Supplementary Documents [IFRS]

Financial results for the first nine months of the fiscal year 2020 (FY2020)

Astellas Pharma Inc.

- Q3/FY2020 Financial Results
  - Nine months ended December 31, 2020
  - Three months ended December 31, 2020
- 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.
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[Nine months ended December 31, 2020]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY19 APR. - DEC.	FY20 APR. - DEC.	Change	Change (%)	FY19 Full Year	Forecasts FY20 Full Year	Change from FY19 Change (%)
Revenue	988.5	940.9	-47.6	-4.8%	1,300.8	1,256.5	-3.4%
Cost of sales	221.6	187.7	-33.9	-15.3%	276.7		
Ratio to Revenue	22.4%	20.0%			21.3%		
Gross profit	766.9	753.2	-13.7	-1.8%	1,024.1		
SG&A expenses	353.6	363.0	9.5	2.7%	499.3		
Ratio to Revenue	35.8%	38.6%			38.4%		
Advertising and Sales Promotion	126.5	127.8	1.3	1.1%	172.4		
Personnel expenses	129.6	133.9	4.2	3.3%	179.8		
Other	97.5	101.4	3.9	4.0%	147.0		
R&D expenses	159.8	168.8	9.1	5.7%	224.2	233.5	4.1%
Ratio to Revenue	16.2%	17.9%			17.2%	18.6%	
Amortisation of intangible assets	15.4	17.3	1.9	12.0%	21.2		
Share of profit (loss) of investments accounted for using equity method	-2.2	-0.3	1.9	-	-1.7		
Other income	15.1	7.0	-8.0	-53.3%	12.2		
Gain on sales of property, plant and equipment	3.9	0.0	-3.9	-99.5%	3.9		
Net foreign exchange gains	4.6	-	-4.6	-	-		
Fair value remeasurements on contingent consideration	-	3.9	3.9	-	0.4		
Other expense	13.4	51.3	38.0	283.9%	45.9		
Impairment losses	0.1	36.7	36.6	-	13.8		
Restructuring costs	-	2.9	2.9	-	1.8		
Net foreign exchange losses	-	4.2	4.2	-	8.9		
Fair value remeasurements on contingent consideration	11.9	4.4	-7.5	-63.0%	11.2		
Operating profit	237.7	159.5	-78.2	-32.9%	244.0	210.5	-13.7%
Ratio to Revenue	24.0%	16.9%			18.8%	16.8%	
Finance income	3.8	6.5	2.7	69.8%	4.4		
Finance expense	2.3	1.7	-0.6	-24.2%	3.0		
Profit before tax	239.2	164.2	-75.0	-31.3%	245.4	209.5	-14.6%
Ratio to Revenue	24.2%	17.5%			18.9%	16.7%	
Income tax expense	49.2	31.3	-17.9	-36.3%	49.9		
Profit	190.0	132.9	-57.1	-30.1%	195.4	169.5	-13.3%
Ratio to Revenue	19.2%	14.1%			15.0%	13.5%	
Comprehensive income	170.4	155.9	-14.5	-8.5%	156.7		

2. Consolidated Results (Core Basis)

Unit: B¥

	FY19 APR. - DEC.	FY20 APR. - DEC.	Change	Change (%)	FY19 Full Year	Forecasts FY20 Full Year	Change from FY19 Change (%)
Revenue	988.5	940.9	-47.6	-4.8%	1,300.8	1,256.5	-3.4%
Cost of sales	221.6	187.7	-33.9	-15.3%	276.7		
Ratio to Revenue	22.4%	20.0%			21.3%		
Gross profit	766.9	753.2	-13.7	-1.8%	1,024.1		
SG&A expenses	353.6	363.0	9.5	2.7%	499.3		
Ratio to Revenue	35.8%	38.6%			38.4%		
Advertising and Sales Promotion	126.5	127.8	1.3	1.1%	172.4		
Personnel expenses	129.6	133.9	4.2	3.3%	179.8		
Other	97.5	101.4	3.9	4.0%	147.0		
R&D expenses	159.8	168.8	9.1	5.7%	224.2	233.5	4.1%
Ratio to Revenue	16.2%	17.9%			17.2%	18.6%	
Amortisation of intangible assets	15.4	17.3	1.9	12.0%	21.2		
Share of profit (loss) of investments accounted for using equity method	-2.2	-0.3	1.9	-	-1.7		
Operating profit	235.9	203.7	-32.2	-13.6%	277.8	251.0	-9.6%
Ratio to Revenue	23.9%	21.7%			21.4%	20.0%	
Finance income	3.8	6.5	2.7	69.8%	4.4		
Finance expense	2.3	1.7	-0.6	-24.2%	3.0		
Profit before tax	237.5	208.5	-29.0	-12.2%	279.1		
Ratio to Revenue	24.0%	22.2%			21.5%		
Income tax expense	45.6	41.9	-3.8	-8.2%	55.9		
Profit	191.9	166.6	-25.2	-13.1%	223.2	200.5	-10.2%
Ratio to Revenue	19.4%	17.7%			17.2%	16.0%	

