Supplementary Documents [IFRS]

Financial results for the fiscal year 2018 (FY2018)

Astellas Pharma Inc.

- FY2018 Financial Results
  - For the year ended March 31, 2019
  - Three months ended March 31, 2019
- 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.

Comparative table of revenue by region

The Company changed its commercial organizational structure at the beginning of FY2019, and its revenue by region is reported based on the new classification; namely Japan, United States, Established Markets, Greater China and International.
Please refer to page 52 and subsequent pages for FY2019 forecasts.
The following table presents the comparison of old and new classification.

Until 2018

Region	Main constitutes of this region
Japan	Product sales in Japan Licensing revenue for Japan local products Amortisation of deferred revenue for business transfer
Americas	Product sales in in United States, Canada, and Latin America ex-US Tarceva royalty Export sales, etc
EMEA	Product sales in in Europe (Incl. Russia), Middle East, and Africa Amortisation of deferred revenue for business transfer Export sales, etc.
Asia and Oceania	Product sales in China, Taiwan, Hong Kong, Korea, South east asia, South asia, and Australia

From 2019

Region	Main constitutes of this region
Japan	Product sales in Japan Licensing revenue for Japan local products
United States	Product sales in United States
Established Market	Product sales in Europe, Canada, and Australia
Greater China	Product sales in Chaina, Hong Kong, and Taiwan
International	Product sales in Russia, Middle east, Africa, Korea, South east asia, South asia, Latin America Export sales, etc.
Others	ex-US Tarceva royalty Amortisation of deferred revenue for business transfer, etc

[For the year ended March 31,2019]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY17 Full Year	FY18 Full Year	Change	Change (%)
Revenue	1,300.3	1,306.3	6.0	0.5%
Cost of sales	294.2	292.0	-2.2	-0.7%
Ratio to Revenue	22.6%	22.4%		
Gross profit	1,006.1	1,014.3	8.2	0.8%
SG&A expenses	478.3	490.3	11.9	2.5%
Ratio to Revenue	36.8%	37.5%		
Advertising and Sales Promotion	152.1	158.1	6.0	3.9%
Personnel expenses	178.5	182.2	3.7	2.1%
Other	147.7	150.0	2.3	1.5%
R&D expenses	220.8	208.7	-12.1	-5.5%
Ratio to Revenue	17.0%	16.0%		
Amortisation of intangible assets	35.8	35.2	-0.6	-1.7%
Share of profit (loss) of investments accounted for using equity method	-2.4	-1.6	0.8	-
Other income	11.9	14.2	2.3	19.2%
Gain on sales of property, plant and equipment	0.1	4.1	4.0	-
Gain from remeasurement relating to business combinations	5.9	5.8	-0.1	-1.1%
Other expense	67.3	48.8	-18.6	-27.6%
Impairment losses	42.4	11.4	-31.0	-73.0%
Restructuring costs	9.2	19.3	10.1	110.9%
Net foreign exchange losses	10.5	-	-10.5	-
Litigation costs	0.3	12.3	12.0	-
Operating profit	213.3	243.9	30.7	14.4%
Ratio to Revenue	16.4%	18.7%		
Finance income	6.6	6.4	-0.3	-4.2%
Finance expense	1.8	1.3	-0.5	-26.9%
Profit before tax	218.1	249.0	30.9	14.1%
Ratio to Revenue	16.8%	19.1%		
Income tax expense	53.4	26.7	-26.7	-50.0%
Profit	164.7	222.3	57.6	35.0%
Ratio to Revenue	12.7%	17.0%		
Comprehensive income	198.5	222.2	23.7	11.9%

Unit: B¥

Forecasts	Change from FY18
FY18 Revised Forecasts	FY19 Full Year	Change (%)
1,300.0	1,224.0	-6.3%
216.0	211.0	1.1%
16.6%	17.2%	
234.0	229.0	-6.1%
18.0%	18.7%	
236.0	230.0	-7.6%
18.2%	18.8%	
195.0	182.0	-18.1%
15.0%	14.9%	

2. Consolidated Results (Core Basis)

Unit: B¥

	FY17 Full Year	FY18 Full Year	Change	Change (%)	Unit: B¥ FY18 Revised Forecasts	Forecasts FY19 Full Year	Change from FY18 (%)
Revenue	1,300.3	1,306.3	6.0	0.5%	1,300.0	1,224.0	-6.3%
Cost of sales	294.2	292.0	-2.2	-0.7%			
Ratio to Revenue	22.6%	22.4%					
Gross profit	1,006.1	1,014.3	8.2	0.8%			
SG&A expenses	478.3	490.3	11.9	2.5%			
Ratio to Revenue	36.8%	37.5%					
Advertising and Sales Promotion	152.1	158.1	6.0	3.9%			
Personnel expenses	178.5	182.2	3.7	2.1%			
Other	147.7	150.0	2.3	1.5%			
R&D expenses	220.8	208.7	-12.1	-5.5%	216.0	211.0	1.1%
Ratio to Revenue	17.0%	16.0%			16.6%	17.2%	
Amortisation of intangible assets	35.8	35.2	-0.6	-1.7%			
Share of profit (loss) of investments accounted for using equity method	-2.4	-1.6	0.8	-			
Operating profit	268.7	278.5	9.8	3.7%	270.0	240.0	-13.8%
Ratio to Revenue	20.7%	21.3%			20.8%	19.6%	
Finance income	1.9	6.3	4.4	235.4%			
Finance expense	1.2	1.3	0.1	9.8%			
Profit before Tax	269.4	283.6	14.1	5.3%			
Ratio to Revenue	20.7%	21.7%					
Income tax expense	65.1	34.2	-30.9	-47.4%			
Profit	204.3	249.3	45.0	22.0%	221.0	194.0	-22.2%
Ratio to Revenue	15.7%	19.1%			17.0%	15.8%	

3. Exchange Rate

Unit: yen

	FY17 Ave.	FY18 Ave.	FY17 End	FY18 End	Unit: yen FY18 Revised Forecasts	Forecasts FY19 Full Year
USD/Yen	111	111	106	111	110	110
EUR/Yen	130	128	131	125	130	125

* Fx impacts:Net revenue -4.6 billion yen and Core operating profit -0.3 billion yer
* Fx impact on elimination of unrealized gain: COGs ratio -0.1ppt

4. Reconciliation of Full Basis to Core Basis

Unit: B¥

	FY17 Full Year			FY18 Full Year		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
Revenue	**1,300.3**	**-**	**1,300.3**	**1,306.3**	**-**	**1,306.3**
Cost of sales	294.2	-	294.2	292.0	-	292.0
Gross profit	**1,006.1**	**-**	**1,006.1**	**1,014.3**	**-**	**1,014.3**
SG&A expenses	478.3	-	478.3	490.3	-	490.3
R&D expenses	220.8	-	220.8	208.7	-	208.7
Amortisation of intangible assets	35.8	-	35.8	35.2	-	35.2
Share of profit (loss) of investments accounted for using equity method	-2.4	-	-2.4	-1.6	-	-1.6
Other income *1	11.9	-11.9	-	14.2	-14.2	-
Other expense *1	67.3	-67.3	-	48.8	-48.8	-
Operating profit	**213.3**	**55.4**	**268.7**	**243.9**	**34.6**	**278.5**
Finance income *2	6.6	-4.7	1.9	6.4	-0.0	6.3
Finance expense *2	1.8	-0.6	1.2	1.3	-	1.3
Profit before tax	**218.1**	**51.3**	**269.4**	**249.0**	**34.6**	**283.6**
Income tax expense	53.4	11.6	65.1	26.7	7.5	34.2
Profit	**164.7**	**39.6**	**204.3**	**222.3**	**27.1**	**249.3**

