.1	22.4	-1.7	-7.0%
Japan	4.0	2.7	-1.3	-31.4%
EMEA	7.8	7.9	0.1	0.6%
Asia and Oceania	11.7	11.2	-0.5	-4.4%
Bulk and Royalties	1.2	1.1	-0.2	-14.2%
Prograf	99.3	100.4	1.1	1.1%
Sales by Astellas	97.0	99.3	2.3	2.4%
Japan (Including Graceptor)	25.0	23.4	-1.6	-6.5%
Americas	12.5	12.8	0.3	2.4%
EMEA	39.5	40.1	0.7	1.7%
Advagraf	17.7	18.3	0.6	3.1%
Asia and Oceania	20.1	23.0	3.0	14.9%
Exports to third parties	2.2	1.0	-1.2	-53.0%
Funguard/MYCAMINE	20.9	18.2	-2.7	-12.9%
Japan	5.5	4.4	-1.1	-20.5%
Americas	5.9	5.8	-0.1	-2.1%
EMEA	6.1	5.8	-0.3	-4.9%
Asia and Oceania	3.4	2.2	-1.1	-34.1%

Unit: B¥

	FY17 Full Year	Initial Forecasts FY18 Full Year	Revised Forecasts FY18 Full Year	Change from FY17 Change (%)
XTANDI	294.3	310.3	325.9	10.7%
US	144.4	142.3	159.1	10.2%
ex-US	149.9	168.1	166.7	11.2%
Japan	26.1	28.2	29.4	12.9%
Americas (ex-US)	11.3	12.4	12.8	13.9%
EMEA	106.7	119.7	117.1	9.7%
Asia and Oceania	5.8	7.7	7.4	26.1%
Eligard	16.5	17.0	15.9	-4.0%
EMEA	16.1	16.4	15.3	-5.1%
Asia and Oceania	0.4	0.6	0.6	46.6%
Vesicare	102.3	96.9	96.1	-6.1%
Japan	23.9	22.7	22.4	-6.2%
Americas	41.3	39.5	38.9	-5.8%
EMEA	31.7	29.7	30.2	-4.5%
Asia and Oceania	5.0	4.5	4.3	-14.1%
Betanis/Myrbetriq/BETMIGA	125.7	146.2	149.6	19.0%
Japan	29.5	32.0	32.5	10.4%
Americas	72.8	84.7	88.8	22.0%
EMEA	18.3	22.0	21.2	16.3%
Asia and Oceania	5.2	7.5	7.0	34.4%
Harnal/Omnic	49.6	46.9	46.5	-6.4%
Sales by Astellas	47.5	45.8	45.0	-5.1%
Japan	7.4	5.1	5.2	-29.7%
EMEA	15.7	15.8	14.5	-7.7%
Asia and Oceania	23.2	23.8	24.2	4.1%
Bulk and Royalties	2.2	1.1	1.4	-34.6%
Prograf	198.5	190.7	196.0	-1.2%
Sales by Astellas	195.2	188.9	193.9	-0.7%
Japan (Including Graceptor)	48.3	46.3	45.3	-6.2%
Americas	25.7	20.1	22.6	-11.8%
EMEA	78.7	76.0	77.9	-1.0%
Advagraf	35.3			
Asia and Oceania	42.5	46.5	48.1	13.0%
Exports to third parties	3.3	1.8	2.2	-33.5%
Funguard/MYCAMINE	41.0	34.8	34.3	-16.3%
Japan	10.6	7.8	7.5	-29.3%
Americas	12.3	9.9	10.4	-15.6%
EMEA	11.6	9.1	11.2	-3.9%
Asia and Oceania	6.4	7.9	5.3	-18.5%