3. Exchange Rate

Unit: yen

	FY19 APR. - DEC.Ave.	FY20 APR. - DEC.Ave.	FY19 End	FY20 Q3 End	FY19 Full Year	Forecasts FY20 Full Year
USD/Yen	109	106	109	104	109	109
EUR/Yen	121	122	120	127	121	120

* Fx impacts: Revenue -7.3 billion yen and Core operating profit -3.6 billion yen
* Fx impact on elimination of unrealized gain: COGs ratio +0.4ppt

4. Reconciliation of Full Basis to Core Basis

Unit: B¥

	FY19 APR. - DEC.			FY20 APR. - DEC.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
Revenue	**988.5**	**-**	**988.5**	**940.9**	**-**	**940.9**
Cost of sales	221.6	-	221.6	187.7	-	187.7
Gross profit	**766.9**	**-**	**766.9**	**753.2**	**-**	**753.2**
SG&A expenses	353.6	-	353.6	363.0	-	363.0
R&D expenses	159.8	-	159.8	168.8	-	168.8
Amortisation of intangible assets	15.4	-	15.4	17.3	-	17.3
Share of profit (loss) of investments accounted for using equity method	-2.2	-	-2.2	-0.3	-	-0.3
Other income *	15.1	-15.1	-	7.0	-7.0	-
Other expenses *	13.4	-13.4	-	51.3	-51.3	-
Operating profit	**237.7**	**-1.7**	**235.9**	**159.5**	**44.3**	**203.7**
Finance income	3.8	-	3.8	6.5	-	6.5
Finance expenses	2.3	-	2.3	1.7	-	1.7
Profit before tax	**239.2**	**-1.7**	**237.5**	**164.2**	**44.3**	**208.5**
Income tax expense	49.2	-3.5	45.6	31.3	10.6	41.9
Profit	**190.0**	**1.8**	**191.9**	**132.9**	**33.7**	**166.6**

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

5. Revenue by Region

Unit: B¥

		FY19 APR. - DEC.	FY20 APR. - DEC.	Change	Change (%)	FY19 Full Year	Forecasts FY20 Full Year	Change from FY19 (%)
Revenue		988.5	940.9	-47.6	-4.8%	1,300.8	1,256.5	-3.4%
	Japan	276.2	221.8	-54.4	-19.7%	345.4	281.7	-18.4%
	Ratio to Revenue	27.9%	23.6%			26.6%	22.4%	
	United States	331.9	355.8	24.0	7.2%	443.5	486.4	9.7%
	Ratio to Revenue	33.6%	37.8%			34.1%	38.7%	
	Established Market	218.0	218.0	-0.0	-0.0%	296.1	287.5	-2.9%
	Ratio to Revenue	22.1%	23.2%			22.8%	22.9%	
	Greater China	44.4	43.8	-0.5	-1.2%	60.4	67.2	11.4%
	Ratio to Revenue	4.5%	4.7%			4.6%	5.4%	
	International	102.8	87.6	-15.2	-14.8%	134.8	117.1	-13.1%
	Ratio to Revenue	10.4%	9.3%			10.4%	9.3%	
	Others	15.3	13.9	-1.4	-9.2%	20.7	16.5	-20.5%
	Ratio to Revenue	1.5%	1.5%			1.6%	1.3%	

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

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

Unit: B¥

		FY19 APR. - DEC.	FY20 APR. - DEC.	Change	Change (%)	FY19 Full Year	Forecasts FY20 Full Year	Change from FY19 (%)
Addition to Property, Plant and Equipment								
	Consolidated	31.9	23.9	-8.0	-25.2%	41.8	29.0	-30.6%
Depreciation (PP&E)								
	Consolidated	27.4	30.1	2.7	9.7%	37.5	41.0	9.3%
Amortisation of Intangible Assets (incl. software, etc.)								
	Consolidated	20.9	24.0	3.1	15.0%	28.9	30.0	3.9%

- Addition to Property, Plant and Equipment does not include right-of-use asset.