*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. Revenue by Region (FY2018 Actual)

Unit: B¥

		FY17 Full Year	FY18 Full Year	Change	Change (%)
Revenue		1,300.3	1,306.3	6.0	0.5%
	Japan	421.2	396.6	-24.6	-5.8%
	Ratio to Revenue	32.4%	30.4%		
	Americas	433.3	461.5	28.2	6.5%
	Ratio to Revenue	33.3%	35.3%		
	EMEA	343.8	340.3	-3.5	-1.0%
	Ratio to Revenue	26.4%	26.0%		
	Asia and Oceania	102.0	107.9	5.9	5.8%
	Ratio to Revenue	7.8%	8.3%		

Unit: B¥

FY18 Revised Forecasts
1,300.0
392.4
30.2%
455.4
35.0%
342.9
26.4%
109.4
8.4%

Forecast of FY2019 full year by region and of each product are shown in Page 52.

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

6. Per Share Information

	FY17 Full Year	FY18 Full Year	FY18 Revised Forecasts	Forecasts FY19 Full Year
The number of shares issued (thousand)	2,068,823	1,979,823		
Treasury Shares (thousand)	92,670	93,986		
The number of shares issued after deducting Treasury Shares (thousand)	1,976,152	1,885,837		
Earnings per share (yen)	81.11	115.05	100.69	96.51
Earnings per share (yen) core base	100.64	129.07	114.11	102.87
Dividend per share (yen)	36	38	38	40
Return on Equity (%)	13.0%	17.6%		
Dividend on Earnings (%)	5.7%	5.8%		

7. Addition to Property, Plant and Equipment

Depreciation/Amortisation

Unit: B¥

		FY17 Full Year	FY18 Full Year	Change	Change (%)
Addition to Property, Plant and Equipment					
	Consolidated	24.1	27.7	3.6	15.1%
Depreciation (PP&E)					
	Consolidated	22.0	21.0	-1.0	-4.7%
Amortisation (Intangible Assets) *					
	Consolidated	42.8	42.5	-0.4	-0.9%

Unit: B¥

FY18 Revised Forecasts
27.0
21.0
40.0

Forecasts

FY19 Full Year	Change from FY18 Change (%)
41.0	47.8%
22.5	7.1%
27.5	-35.2%

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

8. Sales of major products (FY2018 Actual)

1) Global

Unit: B¥

	FY17 Full Year	FY18 Full Year	Change	Change (%)	FY18 Revised Forecasts
XTANDI	294.3	333.1	38.7	13.2%	325.9
US	144.4	164.7	20.4	14.1%	159.1
ex-US	149.9	168.3	18.4	12.3%	166.7
Japan	26.1	32.3	6.2	23.9%	29.4
Americas (ex-US)	11.3	13.4	2.1	18.6%	12.8
EMEA	106.7	115.9	9.2	8.6%	117.1
Asia and Oceania	5.8	6.7	0.9	14.8%	7.4
XOSPATA	-	2.5	2.5	-	
Japan	-	0.6	0.6	-	
US	-	2.0	2.0	-	
Vesicare	102.3	95.0	-7.3	-7.2%	96.1
Japan	23.9	22.3	-1.6	-6.8%	22.4
Americas	41.3	38.0	-3.3	-7.9%	38.9
EMEA	31.7	30.2	-1.5	-4.7%	30.2
Asia and Oceania	5.0	4.4	-0.7	-13.5%	4.3
Betanis/Myrbetriq/BETMIGA	125.7	147.2	21.4	17.0%	149.6
Japan	29.5	32.7	3.2	11.0%	32.5
Americas	72.8	85.7	12.9	17.8%	88.8
EMEA	18.3	21.6	3.4	18.4%	21.2
Asia and Oceania	5.2	7.1	1.9	36.1%	7.0
Prograf	198.5	195.7	-2.8	-1.4%	196.0
Sales by Astellas	195.2	193.9	-1.2	-0.6%	193.9
Japan (Including Graceptor)	48.3	45.4	-2.8	-5.8%	45.3
Americas	25.7	23.5	-2.1	-8.4%	22.6
EMEA	78.7	77.3	-1.4	-1.8%	77.9
Advagraf	35.3	35.2	-0.1	-0.4%	
Asia and Oceania	42.5	47.7	5.1	12.1%	48.1
Exports to third parties	3.3	1.8	-1.5	-46.6%	2.2
Eligard	16.5	14.8	-1.7	-10.3%	15.9
Harnal/Omnic	49.6	47.4	-2.2	-4.5%	46.5
Funguard/MYCAMINE	41.0	34.5	-6.5	-15.9%	34.3

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

Forecast of FY2019 full year by region and of each product are shown in Page 52.

2) Japan

Unit: B¥

<Global>	FY17 Full Year	FY18 Full Year	Change	Change (%)	FY18 Revised Forecasts
XTANDI	26.1	32.3	6.2	23.9%	29.4
XOSPATA	-	0.6	0.6	-	
Vesicare	23.9	22.3	-1.6	-6.8%	22.4
Betanis	29.5	32.7	3.2	11.0%	32.5
Harnal	7.4	5.2	-2.3	-30.6%	5.2
Prograf (Including Graceptor)	48.3	45.4	-2.8	-5.8%	45.3
Funguard	10.6	7.6	-3.0	-28.5%	7.5
<Main products>					
Celecox	48.3	49.4	1.1	2.3%	50.3
Symbicort	39.5	41.2	1.7	4.2%	
Geninax	9.2	8.4	-0.8	-8.8%	8.3
Vaccines	29.4	29.8	0.5	1.6%	30.5
Argamate	5.8	5.4	-0.3	-5.7%	5.3
Gonax	4.7	4.8	0.1	1.7%	4.9
Cimzia	9.0	9.4	0.4	4.6%	9.7
Suglat [Family]	11.6	17.8	6.2	53.1%	17.9
Sujanu	-	4.4	4.4	-	
Repatha	1.6	2.5	0.9	55.0%	
Linzess	1.4	3.9	2.5	183.9%	4.0
BLINCYTO	-	1.1	1.1	-	
EVENITY	-	0.6	0.6	-	
Micardis [Family]	46.3	22.6	-23.7	-51.3%	21.5
Bonoteo	13.3	9.0	-4.3	-32.4%	8.8
Lipitor	19.6	15.2	-4.4	-22.7%	15.2
Myslee	13.3	10.7	-2.6	-19.7%	11.0
Seroquel	6.2	4.5	-1.6	-26.6%	4.8
Total Rx Sales In Japanese market	383.4	366.2	-17.2	-4.5%	364.1

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

Unit: B¥

Forecast of FY2019 full year by region and of each product are shown in Page 52.