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

2) Sales of products in Japan

Unit: B¥

<Global products>	FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)	FY17 Full Year	Initial Forecasts FY18 Full Year	Revised Forecasts FY18 Full Year	Change from FY17 FY18 Full Year (%)
XTANDI	12.9	16.8	3.9	30.4%	26.1	28.2	29.4	12.9%
Vesicare	12.1	11.3	-0.9	-7.2%	23.9	22.7	22.4	-6.2%
Betanis	14.1	15.5	1.4	9.9%	29.5	32.0	32.5	10.4%
Harnal	4.0	2.7	-1.3	-31.4%	7.4	5.1	5.2	-29.7%
Prograf （Including Graceptor ）	25.0	23.4	-1.6	-6.5%	48.3	46.3	45.3	-6.2%
Funguard	5.5	4.4	-1.1	-20.5%	10.6	7.8	7.5	-29.3%
<Local products in Japan>								
Celecox	24.8	25.1	0.4	1.5%	48.3	49.4	50.3	4.0%
Symbicort	19.0	19.4	0.4	2.2%	39.5			
Geninax	4.0	3.7	-0.3	-8.4%	9.2	8.7	8.3	-10.0%
Vaccines	6.8	8.4	1.6	23.7%	29.4	36.8	30.5	3.7%
Argamate	2.9	2.8	-0.2	-6.0%	5.8	5.3	5.3	-7.8%
Gonax	2.3	2.4	0.1	3.2%	4.7	5.1	4.9	4.3%
Cimzia	4.5	4.7	0.2	4.7%	9.0	9.8	9.7	8.5%
Suglat[Family]	5.8	8.4	2.6	44.8%	11.6	17.8	17.9	53.4%
Sujanu	-	1.7	1.7	-	-			
Repatha	0.7	1.2	0.5	75.0%	1.6			
Linzess	0.4	1.6	1.2	282.8%	1.4	9.2	4.0	189.4%
Micardis [Family]	31.5	12.2	-19.3	-61.4%	46.3	17.7	21.5	-53.6%
Micombi	3.3	1.4	-1.9	-57.0%	4.9			
Micamlo	9.2	3.7	-5.5	-60.0%	13.8			
Bonoteo	6.8	5.4	-1.4	-20.6%	13.3	10.4	8.8	-33.8%
Lipitor	10.5	8.0	-2.4	-23.3%	19.6	15.3	15.2	-22.5%
Myslee	6.9	5.6	-1.3	-18.6%	13.3	10.9	11.0	-17.1%
Seroquel	3.3	2.5	-0.8	-24.6%	6.2	4.5	4.8	-22.1%
Total Rx Sales In Japanese market	194.1	178.7	-15.4	-7.9%	383.4	365.3	364.1	-5.0%

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

3) Sales of products in Americas

Unit: B¥

	FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)	FY17 Full Year	Initial Forecasts FY18 Full Year	Revised Forecasts FY18 Full Year	Change from FY17 FY18 Full Year (%)
Tarceva	16.8	10.1	-6.7	-39.8%	29.7			
(US)	12.7	6.6	-6.0	-47.6%	21.5			
(ex-US)	4.2	3.5	-0.7	-16.4%	8.2			
Scan (Americas)	36.5	38.9	2.4	6.5%	73.6	69.4	74.8	1.7%
AmBisome (Americas)	5.7	6.6	0.9	15.5%	11.4	11.5	12.6	10.7%
CRESEMBA (Americas)	4.2	6.2	2.0	48.7%	9.6	10.5	12.9	34.1%

4) Sales in Americas and EMEA (Local currency)

Unit: M$

Americas	FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)	FY17 Full Year	Initial Forecasts FY18 Full Year	Revised Forecasts FY18 Full Year	Change from FY17 Change (%)
Sales	1,876	2,067	191	10.2%	3,909	4,042	4,135	5.8%
XTANDI	663	796	133	20.1%	1,404	1,474	1,562	11.2%
US	615	738	123	20.0%	1,303	1,355	1,445	10.9%
Americas (ex-US)	48	58	10	21.1%	102	119	117	14.7%
Tarceva	152	92	-60	-39.4%	268			
US	114	60	-54	-47.2%	194			
ex-US	38	32	-6	-15.8%	74			
VESIcare	178	174	-4	-2.0%	372	377	353	-5.2%
Myrbetriq	295	357	62	20.9%	657	806	806	22.8%
Prograf	112	116	4	3.2%	232	191	206	-11.3%
Scan	329	353	24	7.3%	664	661	679	2.3%
MYCAMINE	53	52	-1	-1.4%	111	94	94	-15.1%
AmBisome	52	60	8	16.4%	102	109	114	11.4%
CRESEMBA	38	57	19	49.8%	87	100	117	35.0%