7. Sales of major products

1) Global

Unit: B¥

		FY19 APR. - DEC.	FY20 APR. - DEC.	Change	Change (%)	FY19 Full Year	Forecasts FY20 Full Year	Change from FY19 Change (%)
XTANDI		297.9	342.7	44.8	15.0%	400.0	464.6	16.1%
	United States	151.9	180.0	28.2	18.5%	203.5	249.5	22.6%
	ex-US	146.0	162.7	16.7	11.4%	196.5	215.1	9.5%
	Japan	27.8	31.0	3.2	11.6%	35.8	38.9	8.8%
	Established Market	99.1	108.8	9.7	9.7%	135.4	142.9	5.5%
	Greater China	1.7	3.2	1.5	85.1%	3.2	6.9	115.0%
	International	17.3	19.6	2.3	13.3%	22.1	26.4	19.5%
XOSPATA		9.8	17.6	7.9	80.7%	14.3	23.1	61.9%
	Japan	2.1	2.9	0.7	34.5%	2.8	3.2	16.3%
	United States	7.5	11.6	4.1	55.0%	10.5	13.8	30.8%
	Established Market	0.2	3.1	3.0	-	0.9	5.5	486.2%
PADCEV		0	9.4	9.4	-	1.8	13.0	619.6%
	United States	0	9.4	9.4	-	1.8	13.0	619.6%
Betanis/Myrabetriq/BETMIGA		121.0	122.3	1.3	1.0%	161.6	167.9	3.9%
	Japan	27.5	26.6	-0.8	-3.1%	34.3	34.2	-0.5%
	United States	65.5	65.9	0.4	0.7%	89.2	90.8	1.7%
	Established Market	20.8	21.9	1.1	5.2%	28.2	30.5	8.4%
	Greater China	0.9	1.6	0.6	65.7%	1.4	3.1	125.0%
	International	6.3	6.3	-0.0	-0.7%	8.4	9.3	10.6%
Vesicare		36.2	24.7	-11.5	-31.8%	44.7	30.0	-32.9%
	Japan	16.1	14.5	-1.6	-9.8%	20.2	17.1	-15.4%
	United States	4.5	1.9	-2.6	-57.3%	5.4	2.2	-59.0%
	Established Market	10.8	4.6	-6.2	-57.5%	13.1	5.2	-60.3%
	Greater China	1.4	0.8	-0.7	-46.7%	1.8	1.2	-34.7%
	International	3.3	2.8	-0.4	-13.1%	4.2	4.3	3.1%
Prograf		146.2	138.3	-7.9	-5.4%	192.9	182.0	-5.7%
	Japan	34.9	32.1	-2.8	-8.0%	44.3	40.5	-8.7%
	United States	10.9	9.4	-1.5	-14.1%	13.2	12.1	-8.2%
	Established Market	51.6	47.6	-4.0	-7.7%	71.5	62.6	-12.4%
	Greater China	23.2	24.8	1.6	6.9%	32.2	35.1	9.2%
	International	25.6	24.4	-1.2	-4.6%	31.7	31.6	-0.4%
Harnal/Omnic		33.3	28.9	-4.3	-13.0%	42.7	39.1	-8.3%
Funguard/MYCAMINE		27.3	20.1	-7.2	-26.4%	35.2	23.1	-34.4%
Eligard		10.7	9.3	-1.4	-12.8%	14.2	12.3	-13.3%

- 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, Export sales, etc.