3) Americas and EMEA (Local currency)

Unit: M$

Americas	FY17 Full Year	FY18 Full Year	Change	Change (%)	Unit:M$ FY18 Revised Forecasts
Revenue	3,909	4,161	252	6.4%	4,135
XTANDI	1,404	1,606	202	14.4%	1,562
US	1,303	1,485	183	14.0%	1,445
Americas (ex-US)	102	120	19	18.5%	117
XOSPATA	-	18	18	-	
Tarceva	268	151	-116	-43.5%	
US	194	95	-98	-50.8%	
ex-US	74	56	-18	-24.4%	
VESIcare	372	343	-30	-8.0%	353
Myrbetriq	657	773	116	17.7%	806
Prograf	232	212	-19	-8.4%	206
Scan	664	690	26	3.9%	679
MYCAMINE	111	108	-4	-3.3%	94
AmBisome	102	118	15	14.9%	114
CRESEMBA	87	119	32	36.5%	117

Forecast of FY2019 full year by region and of each product are shown in Page 52.

Unit: M€

EMEA	FY17 Full Year	FY18 Full Year	Change	Change (%)	Unit:M€ FY18 Revised Forecasts
Revenue	2,651	2,650	-1	0.0%	2,639
XTANDI	823	903	80	9.7%	901
Eligard	125	112	-13	-10.3%	118
Vesicare	244	235	-9	-3.7%	233
BETMIGA	141	168	28	19.6%	164
Omnic	138	133	-5	-3.6%	123
Sales by Astellas	121	118	-4	-3.0%	112
Bulk and Royalties	17	15	-1	-7.4%	11
Prograf	632	615	-17	-2.6%	616
Sales by Astellas	607	602	-5	-0.8%	599
Advagraf	272	274	2	0.6%	
Exports to third parties	25	14	-12	-46.1%	17
MYCAMINE	90	82	-8	-9.2%	86

- EMEA: Europe, Middle East and Africa

4) Asia and Oceania

Unit: B¥

<Global>	FY17 Full Year	FY18 Full Year	Change	Change (%)	Unit: B¥ FY18 Revised Forecasts
Revenue	102.0	107.9	5.9	5.8%	109.4
XTANDI	5.8	6.7	0.9	14.8%	7.4
Vesicare	5.0	4.4	-0.7	-13.5%	4.3
BETMIGA	5.2	7.1	1.9	36.1%	7.0
Prograf	42.5	47.7	5.1	12.1%	48.1
Eligard	0.4	0.5	0.1	26.4%	0.6
Omnic	23.2	24.1	0.8	3.5%	24.2
MYCAMINE	6.4	4.5	-1.9	-29.7%	5.3

9. Revenue by Region (FY2019 Forecast)

Unit: B¥

		FY17 Full Year	FY18 Full Year	Change	Change (%)	Forecasts FY19 Full Year	Change from FY18 Change (%)
Revenue		1,300.3	1,306.3	6.0	0.5%	1,224.0	-6.3%
	Japan	388.4	369.5	-18.9	-4.9%	316.8	-14.3%
	Ratio to Revenue	29.9%	28.3%			25.9%	
	United States	396.8	421.6	24.8	6.3%	404.7	-4.0%
	Ratio to Revenue	30.5%	32.3%			33.1%	
	Established Market	297.7	300.0	2.2	0.7%	286.8	-4.4%
	Ratio to Revenue	22.9%	23.0%			23.4%	
	Greater China	59.0	62.4	3.4	5.8%	70.9	13.6%
	Ratio to Revenue	4.5%	4.8%			5.8%	
	International	115.0	122.7	7.7	6.7%	124.4	1.4%
	Ratio to Revenue	8.8%	9.4%			10.2%	
	Others	43.4	30.2	-13.2	-30.4%	20.4	-32.4%
	Ratio to Revenue	3.3%	2.3%			1.7%	

- Established Market: Europe, Canada, Australia
- Greater China: China, Hong Kong, Taiwan
- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea

10. Sales of major products (FY2019 Forecast)

1) Global

Unit: B¥

	FY17 Full Year	FY18 Full Year	Change	Change (%)	Forecasts FY19 Full Year	Change from FY18 Change (%)
XTANDI	294.3	333.1	38.7	13.2%	364.2	9.3%
United States	144.4	164.7	20.4	14.1%	178.9	8.6%
ex-US	149.9	168.3	18.4	12.3%	185.3	10.1%
Japan	26.1	32.3	6.2	23.9%	35.5	9.7%
Established Market	110.9	119.0	8.1	7.3%	128.4	7.9%
Greater China	1.5	2.2	0.6	42.1%	3.1	41.5%
International	11.4	14.8	3.5	30.3%	18.3	23.6%
XOSPATA	-	2.5	2.5	-	15.1	-
Japan	-	0.6	0.6	-	3.9	-
United States	-	2.0	2.0	-	11.3	-
Betanis/Myrabetriq/BETMIGA	125.7	147.2	21.4	17.0%	160.6	9.1%
Japan	29.5	32.7	3.2	11.0%	33.9	3.6%
United States	69.0	80.8	11.8	17.0%	88.1	9.1%
Estabilished Market	21.3	25.3	4.0	19.0%	27.4	8.1%
Greater China	0.8	1.2	0.5	62.3%	2.4	92.5%
International	5.3	7.2	1.9	36.1%	8.8	23.2%
Vesicare	102.3	95.0	-7.3	-7.2%	41.8	-56.0%
Japan	23.9	22.3	-1.6	-6.8%	19.1	-14.2%
United States	40.1	36.9	-3.2	-8.0%	2.7	-92.7%
Estabilished Market	31.0	29.4	-1.6	-5.3%	13.8	-53.1%
Greater China	1.7	1.9	0.1	7.3%	2.0	4.9%
International	5.6	4.6	-1.0	-18.0%	4.3	-6.7%
Prograf	198.5	195.7	-2.8	-1.4%	187.7	-4.1%
Japan	48.3	45.4	-2.8	-5.8%	42.4	-6.6%
United States	16.9	14.0	-2.8	-16.7%	10.3	-26.6%
Estabilished Market	76.5	74.4	-2.1	-2.7%	68.6	-7.9%
Greater China	28.4	31.3	2.9	10.4%	35.3	12.7%
International	28.4	30.5	2.0	7.1%	31.1	2.1%
Harnal/Omnic	49.6	47.4	-2.2	-4.5%	46.9	-1.1%
Funguard/MYCAMINE	41.0	34.5	-6.5	-15.9%	32.1	-6.9%
Eligard	16.5	14.8	-1.7	-10.3%	14.6	-1.6%

- Sales of products in Japan are shown in a gross sales basis
- Established Market: Europe, Canada, Australia
- Greater China: China, Hong Kong, Taiwan
- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea

2) Revenue by region

(1) Japan

Unit: B¥

<Global>	FY17 Full Year	FY18 Full Year	Change	Change (%)	Forecasts FY19 Full Year	Change from FY18 Change (%)
XTANDI	26.1	32.3	6.2	23.9%	35.5	9.7%
XOSPATA	-	0.6	0.6	-	3.9	-
Betanis	29.5	32.7	3.2	11.0%	33.9	3.6%
Vesicare	23.9	22.3	-1.6	-6.8%	19.1	-14.2%
Prograf （Including Graceptor）	48.3	45.4	-2.8	-5.8%	42.4	-6.6%
Harnal	7.4	5.2	-2.3	-30.6%	4.1	-20.5%
Funguard	10.6	7.6	-3.0	-28.5%	7.0	-7.0%
<Main products>						
Suglat[Family]	11.6	17.8	6.2	53.1%	25.4	42.5%
Sujanu	-	4.4	4.4	-		
Repatha	1.6	2.5	0.9	55.0%		
Linzess	1.4	3.9	2.5	183.9%	6.6	68.5%
BLINCYTO	-	1.1	1.1	-		
EVENITY	-	0.6	0.6	-		
Celecox	48.3	49.4	1.1	2.3%	49.6	0.4%
Symbicort	39.5	41.2	1.7	4.2%		
Geninax	9.2	8.4	-0.8	-8.8%	8.0	-4.3%
Vaccines	29.4	29.8	0.5	1.6%	10.1	-66.0%
Gonax	4.7	4.8	0.1	1.7%	5.2	9.7%
Cimzia	9.0	9.4	0.4	4.6%	10.9	16.2%
Micardis [Family]	46.3	22.6	-23.7	-51.3%	13.5	-40.0%
Bonoteo	13.3	9.0	-4.3	-32.4%	5.5	-38.3%
Lipitor	19.6	15.2	-4.4	-22.7%	12.5	-17.4%
Myslee	13.3	10.7	-2.6	-19.7%	9.5	-11.6%
Total Rx Sales In Japanese market	383.4	366.2	-17.2	-4.5%	313.8	-14.3%

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

(2) United States

Unit: M$

	FY17 Full Year	FY18 Full Year	Change	Change (%)	Forecasts FY19 Full Year	Change from FY18 Change (%)
Revenue	3,579	3,801	222	6.2%	3,679	-3.2%
XTANDI	1,303	1,485	183	14.0%	1,627	9.5%
XOSPATA	-	18	18	-	102	-
Myrbetriq	623	728	106	17.0%	801	10.0%
VESIcare	362	333	-29	-8.0%	25	-92.6%
Prograf	152	127	-25	-16.8%	94	-26.0%
MYCAMINE	100	97	-3	-3.1%	89	-8.0%
AmBisome	96	110	14	14.4%	111	0.9%
CRESEMBA	87	119	32	36.5%	143	21.0%
Scan	664	690	26	4.0%	669	-3.0%
Tarceva	194	95	-98	-50.8%		

(3) Established Market

Unit: M€

	FY17 Full Year	FY18 Full Year	Change	Change (%)	Forecasts FY19 Full Year	Change from FY18 Change (%)
Revenue	2,296	2,336	40	1.8%	2,294	-1.8%
XTANDI	856	926	70	8.2%	1,027	10.8%
BETMIGA	164	197	33	20.2%	219	11.1%
Vesicare	239	229	-11	-4.5%	110	-51.9%
Prograf	590	580	-11	-1.8%	549	-5.4%
Omnic	71	71	-0	-0.4%	66	-5.8%
MYCAMINE	70	60	-10	-14.5%	50	-15.9%
Eligard	114	102	-13	-11.0%	96	-5.4%

- Established Market: Europe, Canada, Australia

(4) Greater China

Unit: B¥

	FY17 Full Year	FY18 Full Year	Change	Change (%)	Forecasts FY19 Full Year	Change from FY18 Change (%)
Revenue	59.0	62.4	3.4	5.8%	70.9	13.6%
XTANDI	1.5	2.2	0.6	42.1%	3.1	41.5%
BETMIGA	0.8	1.2	0.5	62.3%	2.4	92.5%
Vesicare	1.7	1.9	0.1	7.3%	2.0	4.9%
Prograf	28.4	31.3	2.9	10.4%	35.3	12.7%
Harnal	14.0	15.2	1.2	8.7%	16.4	8.1%
MYCAMINE	5.6	3.6	-2.0	-35.8%	3.7	5.2%
Eligard	0.2	0.3	0.1	37.3%	0.3	24.8%
Feburic	2.2	2.5	0.3	11.3%	4.4	74.3%

- Greater China: China, Hong Kong, Taiwan

(5) International

Unit: B¥

	FY17 Full Year	FY18 Full Year	Change	Change (%)	Forecasts FY19 Full Year	Change from FY18 Change (%)
Revenue	115.0	122.7	7.7	6.7%	124.4	1.4%
XTANDI	11.4	14.8	3.5	30.3%	18.3	23.6%
BETMIGA	5.3	7.2	1.9	36.1%	8.8	23.2%
Vesicare	5.6	4.6	-1.0	-18.0%	4.3	-6.7%
Prograf	27.9	30.5	2.5	9.1%	31.1	2.1%
Harnal	19.1	18.0	-1.1	-5.8%	18.0	0.2%
MYCAMINE	4.7	4.9	0.2	4.9%	5.2	5.8%

- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea

11. Consolidated statements of financial position

Unit: B¥

	FY17 End	FY18 End	Change
Assets	**1,858.2**	**1,897.6**	**39.4**
Non-current assets	**1,012.6**	**1,040.5**	**27.9**
Property, plant and equipment	181.3	173.5	-7.8
Goodwill	213.0	225.9	12.9
Intangible assets	416.9	429.7	12.8
Trade and other receivables	25.3	25.2	-0.0
Investments in associates and joint ventures	3.1	3.7	0.5
Deferred tax assets	97.2	93.0	-4.3
Other financial assets	67.4	81.5	14.1
Other non-current assets	8.4	8.1	-0.3
Current assets	**845.6**	**857.2**	**11.5**
Inventories	147.6	151.5	3.9
Trade and other receivables	319.5	342.6	23.1
Income tax receivable	8.4	20.1	11.7
Other financial assets	13.5	2.6	-10.9
Other current assets	14.4	25.1	10.6
Cash and cash equivalents	331.7	311.1	-20.7
Assets held for sale	10.4	4.1	-6.2