Unit: M€

EMEA	FY17 APR. - SEP.	FY18 APR. - SEP.	Change	Change (%)	FY17 Full Year	Initial Forecasts FY18 Full Year	Revised Forecasts FY18 Full Year	Change from FY17 Change (%)
Sales	1,339	1,327	-12	-0.9%	2,651	2,645	2,639	-0.4%
XTANDI	406	433	27	6.8%	823	921	901	9.5%
Eligard	65	56	-9	-13.3%	125	126	118	-5.3%
Vesicare	119	118	-1	-0.7%	244	229	233	-4.7%
BETMIGA	66	81	15	22.6%	141	169	164	16.1%
Omnic	72	69	-3	-4.1%	138	130	123	-11.1%
Sales by Astellas	62	61	-1	-2.1%	121	121	112	-7.9%
Bulk and Royalties	10	8	-2	-16.6%	17	9	11	-34.7%
Prograf	330	317	-13	-4.0%	632	598	616	-2.5%
Sales by Astellas	313	309	-4	-1.1%	607	584	599	-1.2%
Advagraf	140	141	0	0.3%	272			
Exports to third parties	18	8	-10	-54.3%	25	14	17	-33.5%
MYCAMINE	48	45	-4	-7.5%	90	70	86	-4.0%

- EMEA: Europe, Middle East and Africa

9.Consolidated statements of financial position

Unit: B¥

			31-Mar-18	30-Sep-18	
			Amount	Amount	Change
Assets			**1,858.2**	**1,886.9**	**28.7**
	Non-current assets		**1,012.6**	**1,041.4**	**28.8**
		Property, plant and equipment	181.3	183.3	2.0
		Goodwill	213.0	226.4	13.4
		Other intangible assets	416.9	411.1	-5.8
		Trade and other receivables	25.3	25.8	0.6
		Investments in associates and joint ventures	3.1	3.7	0.6
		Deferred tax assets	97.2	97.7	0.5
		Other financial assets	67.4	85.2	17.8
		Other non-current assets	8.4	8.1	-0.3
	Current assets		**845.6**	**845.5**	**-0.1**
		Inventories	147.6	149.1	1.5
		Trade and other receivables	319.5	323.1	3.6
		Income tax receivable	8.4	19.4	10.9
		Other financial assets	13.5	28.5	15.0
		Other current assets	14.4	18.6	4.2
		Cash and cash equivalents	331.7	306.9	-24.9
		Assets held for sale	10.4	-	-10.4

Unit: B¥

	31-Mar-18	30-Sep-18	
	Amount	Amount	Change
Equity and Liabilities	**1,858.2**	**1,886.9**	**28.7**
Equity	**1,268.3**	**1,282.7**	**14.4**
Equity attributable to owners of the parent	**1,268.3**	**1,282.7**	**14.4**
Share capital	103.0	103.0	-
Capital surplus	177.2	177.1	-0.1
Treasury shares	-136.0	-105.4	30.6
Retained earnings	976.1	914.2	-61.9
Other components of equity	147.9	193.8	45.8
Liabilities	**589.9**	**604.2**	**14.3**
Non-current liabilities	**168.3**	**156.7**	**-11.6**
Trade and other payables	3.5	3.9	0.4
Deferred tax liabilities	26.4	23.6	-2.8
Retirement benefit liabilities	36.7	37.9	1.2
Provisions	4.9	4.3	-0.6
Other financial liabilities	49.4	47.1	-2.4
Other non-current liabilities	47.4	40.0	-7.4
Current liabilities	**421.6**	**447.6**	**26.0**
Trade and other payables	140.9	145.8	4.9
Income tax payable	25.2	26.8	1.6
Provisions	126.2	29.5	-96.7
Other financial liabilities	7.6	11.8	4.3
Other current liabilities	121.7	233.6	111.8

10. Employees

Number of employees

	FY17 2Q End	FY18 2Q End	FY17 FY End
Total	16,895	16,495	16,617
Japan	7,013	6,779	6,825
Americas	2,849	2,866	2,840
EMEA	4,572	4,390	4,490
Asia and Oceania	2,461	2,460	2,462