2) Revenue by region

(1) Japan

Unit: B¥

<Global>	FY19 APR. - DEC.	FY20 APR. - DEC.	Change	Change (%)	FY19 Full Year	Forecasts FY20 Full Year	Change from FY19 Change (%)
XTANDI	27.8	31.0	3.2	11.6%	35.8	38.9	8.8%
XOSPATA	2.1	2.9	0.7	34.5%	2.8	3.2	16.3%
Betanis	27.5	26.6	-0.8	-3.1%	34.3	34.2	-0.5%
Vesicare	16.1	14.5	-1.6	-9.8%	20.2	17.1	-15.4%
Prograf (Including Graceptor)	34.9	32.1	-2.8	-8.0%	44.3	40.5	-8.7%
Harnal	3.3	2.4	-0.9	-27.8%	4.1	2.6	-36.2%
Funguard	6.2	4.0	-2.2	-35.0%	7.6	3.6	-53.0%
<Main products>							
Suglat [Family]	18.4	21.6	3.2	17.3%	23.9	30.3	26.7%
Sujanu	6.8	8.7	2.0	28.9%	8.9		
Repatha	2.4	3.9	1.5	64.1%	3.1		
Linzess	4.3	4.9	0.6	14.1%	5.6	6.6	19.4%
BLINCYTO	3.5	3.4	-0.1	-2.7%	4.5		
EVENITY	16.5	19.0	2.6	15.6%	23.6		
Celecox	38.9	16.9	-21.9	-56.4%	49.2	20.9	-57.4%
Symbicort	14.1	-	-14.1	-	14.1	-	-
Geninax	6.3	2.0	-4.3	-68.4%	7.7	5.0	-35.6%
Vaccines	11.4	7.9	-3.5	-30.6%	11.2	7.4	-34.0%
Gonax	4.0	4.0	-0.0	-0.6%	5.1	5.5	8.0%
Cimzia	7.2	7.7	0.5	7.3%	9.3	9.4	1.6%
Micardis [Family]	14.3	-	-14.3	-	17.7	-	-
Bonoteo	4.9	3.0	-1.8	-37.6%	6.0	3.2	-46.3%
Lipitor	10.2	8.4	-1.8	-17.4%	12.7	10.2	-19.3%
Myslee	7.2	6.2	-1.0	-13.9%	9.0	7.2	-20.3%
Total Rx Sales In Japanese market	273.8	219.6	-54.3	-19.8%	342.1	275.6	-19.5%

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

(2) United States

Unit: M$

		FY19 APR. - DEC.	FY20 APR. - DEC.	Change	Change (%)	FY19 Full Year	Forecasts FY20 Full Year	Change from FY19 Change (%)
Revenue		3,054	3,353	299	9.8%	4,078	4,446	9.0%
	XTANDI	1,398	1,697	299	21.4%	1,871	2,280	21.8%
	XOSPATA	69	109	40	58.7%	97	126	30.0%
	PADCEV	0	88	88	-	17	119	615.2%
	Myrbetriq	602	621	19	3.1%	821	830	1.1%
	VESIcare	41	18	-23	-56.3%	50	20	-59.3%
	Prograf	101	89	-12	-12.0%	122	111	-8.7%
	MYCAMINE	80	63	-17	-20.9%	106	62	-41.8%
	AmBisome	86	85	-1	-0.7%	116	106	-8.7%
	CRESEMBA	116	120	4	3.8%	155	155	0.0%
	Scan	536	456	-79	-14.8%	694	626	-9.8%
	Tarceva	26	7	-19	-74.2%	30		

(3) Established Market

Unit: M€

		FY19 APR. - DEC.	FY20 APR. - DEC.	Change	Change (%)	FY19 Full Year	FY20 Full Year	Change (%)
Revenue		1,801	1,781	-20	-1.1%	2,451	2,403	-1.9%
	XTANDI	819	889	70	8.6%	1,121	1,195	6.6%
	XOSPATA	1	26	24	-	8	46	492.1%
	BETMIGA	172	179	7	4.1%	233	255	9.4%
	Vesicare	90	38	-52	-58.0%	108	43	-59.9%
	Prograf	426	389	-37	-8.7%	592	524	-11.5%
	Omnic	53	49	-4	-7.5%	71	63	-11.1%
	MYCAMINE	43	36	-8	-17.9%	56	40	-27.9%
	Eligard	73	64	-9	-12.3%	98	81	-17.1%