Unit: B¥

	FY17 End	FY18 End	Change
Equity and Liabilities	**1,858.2**	**1,897.6**	**39.4**
Equity	**1,268.3**	**1,258.4**	**-9.9**
Equity attributable to owners of the parent	**1,268.3**	**1,258.4**	**-9.9**
Share capital	103.0	103.0	-
Capital surplus	177.2	177.3	0.1
Treasury shares	-136.0	-164.6	-28.7
Retained earnings	976.1	992.0	15.9
Other components of equity	147.9	150.8	2.8
Liabilities	**589.9**	**639.3**	**49.3**
Non-current liabilities	**168.3**	**141.6**	**-26.7**
Trade and other payables	3.5	1.6	-1.9
Deferred tax liabilities	26.4	5.2	-21.3
Retirement benefit liabilities	36.7	40.2	3.5
Provisions	4.9	5.4	0.5
Other financial liabilities	49.4	52.9	3.5
Other non-current liabilities	47.4	36.4	-11.0
Current liabilities	**421.6**	**497.7**	**76.0**
Trade and other payables	140.9	185.3	44.4
Income tax payable	25.2	17.6	-7.6
Provisions	126.2	22.8	-103.4
Other financial liabilities	7.6	14.1	6.6
Other current liabilities	121.7	255.9	134.2
Liabilities directly associated with assets held for sale	-	1.9	1.9

12. Employees

Number of employees

	FY17 End	FY18 End
Total	16,617	16,243
Japan	6,825	6,568
Americas	2,840	2,944
EMEA	4,490	4,260
Asia and Oceania	2,462	2,472

- EMEA: Europe, Middle East and Africa

13. Shareholders

	FY17 End	FY18 End
Banks	32.3%	32.4%
Securities	3.5%	4.3%
Other companies	3.2%	3.0%
Foreign companies	47.3%	47.0%
Individuals and others	9.3%	8.6%
Treasury Stock*	4.4%	4.7%

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

[Three months ended March 31,2019]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY18							
	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)	JAN.-MAR. (Quarterly)	Change (%)
Revenue	329.1	2.0%	318.0	0.3%	357.9	-0.5%	301.3	0.1%
Cost of sales	70.7	-10.8%	72.8	4.7%	84.2	-6.6%	64.3	16.3%
Ratio to Revenue	21.5%		22.9%		23.5%		21.4%	
Gross profit	258.3	6.2%	245.2	-1.0%	273.8	1.6%	237.0	-3.5%
SG&A expenses	112.9	0.5%	118.6	2.3%	124.3	2.1%	134.5	4.8%
Ratio to Revenue	34.3%		37.3%		34.7%		44.6%	
Advertising and Sales Promotion	36.8	6.5%	36.9	-2.2%	41.3	4.9%	43.1	6.6%
Personnel expenses	44.4	1.8%	44.8	1.0%	44.5	0.5%	48.5	4.9%
Other	31.7	-7.2%	36.9	9.0%	38.5	1.1%	42.9	3.0%
R&D expenses	52.1	-7.7%	47.4	-7.0%	50.4	-6.9%	58.7	-0.7%
Ratio to Revenue	15.8%		14.9%		14.1%		19.5%	
Amortisation of intangible assets	9.0	0.8%	8.6	-3.7%	8.8	-2.7%	8.7	-1.3%
Share of profit (loss) of investments accounted for using equity method	-0.3	-	-0.3	-	-0.5	-	-0.5	-
Other income	4.2	-56.3%	0.5	51.4%	10.1	-	2.7	87.1%
Gain on sales of property, plant and equipment	3.6	-	0.2	-	0.0	-	0.3	-
Net foreign exchange gains	-	-	-	-	1.6	928.9%	2.4	-
Gain from remeasurement relating to business combinations	-	-	-	-	5.9	-	-	-
Other expense	24.7	-21.0%	7.3	-61.5%	17.3	-	2.7	-83.6%
Impairment losses	3.0	-88.4%	4.6	-57.6%	3.8	610.3%	0.1	-98.3%
Restructuring costs	8.8	-	0.6	-81.1%	9.2	-	0.6	-89.2%
Net foreign exchange losses	1.6	-67.9%	1.7	-52.0%	-	-	-	-
Litigation costs	11.0	-	0.2	149.8%	1.1	-	0.1	184.4%
Operating profit	63.5	46.0%	63.3	20.5%	82.5	-1.4%	34.5	3.1%
Ratio to Revenue	19.3%		19.9%		23.1%		11.5%	
Finance income	1.2	-77.7%	0.9	129.2%	2.2	436.5%	2.0	242.4%
Finance expense	0.2	-22.0%	0.4	110.3%	0.2	-65.2%	0.4	-30.8%
Profit before tax	64.5	33.1%	63.8	20.9%	84.5	1.4%	36.1	7.9%
Ratio to Revenue	19.6%		20.1%		23.6%		12.0%	
Income tax expense	9.9	65.5%	14.5	10.6%	-3.1	-113.7%	5.4	-52.7%
Profit	54.6	28.5%	49.3	24.4%	87.7	44.9%	30.7	39.3%
Ratio to Revenue	16.6%		15.5%		24.5%		10.2%	
Comprehensive income	70.9	-15.2%	79.4	-1.6%	45.9	-37.0%	26.1	167.6%

2. Consolidated Results (Core Basis)

Unit: B¥

	FY18							
	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)	JAN.-MAR. (Quarterly)	Change (%)
Revenue	329.1	2.0%	318.0	0.3%	357.9	-0.5%	301.3	0.1%
Cost of sales	70.7	-10.8%	72.8	4.7%	84.2	-6.6%	64.3	16.3%
Ratio to Revenue	21.5%		22.9%		23.5%		21.4%	
Gross profit	258.3	6.2%	245.2	-1.0%	273.8	1.6%	237.0	-3.5%
SG&A expenses	112.9	0.5%	118.6	2.3%	124.3	2.1%	134.5	4.8%
Ratio to Revenue	34.3%		37.3%		34.7%		44.6%	
Advertising and Sales Promotion	36.8	6.5%	36.9	-2.2%	41.3	4.9%	43.1	6.6%
Personnel expenses	44.4	1.8%	44.8	1.0%	44.5	0.5%	48.5	4.9%
Other	31.7	-7.2%	36.9	9.0%	38.5	1.1%	42.9	3.0%
R&D expenses	52.1	-7.7%	47.4	-7.0%	50.4	-6.9%	58.7	-0.7%
Ratio to Revenue	15.8%		14.9%		14.1%		19.5%	
Amortisation of intangible assets	9.0	0.8%	8.6	-3.7%	8.8	-2.7%	8.7	-1.3%
Share of profit (loss) of investments accounted for using equity method	-0.3	-	-0.3	-	-0.5	-	-0.5	-
Operating profit	84.0	29.0%	70.2	-1.5%	89.8	6.8%	34.5	-28.4%
Ratio to Revenue	25.5%		22.1%		25.1%		11.5%	
Finance income	1.2	142.8%	0.9	131.0%	2.2	437.1%	2.0	239.8%
Finance expense	0.2	-12.1%	0.4	124.4%	0.2	-0.5%	0.4	-18.3%
Profit before Tax	85.0	30.0%	70.7	-1.1%	91.8	8.9%	36.1	-25.3%
Ratio to Revenue	25.8%		22.2%		25.6%		12.0%	
Income tax expense	14.6	8.9%	16.2	-3.0%	-1.3	-105.6%	4.6	-60.9%
Profit	70.4	35.5%	54.4	-0.5%	93.1	52.0%	31.5	-13.7%
Ratio to Revenue	21.4%		17.1%		26.0%		10.4%	