- EMEA: Europe, Middle East and Africa

11. Shareholders

	FY17 2Q End	FY18 2Q End
Banks	31.6%	32.6%
Securities	3.2%	4.6%
Other companies	3.5%	3.3%
Foreign companies	49.7%	47.9%
Individuals and others	10.2%	8.6%
Treasury Stock*	1.8%	2.9%

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

[Three months ended September 30,2018]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY18			
	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Sales	329.1	2.0%	318.0	0.3%
Cost of sales	70.7	-10.8%	72.8	4.7%
Ratio to Sales	21.5%		22.9%	
Gross profit	258.3	6.2%	245.2	-1.0%
SG&A expenses	112.9	0.5%	118.6	2.3%
Ratio to Sales	34.3%		37.3%	
Advertising and Sales Promotion	36.8	6.5%	36.9	-2.2%
Personnel expenses	44.4	1.8%	44.8	1.0%
Other	31.7	-7.2%	36.9	9.0%
R&D expenses	52.1	-7.7%	47.4	-7.0%
Ratio to Sales	15.8%		14.9%	
Amortisation of intangible assets	9.0	0.8%	8.6	-3.7%
Share of profits/losses of associates and joint ventures	-0.3	-	-0.3	-
Other income	4.2	-56.3%	0.5	51.4%
Gain on sales of property, plant and equipment	3.6	-	0.2	-
Fair value remeasurements on contingent consideration	0.1	-98.8%	0.1	-68.7%
Other expense	24.7	-21.0%	7.3	-61.5%
Impairment losses	3.0	-88.4%	4.6	-57.6%
Restructuring costs	8.8	-	0.6	-81.1%
Net foreign exchange losses	1.6	-67.9%	1.7	-52.0%
Litigation costs	11.0	-	0.2	149.8%
Operating profit	63.5	46.0%	63.3	20.5%
Ratio to Sales	19.3%		19.9%	
Finance income	1.2	-77.7%	0.9	129.2%
Finance expense	0.2	-22.0%	0.4	110.3%
Profit before tax	64.5	33.1%	63.8	20.9%
Ratio to Sales	19.6%		20.1%	
Income tax expense	9.9	65.5%	14.5	10.6%
Profit for the period	54.6	28.5%	49.3	24.4%
Ratio to Sales	16.6%		15.5%	
Comprehensive income	70.9	-15.2%	79.4	-1.6%

2. Consolidated Results (Core Basis)

Unit: B¥

	FY18			
	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Sales	329.1	2.0%	318.0	0.3%
Cost of sales	70.7	-10.8%	72.8	4.7%
Ratio to Sales	21.5%		22.9%	
Gross profit	258.3	6.2%	245.2	-1.0%
SG&A expenses	112.9	0.5%	118.6	2.3%
Ratio to Sales	34.3%		37.3%	
Advertising and Sales Promotion	36.8	6.5%	36.9	-2.2%
Personnel expenses	44.4	1.8%	44.8	1.0%
Other	31.7	-7.2%	36.9	9.0%
R&D expenses	52.1	-7.7%	47.4	-7.0%
Ratio to Sales	15.8%		14.9%	
Amortisation of intangible assets	9.0	0.8%	8.6	-3.7%
Share of profits/losses of associates and joint ventures	-0.3	-	-0.3	-
Operating profit	84.0	29.0%	70.2	-1.5%
Ratio to Sales	25.5%		22.1%	
Finance income	1.2	142.8%	0.9	131.0%
Finance expense	0.2	-12.1%	0.4	124.4%
Profit before Tax	85.0	30.0%	70.7	-1.1%
Ratio to Sales	25.8%		22.2%	
Income tax expense	14.6	8.9%	16.2	-3.0%
Profit for the period	70.4	35.5%	54.4	-0.5%
Ratio to Sales	21.4%		17.1%	