- Established Market: Europe, Canada, Australia

(4) Greater China

Unit: B¥

		FY19 APR. - DEC.	FY20 APR. - DEC.	Change	Change (%)	FY19 Full Year	Forecasts FY20 Full Year	Change from FY19 (%)
Revenue		44.4	43.8	-0.5	-1.2%	60.4	67.2	11.4%
	XTANDI	1.7	3.2	1.5	85.1%	3.2	6.9	115.0%
	BETMIGA	0.9	1.6	0.6	65.7%	1.4	3.1	125.0%
	Vesicare	1.4	0.8	-0.7	-46.7%	1.8	1.2	-34.7%
	Prograf	23.2	24.8	1.6	6.9%	32.2	35.1	9.2%
	Harnal	10.2	8.9	-1.2	-12.2%	13.1	11.4	-13.1%
	MYCAMINE	3.0	1.8	-1.2	-39.0%	3.8	3.7	-2.4%
	Eligard	0.2	0.3	0.1	23.8%	0.3	0.4	19.3%
	Feburic	1.9	1.9	0.1	2.7%	2.5	3.9	56.0%

- Greater China: China, Hong Kong, Taiwan

(5) International

Unit: B¥

		FY19 APR. - DEC.	FY20 APR. - DEC.	Change	Change (%)	FY19 Full Year	Forecasts FY20 Full Year	Change from FY19 (%)
Revenue		102.8	87.6	-15.2	-14.8%	134.8	117.1	-13.1%
	XTANDI	17.3	19.6	2.3	13.3%	22.1	26.4	19.5%
	BETMIGA	6.3	6.3	-0.0	-0.7%	8.4	9.3	10.6%
	Vesicare	3.3	2.8	-0.4	-13.1%	4.2	4.3	3.1%
	Prograf	25.6	24.4	-1.2	-4.6%	31.7	31.6	-0.4%
	Harnal	13.4	11.6	-1.8	-13.1%	16.9	17.6	4.1%
	MYCAMINE	4.1	3.1	-1.0	-24.1%	5.5	4.2	-23.2%

- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

8. Consolidated statements of financial position

Unit: B¥

	FY19 End	FY20 Q3 End	Change
Assets	**2,315.2**	**2,296.8**	**-18.3**
Non-current assets	**1,447.7**	**1,433.5**	**-14.1**
Property, plant and equipment	268.6	255.2	-13.4
Goodwill	278.3	267.8	-10.5
Intangible assets	724.8	697.2	-27.6
Trade and other receivables	34.0	34.0	0.0
Investments accounted for using equity method	4.7	5.8	1.1
Deferred tax assets	52.9	51.5	-1.4
Other financial assets	74.3	112.2	37.9
Other non-current assets	10.2	9.9	-0.3
Current assets	**867.5**	**863.3**	**-4.2**
Inventories	151.0	155.7	4.7
Trade and other receivables	347.0	345.6	-1.4
Income tax receivable	23.6	16.2	-7.3
Other financial assets	9.5	20.0	10.5
Other current assets	18.0	19.2	1.2
Cash and cash equivalents	318.4	306.5	-11.9

Unit: B¥

	FY19 End	FY20 Q3 End	Change
Equity and Liabilities	**2,315.2**	**2,296.8**	**-18.3**
Equity	**1,289.2**	**1,368.6**	**79.4**
Equity attributable to owners of the parent	**1,289.2**	**1,368.6**	**79.4**
Share capital	103.0	103.0	-
Capital surplus	177.5	177.6	0.1
Treasury shares	-7.2	-7.2	-0.0
Retained earnings	905.9	963.0	57.2
Other components of equity	110.0	132.1	22.1
Liabilities	**1,026.0**	**928.2**	**-97.8**
Non-current liabilities	**227.3**	**292.4**	**65.1**
Trade and other payables	3.1	1.2	-1.9
Deferred tax liabilities	24.7	18.2	-6.4
Retirement benefit liabilities	38.1	41.1	3.1
Provisions	6.1	4.4	-1.7
Other financial liabilities	129.3	199.0	69.7
Other non-current liabilities	26.0	28.4	2.4
Current liabilities	**798.7**	**635.8**	**-162.9**
Trade and other payables	172.0	111.0	-61.0
Income tax payable	4.0	26.6	22.6
Provisions	14.2	16.9	2.7
Other financial liabilities	345.7	189.5	-156.2
Other current liabilities	262.8	291.8	29.0

In the first three months of FY2020, the consolidated statement of financial position as of March 31, 2020 was retroactively revised due to adjustments of fair value of assets acquired and liabilities assumed for Audentes Therapeutics, Inc., which was acquired in January 2020. For the details, refer to Note "Business Combinations" in Financial Results.