3. Revenue by Region

Unit: B¥

		FY18							
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)	JAN.-MAR. (Quarterly)	Change (%)
Revenue		329.1	2.0%	318.0	0.3%	357.9	-0.5%	301.3	0.1%
	Japan	100.2	-12.3%	95.1	-3.7%	117.4	-5.6%	83.9	0.0%
	Ratio to Sales	30.4%		29.9%		32.8%		27.9%	
	Americas	112.9	11.2%	115.0	7.7%	124.1	4.7%	109.5	2.8%
	Ratio to Sales	34.3%		36.2%		34.7%		36.3%	
	EMEA	90.8	8.9%	81.5	-4.9%	89.5	-1.6%	78.4	-6.3%
	Ratio to Sales	27.6%		25.6%		25.0%		26.0%	
	Asia and Oceania	25.2	7.5%	26.4	1.9%	26.9	3.8%	29.4	10.1%
	Ratio to Sales	7.7%		8.3%		7.5%		9.8%	

- 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 (%)	OCT.-DEC. (Quarterly)	Change (%)	JAN.-MAR. (Quarterly)	Change (%)
Addition to Property, Plant and Equipment									
	Consolidated	6.2	7.8%	7.7	65.8%	6.1	-9.8%	7.8	11.4%
Depreciation (PP&E)									
	Consolidated	5.2	-2.4%	5.3	-3.9%	5.3	-1.8%	5.2	-10.3%
Amortisation (Intangible Assets) *									
	Consolidated	10.9	2.0%	10.4	-2.2%	10.6	-1.2%	10.5	-2.0%

* 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 (%)	OCT.-DEC. (Quarterly)	Change (%)	JAN.-MAR. (Quarterly)	Change (%)
XTANDI	81.2	19.6%	82.8	14.4%	89.4	12.3%	79.7	7.1%
US	39.3	17.7%	42.0	20.5%	44.8	12.4%	38.5	6.4%
ex-US	41.9	21.4%	40.7	8.7%	44.6	12.1%	41.1	7.7%
Japan	8.5	31.4%	8.3	29.3%	8.3	16.2%	7.2	19.4%
Americas (ex-US)	3.2	29.8%	3.1	11.7%	3.9	16.1%	3.1	18.4%
EMEA	28.6	17.4%	27.7	2.9%	30.8	10.9%	28.9	4.2%
Asia and Oceania	1.5	31.2%	1.7	20.0%	1.6	6.9%	1.9	6.7%
XOSPATA	-	-	-	-	0.6	-	1.9	-
Japan	-	-	-	-	0.2	-	0.4	-
Americas	-	-	-	-	0.4	-	1.5	-
Vesicare	24.9	1.4%	23.2	-7.7%	26.3	-8.6%	20.6	-13.7%
Japan	6.1	-5.3%	5.2	-9.2%	6.2	-7.8%	4.8	-4.5%
Americas	9.8	4.8%	9.4	-9.4%	11.4	-7.6%	7.4	-19.5%
EMEA	7.9	5.8%	7.4	-1.6%	7.7	-7.0%	7.2	-14.6%
Asia and Oceania	1.2	-12.2%	1.0	-19.1%	1.1	-16.3%	1.1	-6.3%
Betanis/Myrbetriq/BETMIGA	34.4	26.3%	34.2	12.7%	41.3	16.3%	37.3	14.2%
Japan	8.1	11.7%	7.5	8.1%	9.2	10.3%	7.9	14.0%
Americas	19.4	29.6%	19.9	12.0%	24.4	17.1%	22.0	14.7%
EMEA	5.3	33.1%	5.2	19.6%	5.8	15.4%	5.4	8.7%
Asia and Oceania	1.7	53.1%	1.6	23.1%	2.0	43.9%	1.9	28.0%
Prograf	52.2	5.7%	48.2	-3.3%	49.6	-2.5%	45.7	-5.5%
Sales by Astellas	51.8	7.8%	47.5	-2.9%	49.4	-2.1%	45.2	-5.2%
Japan	12.2	-4.0%	11.2	-9.0%	12.4	-7.4%	9.7	-2.2%
Americas	6.4	2.1%	6.4	2.7%	6.2	-3.9%	4.6	-32.3%
EMEA	21.9	11.4%	18.3	-8.0%	19.3	-3.7%	17.8	-6.9%
Advagraf	10.1	17.0%	8.1	-10.1%	9.1	-2.3%	7.8	-5.9%
Asia and Oceania	11.4	19.9%	11.7	10.3%	11.5	8.8%	13.2	10.4%
Exports to third parties	0.4	-69.8%	0.6	-26.9%	0.3	-44.8%	0.4	-23.4%
Eligard	4.1	-6.6%	3.4	-14.0%	4.0	-7.7%	3.3	-13.9%
Harnal/Omnic	11.4	-5.5%	12.1	-9.1%	12.4	-2.4%	11.5	-0.6%
Funguard/MYCAMINE	8.8	-14.7%	9.4	-11.2%	8.5	-20.2%	7.8	-17.5%

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

2) Japan

Unit: B¥

	FY18							
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change	JAN.-MAR.	Change
<Global>	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI	8.5	31.4%	8.3	29.3%	8.3	16.2%	7.2	19.4%
XOSPATA	-	-	-	-	0.2	-	0.4	-
Vesicare	6.1	-5.3%	5.2	-9.2%	6.2	-7.8%	4.8	-4.5%
Betanis	8.1	11.7%	7.5	8.1%	9.2	10.3%	7.9	14.0%
Harnal	1.5	-29.5%	1.3	-33.5%	1.4	-32.4%	1.0	-25.8%
Prograf （Including Graceptor）	12.2	-4.0%	11.2	-9.0%	12.4	-7.4%	9.7	-2.2%
Funguard	1.8	-33.1%	2.6	-8.3%	1.7	-44.1%	1.5	-27.4%
<Main products>								
Celecox	12.8	3.0%	12.3	0.0%	13.7	3.9%	10.6	2.0%
Symbicort	10.5	2.9%	8.9	1.4%	12.6	5.5%	9.1	7.1%
Geninax	2.1	-8.6%	1.5	-8.2%	2.8	-9.3%	1.9	-8.7%
Vaccines	3.2	-5.6%	5.2	52.6%	18.6	-4.5%	2.8	-8.5%
Argamate	1.4	-6.3%	1.4	-5.6%	1.5	-7.2%	1.2	-3.2%
Gonax	1.2	3.9%	1.2	2.5%	1.3	0.8%	1.1	-0.4%
Cimzia	2.4	8.1%	2.3	1.5%	2.6	4.5%	2.1	4.2%
Suglat[Family]	4.9	71.8%	3.5	18.5%	5.0	30.1%	4.4	120.7%
Sujanu	1.5	-	0.2	-	1.3	-	1.4	-
Repatha	0.6	84.0%	0.6	67.1%	0.7	53.6%	0.6	27.6%
Linzess	0.8	561.3%	0.8	174.3%	1.2	188.3%	1.1	101.9%
BLINCYTO	-	-	-	-	0.4	-	0.7	-
EVENITY	-	-	-	-	-	-	0.6	-
Micardis [Family]	6.7	-71.0%	5.5	-34.6%	6.0	-32.4%	4.4	-26.0%
Bonoteo	3.3	-4.5%	2.1	-37.6%	2.1	-43.3%	1.5	-46.4%
Lipitor	4.2	-22.1%	3.8	-24.7%	4.1	-24.0%	3.0	-19.0%
Myslee	2.9	-17.8%	2.7	-19.4%	2.9	-21.2%	2.2	-20.2%
Seroquel	1.4	-23.0%	1.2	-26.3%	1.2	-29.3%	0.8	-28.5%
Total Rx Sales In Japanese market	93.0	-12.3%	85.7	-2.6%	110.1	-4.1%	77.3	3.8%