3. Sales by Region

Unit: B¥

			FY18			
			APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Sales			329.1	2.0%	318.0	0.3%
	Japan		100.2	-12.3%	95.1	-3.7%
		Ratio to Sales	30.4%		29.9%	
	Americas		112.9	11.2%	115.0	7.7%
		Ratio to Sales	34.3%		36.2%	
	EMEA		90.8	8.9%	81.5	-4.9%
		Ratio to Sales	27.6%		25.6%	
	Asia and Oceania		25.2	7.5%	26.4	1.9%
		Ratio to Sales	7.7%		8.3%	

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

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

Unit: B¥

		FY18			
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Addition to Property, Plant and Equipment					
	Consolidated	6.2	7.8%	7.7	65.8%
Depreciation (PP&E)					
	Consolidated	5.2	-2.4%	5.3	-3.9%
Amortisation (Intangible Assets) *					
	Consolidated	10.9	2.0%	10.4	-2.2%

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

5. Sales of major products

1) Sales of global products

Unit: B¥

	FY18			
	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
XTANDI	81.2	19.6%	82.8	14.4%
US	39.3	17.7%	42.0	20.5%
ex-US	41.9	21.4%	40.7	8.7%
Japan	8.5	31.4%	8.3	29.3%
Americas (ex-US)	3.2	29.8%	3.1	11.7%
EMEA	28.6	17.4%	27.7	2.9%
Asia and Oceania	1.5	31.2%	1.7	20.0%
Eligard	4.1	-6.6%	3.4	-14.0%
EMEA	4.0	-7.4%	3.3	-14.7%
Asia and Oceania	0.1	34.2%	0.1	15.1%
Vesicare	24.9	1.4%	23.2	-7.7%
Japan	6.1	-5.3%	5.2	-9.2%
Americas	9.8	4.8%	9.4	-9.4%
EMEA	7.9	5.8%	7.4	-1.6%
Asia and Oceania	1.2	-12.2%	1.0	-19.1%
Betanis/Myrbetriq/BETMIGA	34.4	26.3%	34.2	12.7%
Japan	8.1	11.7%	7.5	8.1%
Americas	19.4	29.6%	19.9	12.0%
EMEA	5.3	33.1%	5.2	19.6%
Asia and Oceania	1.7	53.1%	1.6	23.1%
Harnal/Omnic	11.4	-5.5%	12.1	-9.1%
Sales by Astellas	11.0	-6.9%	11.4	-7.1%
Japan	1.5	-29.5%	1.3	-33.5%
EMEA	4.1	6.2%	3.8	-4.7%
Asia and Oceania	5.2	-8.7%	6.1	-0.3%
Bulk and Royalties	0.4	47.8%	0.6	-34.5%
Prograf	52.2	5.7%	48.2	-3.3%
Sales by Astellas	51.8	7.8%	47.5	-2.9%
Japan (Including Graceptor)	12.2	-4.0%	11.2	-9.0%
Americas	6.4	2.1%	6.4	2.7%
EMEA	21.9	11.4%	18.3	-8.0%
Advagraf	10.1	17.0%	8.1	-10.1%
Asia and Oceania	11.4	19.9%	11.7	10.3%
Exports to third parties	0.4	-69.8%	0.6	-26.9%
Funguard/MYCAMINE	8.8	-14.7%	9.4	-11.2%
Japan	1.8	-33.1%	2.6	-8.3%
Americas	2.8	-7.7%	3.0	3.7%
EMEA	3.1	5.8%	2.7	-14.7%
Asia and Oceania	1.1	-34.0%	1.1	-34.2%