[Nine months ended December 31, 2020]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY20					
	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)
Revenue	307.0	-8.1%	308.5	-2.5%	325.4	-3.7%
Cost of sales	59.7	-15.4%	59.9	-12.4%	68.2	-17.6%
Ratio to Revenue	19.4%		19.4%		21.0%	
Gross profit	247.3	-6.2%	248.6	0.3%	257.2	0.8%
SG&A expenses	120.8	2.8%	121.4	11.8%	120.9	-5.2%
Ratio to Revenue	39.3%		39.3%		37.2%	
Advertising and Sales Promotion	42.0	1.8%	42.6	5.6%	43.2	-3.7%
Personnel expenses	45.7	4.8%	44.6	4.2%	43.6	0.8%
Other	33.1	1.5%	34.2	34.2%	34.1	-13.4%
R&D expenses	57.3	7.1%	54.4	5.7%	57.1	4.3%
Ratio to Revenue	18.7%		17.6%		17.6%	
Amortisation of intangible assets	5.9	-18.4%	5.7	41.6%	5.7	35.6%
Share of profit (loss) of investments accounted for using equity method	-0.0	-	-0.2	-	0.0	-
Other income	2.2	-50.4%	3.2	19.0%	3.9	-50.5%
Net foreign exchange gains	1.1	131.6%	-	-	1.0	-61.2%
Fair value remeasurements on contingent consideration	0.9	-	3.1	-	0.0	-
Other expense	4.8	-60.6%	44.1	-	4.7	-
Impairment losses	3.3	-	31.3	-	2.1	-
Restructuring costs	-	-	0.9	-	1.9	-
Net foreign exchange losses	-	-	6.4	-	-	-
Fair value remeasurements on contingent consideration	0.2	-98.5%	4.2	783.4%	0.2	275.4%
Operating profit	60.8	-21.1%	26.1	-69.4%	72.6	-3.8%
Ratio to Revenue	19.8%		8.4%		22.3%	
Finance income	0.4	-50.5%	3.1	437.8%	3.1	22.6%
Finance expense	1.0	-27.8%	0.3	-56.7%	0.5	46.5%
Profit before tax	60.2	-21.3%	28.9	-66.1%	75.1	-3.2%
Ratio to Revenue	19.6%		9.4%		23.1%	
Income tax expense	9.8	-45.4%	6.4	-57.3%	15.1	-6.5%
Profit	50.4	-13.9%	22.4	-68.0%	60.1	-2.3%
Ratio to Revenue	16.4%		7.3%		18.5%	
Comprehensive income	55.4	104.9%	22.7	-52.3%	77.8	-18.8%

2. Consolidated Results (Core Basis)

Unit: B¥

	FY20					
	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)
Revenue	307.0	-8.1%	308.5	-2.5%	325.4	-3.7%
Cost of sales	59.7	-15.4%	59.9	-12.4%	68.2	-17.6%
Ratio to Revenue	19.4%		19.4%		21.0%	
Gross profit	247.3	-6.2%	248.6	0.3%	257.2	0.8%
SG&A expenses	120.8	2.8%	121.4	11.8%	120.9	-5.2%
Ratio to Revenue	39.3%		39.3%		37.2%	
Advertising and Sales Promotion	42.0	1.8%	42.6	5.6%	43.2	-3.7%
Personnel expenses	45.7	4.8%	44.6	4.2%	43.6	0.8%
Other	33.1	1.5%	34.2	34.2%	34.1	-13.4%
R&D expenses	57.3	7.1%	54.4	5.7%	57.1	4.3%
Ratio to Revenue	18.7%		17.6%		17.6%	
Amortisation of intangible assets	5.9	-18.4%	5.7	41.6%	5.7	35.6%
Share of profit (loss) of investments accounted for using equity method	-0.0	-	-0.2	-	0.0	-
Operating profit	63.4	-25.2%	66.9	-19.6%	73.5	8.0%
Ratio to Revenue	20.6%		21.7%		22.6%	
Finance income	0.4	-50.5%	3.1	437.8%	3.1	22.6%
Finance expense	1.0	-27.8%	0.3	-56.7%	0.5	46.5%
Profit before Tax	62.8	-25.4%	69.7	-16.2%	76.0	8.4%
Ratio to Revenue	20.5%		22.6%		23.4%	
Income tax expense	10.8	-36.7%	15.5	8.2%	15.5	9.4%
Profit	52.0	-22.5%	54.2	-21.3%	60.5	8.1%
Ratio to Revenue	16.9%		17.6%		18.6%	