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

3) Americas and EMEA (Local currency)

Unit:M$

Americas	FY18 APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)	JAN.-MAR. (Quarterly)	Change (%)
Sales	1,035	13.2%	1,032	7.3%	1,100	4.8%	994	1.1%
XTANDI	390	20.8%	406	19.4%	432	12.8%	378	5.5%
US	361	19.9%	377	20.1%	397	12.5%	350	4.7%
Americas (ex-US)	29	32.3%	28	11.2%	34	16.2%	28	16.3%
XOSPATA	-	-	-	-	4	-	14	-
Tarceva	49	-34.1%	42	-44.6%	34	-50.4%	25	-46.7%
US	32	-42.7%	28	-51.5%	22	-56.6%	13	-55.0%
ex-US	18	-9.9%	14	-22.1%	12	-33.1%	12	-33.6%
VESIcare	90	6.8%	85	-9.8%	101	-7.6%	67	-20.9%
Myrbetriq	178	32.0%	179	11.6%	216	17.2%	199	12.9%
Prograf	58	4.0%	57	2.3%	55	-4.0%	42	-33.2%
Scan	182	8.0%	171	6.5%	160	-1.6%	177	2.7%
MYCAMINE	25	-6.0%	27	3.4%	29	-3.3%	26	-6.8%
AmBisome	29	10.3%	31	22.5%	33	18.5%	25	7.2%
CRESEMBA	29	55.1%	28	44.6%	32	32.2%	30	20.5%

Unit:M€

EMEA	FY18 APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)	JAN.-MAR. (Quarterly)	Change (%)
Sales	698	2.3%	628	-4.2%	695	1.6%	628	0.1%
XTANDI	220	10.3%	213	3.4%	239	14.4%	230	10.8%
Eligard	31	-13.0%	26	-13.7%	30	-5.3%	25	-8.9%
Vesicare	61	-0.6%	57	-0.9%	59	-4.0%	57	-9.1%
BETMIGA	40	25.0%	40	20.2%	45	18.6%	43	15.3%
Omnic	35	2.6%	34	-10.1%	35	5.3%	29	-11.2%
Sales by Astellas	31	-0.2%	29	-4.0%	33	9.9%	24	-18.0%
Bulk and Royalties	3	38.9%	5	-35.5%	2	-36.7%	5	43.1%
Prograf	171	-0.3%	146	-8.0%	152	-1.2%	146	-1.0%
Sales by Astellas	168	4.7%	141	-7.3%	150	-0.4%	143	-0.5%
Advagraf	78	10.0%	63	-9.5%	70	0.9%	63	0.8%
Exports to third parties	3	-71.6%	5	-24.9%	2	-39.8%	4	-16.9%
MYCAMINE	24	-0.6%	21	-14.3%	20	-6.9%	17	-15.7%

- EMEA: Europe, Middle East and Africa

4) Asia and Oceania

Unit: B¥

<Global>	FY18 APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)	JAN.-MAR. (Quarterly)	Change (%)
Sales	25.2	7.5%	26.4	1.9%	26.9	3.8%	29.4	10.1%
XTANDI	1.5	31.2%	1.7	20.0%	1.6	6.9%	1.9	6.7%
Vesicare	1.2	-12.2%	1.0	-19.1%	1.1	-16.3%	1.1	-6.3%
BETMIGA	1.7	53.1%	1.6	23.1%	2.0	43.9%	1.9	28.0%
Prograf	11.4	19.9%	11.7	10.3%	11.5	8.8%	13.2	10.4%
Eligard	0.1	34.2%	0.1	15.1%	0.1	25.7%	0.1	32.0%
Omnic	5.2	-8.7%	6.1	-0.3%	6.3	6.8%	6.5	16.7%
MYCAMINE	1.1	-34.0%	1.1	-34.2%	1.1	-28.3%	1.2	-21.8%

R&D Pipeline

The list shows the development status in the target diseases for which we aim to obtain approval in Japan, the United States, Europe and/or China. As of Apr 2019

Underlined items indicate changes from the previous announcement on Jan 31, 2019.

Key post-POC projects and projects to maximize their VALUE

Therapeutic Area	Generic Name Code No. (Brand Name)	Modality / Technology	Classification	Target Disease	Phase *	Dosage Form	Licensor **	Remarks
Oncology	**enzalutamide MDV3100 (XTANDI®)**	Small molecule	Androgen receptor inhibitor	Metastatic castration-resistant prostate cancer	China Filed (Mar 2018)	Oral	Pfizer	
				Non-metastatic hormone-sensitive prostate cancer	P-III			
				Metastatic hormone-sensitive prostate cancer	P-III			
	gilteritinib ASP2215 (XOSPATA®)	Small molecule	FLT3 inhibitor	Relapsed or refractory acute myeloid leukemia	Europe Filed (Feb 2019) China P-III	Oral	In-house	
				Post-chemo maintenance acute myeloid leukemia	P-III			
				Post-HSCT maintenance acute myeloid leukemia	P-III			
				Newly diagnosed acute myeloid leukemia with low intensity induction of chemotherapy	P-III			
				Newly diagnosed acute myeloid leukemia with high intensity induction of chemotherapy	P-III			
	zolbetuximab IMAB362	Antibody	Anti-Claudin 18.2 monoclonal antibody	Gastric and gastroesophageal junction adenocarcinoma	P-III	Injection	In-house (Ganymed)	
				Pancreatic adenocarcinoma	P-II			
	enfortumab vedotin ASG-22ME	Antibody-drug conjugate (ADC)	Nectin-4 targeted ADC	Urothelial cancer	P-III	Injection	In-house [Co-development with Seattle Genetics]	
Urology and Nephrology	**roxadustat ASP1517/FG-4592**	Small molecule	HIF stabilizer	Anemia associated with chronic kidney disease in patients on dialysis	Japan Filed (Sep 2018) Europe P-III	Oral	FibroGen	Astellas has rights in Japan, Europe, the Commonwealth of Independent States, the Middle East, and South Africa.
				Anemia associated with chronic kidney disease in patients not on dialysis	Japan P-III Europe P-III			
				Chemotherapy-induced anemia	P-II			
Others	**fezolinetant ESN364**	Small molecule	NK3 receptor antagonist	Menopause-related vasomotor symptoms	P-II	Oral	In-house (Ogeda)	

* Compounds are developed globally unless noted. The list shows the most advanced stage if the stages are different depending on the region. The list specifies the area if the compound is developed in limited areas.