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

2) Sales of products in Japan

Unit: B¥

	FY18			
	APR.-JUN.	Change	JUL.-SEP.	Change
<Global products>	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI	8.5	31.4%	8.3	29.3%
Vesicare	6.1	-5.3%	5.2	-9.2%
Betanis	8.1	11.7%	7.5	8.1%
Harnal	1.5	-29.5%	1.3	-33.5%
Prograf （Including Graceptor ）	12.2	-4.0%	11.2	-9.0%
Funguard	1.8	-33.1%	2.6	-8.3%
<Local products in Japan>				
Celecox	12.8	3.0%	12.3	0.0%
Symbicort	10.5	2.9%	8.9	1.4%
Geninax	2.1	-8.6%	1.5	-8.2%
Vaccines	3.2	-5.6%	5.2	52.6%
Argamate	1.4	-6.3%	1.4	-5.6%
Gonax	1.2	3.9%	1.2	2.5%
Cimzia	2.4	8.1%	2.3	1.5%
Suglat[Family]	4.9	71.8%	3.5	18.5%
Sujanu	1.5	-	0.2	-
Repatha	0.6	84.0%	0.6	67.1%
Linzess	0.8	561.3%	0.8	174.3%
Micardis [Family]	6.7	-71.0%	5.5	-34.6%
Micombi	0.8	-66.3%	0.6	-32.8%
Micamlo	2.0	-69.5%	1.6	-34.7%
Bonoteo	3.3	-4.5%	2.1	-37.6%
Lipitor	4.2	-22.1%	3.8	-24.7%
Myslee	2.9	-17.8%	2.7	-19.4%
Seroquel	1.4	-23.0%	1.2	-26.3%
Total Rx Sales In Japanese market	93.0	-12.3%	85.7	-2.6%

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

3) Sales of products in Americas

Unit: B¥

	FY18			
	APR.-JUN.	Change	JUL.-SEP.	Change
	(Quarterly)	(%)	(Quarterly)	(%)
Tarceva	5.4	-35.3%	4.7	-44.2%
(US)	3.5	-43.7%	3.2	-51.2%
(ex-US)	1.9	-11.5%	1.6	-21.6%
Scan (Americas)	19.8	6.0%	19.1	7.0%
AmBisome (Americas)	3.1	8.3%	3.5	22.9%
CRESEMBA (Americas)	3.2	52.3%	3.1	45.3%

4) Sales in Americas and EMEA (Local currency)

Unit: M$

Americas	FY18 APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Sales	1,035	13.2%	1,032	7.3%
XTANDI	390	20.8%	406	19.4%
US	361	19.9%	377	20.1%
Americas (ex-US)	29	32.3%	28	11.2%
Tarceva	49	-34.1%	42	-44.6%
US	32	-42.7%	28	-51.5%
ex-US	18	-9.9%	14	-22.1%
VESIcare	90	6.8%	85	-9.8%
Myrbetriq	178	32.0%	179	11.6%
Prograf	58	4.0%	57	2.3%
Scan	182	8.0%	171	6.5%
MYCAMINE	25	-6.0%	27	3.4%
AmBisome	29	10.3%	31	22.5%
CRESEMBA	29	55.1%	28	44.6%

Unit: M€

EMEA	FY18 APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)
Sales	698	2.3%	628	-4.2%
XTANDI	220	10.3%	213	3.4%
Eligard	31	-13.0%	26	-13.7%
Vesicare	61	-0.6%	57	-0.9%
BETMIGA	40	25.0%	40	20.2%
Omnic	35	2.6%	34	-10.1%
Sales by Astellas	31	-0.2%	29	-4.0%
Bulk and Royalties	3	38.9%	5	-35.5%
Prograf	171	-0.3%	146	-8.0%
Sales by Astellas	168	4.7%	141	-7.3%
Advagraf	78	10.0%	63	-9.5%
Exports to third parties	3	-71.6%	5	-24.9%
MYCAMINE	24	-0.6%	21	-14.3%

- EMEA: Europe, Middle East and Africa

R&D Pipeline (As of Oct 2018)

Underlined items indicate changes from the previous announcement on July 27, 2018.

Oncology (1/2)

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

Generic Name Code No. (Brand Name)	Classification	Target Disease	Phase / Area	Dosage Form	Licensor*	Focus Area approach
enzalutamide MDV3100 (XTANDI®)	Androgen receptor inhibitor	Non-metastatic castration-resistant prostate cancer	Approved (Oct. 2018) / Europe	Oral	Pfizer	
		Non-metastatic hormone-sensitive prostate cancer	P-III / US, Europe, Asia			
		Metastatic hormone-sensitive prostate cancer	P-III / US, Europe, Japan, Asia			
blinatumomab AMG 103 (BLINCYTO®)	Anti-CD19 BiTE antibody	Relapsed or refractory B-cell acute lymphoblastic leukemia	Approved (Sep. 2018) / Japan	Injection	Amgen (co-development with Amgen Astellas)	
gilteritinib ASP2215	FLT3/AXL inhibitor	Relapsed or refractory acute myeloid leukemia	Approved (Sep. 2018) / Japan Filed (Mar. 2018) / US P-III / Europe, Asia	Oral	In-house	
		Post-chemo maintenance acute myeloid leukemia	P-III / US, Europe, Japan, Asia			
		Post-HSCT maintenance acute myeloid leukemia	P-III / US, Europe, Japan, Asia			
		Newly diagnosed acute myeloid leukemia with low intensity induction of chemotherapy	P-II/III / US, Europe, Japan, Asia			
		Newly diagnosed acute myeloid leukemia with high intensity induction of chemotherapy	P-I / US, Japan			
degarelix ASP3550 (GONAX®)	GnRH antagonist	Prostate cancer (3-month formulation)	Filed (Nov. 2017) / Japan	Injection	Ferring	
zolbetuximab IMAB362	Anti-Claudin 18.2 monoclonal antibody	Gastric and gastroesophageal junction adenocarcinoma	P-III / US, Europe, Japan, Asia	Injection	In-house (Ganymed)	
enfortumab vedotin ASG-22ME	ADC targeting nectin-4	Urothelial cancer	P-III / US, Europe, Japan, Asia	Injection	In-house (co-development with Seattle Genetics)	
AGS-16C3F	ADC targeting ENPP3	Renal cell carcinoma	P-II / US, Europe	Injection	In-house (ADC technology in-licensed from Seattle Genetics)	
ASP1650	Anti-Claudin 6 monoclonal antibody	Testicular Cancer	P-II / US	Injection	In-house (Ganymed)	

Oncology (2/2)

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

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

Updates from the previous announcement (Jul. 2018):
enzalutamide (MDV3100): Approved in Europe for high-risk non-metastatic castration-resistant prostate cancer in Oct 2018. Removed the previous description of approval in US.
blinatumomab (AMG 103): Approved in Japan for relapsed or refractory B-cell acute lymphoblastic leukemia in Sep 2018.
gilteritinib (ASP2215): Approved in Japan for FLT3 mutation-positive relapsed or refractory acute myeloid leukemia in Sep 2018.
ASP1650: Added a Phase 2 program for testicular cancer.
ASP1951/PTZ-522: Initiated clinical development for cancer.
AGS67E: Discontinued Phase 1 program for lymphoid malignancies.

Immunology, Muscle disease and Ophthalmology

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

Generic Name Code No. (Brand Name)	Classification	Target Disease	Phase / Area	Dosage Form	Licensor*	Focus Area approach
peficitinib ASP015K	JAK inhibitor	Rheumatoid arthritis	Filed (May 2018) / Japan	Oral	In-house	
bleselumab ASKP1240	Anti-CD40 monoclonal antibody	Recurrence of focal segmental glomerulosclerosis in de novo kidney transplant recipients	P-II / US	Injection	Kyowa Hakko Kirin	
ASP4070/ JRC2-LAMP-vax	DNA vaccine for Japanese red cedar	Pollinosis caused by Japanese red cedar	P-II / Japan	Injection	Immunomic Therapeutics	Modality/Technology: LAMP-vax technology
ASP5094	Anti-alpha-9 integrin monoclonal antibody	Rheumatoid arthritis	P-II / Japan	Injection	In-house	
reldesemtiv CK-2127107	Fast skeletal troponin activator	Spinal muscular atrophy	P-II / US	Oral	Cytokinetics	Biology: Molecular motor
		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)	Modality/Technology: Cell therapy
MA-0211		Duchenne muscular dystrophy	P-I	Oral	In-house (Mitobridge)	Biology: Mitochondria
ASP0892		Peanut allergy	P-I	Injection	Immunomic Therapeutics	Modality/Technology: LAMP-vax technology

Update from the previous announcement (Jul. 2018):
tacrolimus (FK506): Removed the description of approval in US for granule formulation in pediatric use (prevention of rejection after organ transplantation) in May 2018.