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

Updates from the previous announcement (Jan 2019):

gilteritinib (ASP2215): Filed in Europe for FLT3 mutation positive relapsed or refractory acute myeloid leukemia in Feb 2019. Removed the description of approval in US for the same indication in Nov 2018.

roxadustat (ASP1517/FG-4592): Added a Phase 2 program for chemotherapy-induced anemia.

Projects with Focus Area approach

Target (Biology)	Generic Name Code No. (Brand Name)	Modality / Technology	Therapeutic Area	Classification	Target Disease	Phase *	Dosage Form	Licensor **	Remarks
Immuno-oncology	**ASP8374/PTZ-201**	Antibody	Oncology		Cancer	P-I	Injection	In-house (Potenza Therapeutics)	
	ASP1948/PTZ-329	Antibody	Oncology		Cancer	P-I	Injection	In-house (Potenza Therapeutics)	
	ASP1951/PTZ-522	Antibody	Oncology		Cancer	P-I	Injection	In-house (Potenza Therapeutics)	
	ASP9801	Oncolytic virus	Oncology		Cancer	P-I	Injection	Tottori University [Discovered through collaborative research]	
Regeneration	**ASP7317**	Cell therapy	Ophthalmology	Retinal pigment epithelium cell	Dry age-related macular degeneration, Stargardt's disease	P-II	Injection	In-house (Astellas Institute for Regenerative Medicine)	
Antigen-specific immuno-modulation (ASIM)	**ASP0892**	Next generation vaccine (LAMP-Vax technology)	Immunology		Peanut allergy	P-I	Injection	Immunomic Therapeutics	
	ASP3772	Next generation vaccine	Infectious disease		Prevention of pneumococcal disease	P-I	Injection	Affinivax	
Mitochondria	**ASP1128/MA-0217**	Small molecule	Nephrology	PPARδ modulator	Acute kidney injury	P-II	Injection	In-house (Mitobridge)	
	ASP0367/MA-0211	Small molecule	Muscle disease		Duchenne muscular dystrophy	P-I	Oral	In-house (Mitobridge)	
Others	**reldesemtiv CK-2127107**	Small molecule	Muscle disease	Fast skeletal muscle troponin activator	Spinal muscular atrophy	P-II	Oral	Cytokinetics	
					Amyotrophic lateral sclerosis	P-II			

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Updates from the previous announcement (Jan 2019):
ASP9801: Progressed to Phase 1 for cancer.

Others (1/2)

Therapeutic Area	Generic Name Code No. (Brand Name)	Modality / Technology	Classification	Target Disease	Phase *	Dosage Form	Licensor **	Remarks
Oncology	**AGS-16C3F**	Antibody-drug conjugate (ADC)	Anti-ENPP3 ADC	Renal cell carcinoma	P-II	Injection	In-house [ADC technology in-licensed from Seattle Genetics]	
	ASP1650	Antibody	Anti-Claudin 6 monoclonal antibody	Testicular cancer	P-II	Injection	In-house (Ganymed)	
	ASP1235/AGS62P1	Antibody-drug conjugate (ADC)		Acute myeloid leukemia	P-I	Injection	In-house [ADC technology, EuCODE license from Ambrx]	
Urology and Nephrology	**solifenacin YM905**	Small molecule	Muscarine M_3 receptor antagonist	Neurogenic detrusor overactivity in pediatric patients	US Filed (Feb 2017)	Oral	In-house	
	mirabegron YM178	Small molecule	β_3 receptor agonist	Overactive bladder and neurogenic detrusor overactivity in pediatric patients	P-III	Oral	In-house	
	ASP6294	Antibody	Nerve Growth Factor (NGF) neutralization antibody	Bladder pain syndrome / Interstitial cystitis	P-II	Injection	In-house	
	ASP8302	Small molecule	Muscarine M_3 receptor positive allosteric modulator	Underactive bladder	P-II	Oral	In-house	
Immunology	**peficitinib ASP015K (Smyraf®)**	Small molecule	JAK inhibitor	Rheumatoid arthritis	Japan Approved (Mar 2019) China P-III	Oral	In-house	
	bleselumab ASKP1240	Antibody	Anti-CD40 monoclonal antibody	Recurrence of focal segmental glomerulosclerosis in de novo kidney transplant recipients	P-II	Injection	Kyowa Hakko Kirin	

Others (2/2)

Therapeutic Area	Generic Name Code No. (Brand Name)	Modality / Technology	Classification	Target Disease	Phase *	Dosage Form	Licensor **	Remarks
Others	**evolocumab AMG 145 (Repatha®)**	Antibody	Anti-PCSK9 monoclonal antibody	Statin intolerant hypercholesterolemia	Japan Filed (Aug 2018)	Injection	Amgen [Co-development with Amgen Astellas]	
	fidaxomicin	Small molecule	Macrocyclic antibiotic	*Clostridium difficile* infection in pediatric patients	Europe Filed (Jan 2019)	Oral	Merck	
	isavuconazole	Small molecule	Azole antifungal	Invasive aspergillosis and mucormycosis in pediatric patients	US P-II	Injection	Basilea	
	ASP0819	Small molecule	Ca^{2+} activated K^+ channel opener	Fibromyalgia	P-II	Oral	In-house	
	ASP4345	Small molecule	Dopamine D_1 receptor positive allosteric modulator	Cognitive impairment associated with schizophrenia	P-II	Oral	In-house	
	MucoRice-CTB	Next generation vaccine		Prophylaxis of diarrhea caused by *Vibrio cholerae*	P-I	Oral	The Institute of Medical Science, the University of Tokyo	

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Update from the previous announcement (Jan 2019):
ipragliflozin (ASP1941): Removed the description of the approval in Japan for type 1 diabetes in Dec 2018.
degarelix (ASP3550): Removed the description of the approval in Japan for prostate cancer in Jan 2019.
romosozumab (AMG 785): Removed the description of the approval in Japan for osteoporosis in patients at high risk of fracture in Jan 2019.
peficitinib (ASP015K): Approved in Japan for rheumatoid arthritis (including prevention of structural joint damage) in patients who have an inadequate response to conventional therapies in Mar 2019.
fidaxomicin: Filed in Europe for *Clostridium difficile* infection in pediatric patients in Jan 2019.
ASP5094: Discontinued the development for rheumatoid arthritis because Phase 2 study did not meet its primary endpoint.

Patient Journey	New Technology	Content	Code Number/ Program Name	Business Concept	Status	Partner
Prevention/Therapy	Digital health	Excercise program with scientific evidence				
			Smartphone application	Offer smartphone application to support exercise using wearable device to people who needs regular exercise	Under development	BANDAI NAMCO Entertainment, Moff
Therapy support	Imaging	Image-guided precision surgery				
			ASP5354	Precision surgery-guide enabling identification of ureter in hysterectomy etc.	Phase I ongoing	
Diagnosis/Therapy	Radioisotope	Theranostics using antibody with radioisotope label				