Urology and Nephrology

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

Generic Name Code No. (Brand Name)	Classification	Target Disease	Phase / Area	Dosage Form	Licensor*	Focus Area Approach
solifenacin **YM905**	Muscarine M_3 receptor antagonist	Neurogenic detrusor overactivity in pediatric patients	Filed (Feb. 2017) / US	Oral	In-house	
roxadustat **ASP1517/FG-4592**	HIF stabilizer	Anemia associated with chronic kidney disease in patients on dialysis	Filed (Sep. 2018) / Japan P-III / Europe	Oral	FibroGen	
		Anemia associated with chronic kidney disease in patients not on dialysis	P-III / Europe P-III / Japan			
mirabegron **YM178**	Beta 3 receptor agonist	Neurogenic detrusor overactivity in pediatric patients	P-III / Europe	Oral	In-house	
ASP6294	Nerve Growth Factor (NGF) neutralization antibody	Bladder pain syndrome / Interstitial cystitis	P-II / Europe	Injection	In-house	
ASP8302	Muscarine M_3 receptor positive allosteric modulator	Underactive bladder	P-II / Europe, Japan	Oral	In-house	
ASP7713		Underactive bladder	P-I	Oral	In-house	
MA-0217		Acute kidney injury	P-I	Injection	In-house (Mitobridge)	Biology: Mitochondria

Update from the previous announcement (Jul. 2018):
solifenacin/mirabegron (EB178): Removed the description of approval in US for overactive bladder with symptoms of urge urinary incontinence, urgency, and urinary frequency in Apr 2018.
roxadustat (ASP1517/FG-4592): Filed in Japan for anemia associated with chronic kidney disease in patients on dialysis in Sep 2018.
YM311/FG-2216: Deleted the program for renal anemia from the pipeline list.

Others

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

Generic Name Code No. (Brand Name)	Classification	Target Disease	Phase / Area	Dosage Form	Licensor*	Focus Area approach
linaclotide ASP0456 (LINZESS®)	Guanylate cyclase-C receptor agonist	Chronic constipation	Approved (Aug. 2018) / Japan	Oral	Ironwood	
romosozumab AMG 785	Anti-Sclerostin monoclonal antibody	Osteoporosis for those at high risk of fracture	Filed (Dec. 2016) / Japan	Injection	Amgen (co-development with Amgen Astellas)	
ipragliflozin ASP1941 (Suglat®)	SGLT2 inhibitor	Type 1 diabetes	Filed (Jan. 2018) / Japan	Oral	In-house (co-development with Kotobuki)	
evolocumab AMG 145 (Repatha®)	Anti-PCSK-9 monoclonal antibody	Statin intolerant hypercholesterolemia	Filed (Aug. 2018) / Japan	Injection	Amgen (co-development with Amgen Astellas)	
fidaxomicin	Macrocyclic antibiotic	*Clostridium difficile* infection in pediatric patients	P-III / Europe	Oral	Merck	
fezolinetant ESN364	NK3 receptor antagonist	Menopause-related vasomotor symptoms	P-II / US P-I / Japan	Oral	In-house (Ogeda)	
ASP0819	Calcium2+-activated K+ channel opener	Fibromyalgia	P-II / US	Oral	In-house	
ASP4345	Dopamine D_1 receptor positive allosteric modulator	Cognitive impairment associated with schizophrenia	P-II / US	Oral	In-house	
isavuconazole ASP9766	Azole antifungal	Invasive aspergillosis and mucormycosis in pediatric patients	P-II / US	Injection	Basilea	
ASP1807/CC8464		Neuropathic pain	P-I	Oral	Chromocell	
MucoRice-CTB		Prophylaxis of diarrhea caused by *Vibrio cholerae*	P-I	Oral	The Institute of Medical Science, the University of Tokyo	

Updates from the previous announcement (Jul. 2018):
fidaxomicin: Removed the description of approval in Japan for infectious enteritis (bacrerial target: *Clostridium difficile*) in Jul 2018.
linaclotide (ASP0456): Approved in Japan for chronic constipation in Aug 2018.
evolocumab (AMG 145): Filed in Japan for statin intolerant hypercholesterolemia in Aug 2018.
isavuconazole (ASP9766): Added a Phase 2 program for invasive aspergillosis and mucormycosis in pediatric patients.
ASP6981: Discontinued Phase 1 program for congnitive impairment associated with schizophrenia.