3. Revenue by Region

Unit: B¥

		FY20					
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)
Revenue		307.0	-8.1%	308.5	-2.5%	325.4	-3.7%
	Japan	77.8	-21.0%	66.5	-21.7%	77.6	-16.5%
	Ratio to Revenue	25.3%		21.5%		23.8%	
	United States	117.2	11.3%	119.6	7.3%	119.1	3.4%
	Ratio to Revenue	38.2%		38.8%		36.6%	
	Established Market	64.0	-15.5%	74.8	5.4%	79.1	11.0%
	Ratio to Revenue	20.9%		24.3%		24.3%	
	Greater China	14.2	-3.4%	15.3	4.4%	14.3	-4.5%
	Ratio to Revenue	4.6%		5.0%		4.4%	
	International	30.2	-11.8%	26.5	-8.9%	30.9	-21.8%
	Ratio to Revenue	9.8%		8.6%		9.5%	
	Others	3.6	-36.4%	5.8	9.3%	4.6	3.1%
	Ratio to Revenue	1.2%		1.9%		1.4%	

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

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

Unit: B¥

		FY20					
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)
Addition to Property, Plant and Equipment							
	Consolidated	7.1	-43.8%	7.5	-24.2%	9.3	-1.3%
Depreciation (PP&E)							
	Consolidated	10.0	24.5%	10.0	20.8%	10.1	-9.2%
Amortisation of Intangible Assets (incl. software, etc.)							
	Consolidated	8.0	-10.9%	8.0	35.7%	8.1	33.5%

- Addition to Property, Plant and Equipment does not include right-of-use asset.

5. Sales of major products

1) Global

Unit: B¥

	FY20					
	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)
XTANDI	112.0	16.6%	113.5	14.7%	117.2	13.9%
United States	62.7	33.7%	58.4	12.8%	58.9	10.7%
ex-US	49.3	0.3%	55.1	16.7%	58.3	17.3%
Japan	10.1	9.1%	9.8	4.0%	11.1	22.1%
Established Market	31.5	-6.4%	37.4	15.1%	40.0	20.9%
Greater China	0.7	31.4%	1.6	219.0%	0.9	33.3%
International	6.9	22.7%	6.4	32.3%	6.3	-8.0%
XOSPATA	5.6	128.3%	5.3	64.4%	6.7	65.0%
Japan	1.0	70.3%	0.8	25.6%	1.1	17.6%
United States	3.6	92.3%	3.7	41.8%	4.3	43.0%
Estabilished Market	1.0	-	0.8	-	1.3	739.0%
PADCEV	3.0	-	3.1	-	3.3	-
United States	3.0	-	3.1	-	3.3	-
Betanis/Myrabetriq/BETMIGA	40.4	1.2%	39.5	1.8%	42.3	0.2%
Japan	8.4	-10.5%	8.2	-2.8%	10.0	4.0%
United States	22.9	7.7%	21.1	-0.3%	21.9	-4.9%
Estabilished Market	6.6	-2.3%	7.7	12.4%	7.6	5.4%
Greater China	0.4	12.3%	0.5	79.8%	0.6	124.6%
International	2.0	-2.5%	2.0	-3.9%	2.3	4.1%
Vesicare	7.7	-43.0%	8.4	-26.5%	8.5	-23.6%
Japan	4.9	-13.8%	4.4	-8.4%	5.2	-6.9%
United States	0.4	85.7%	1.2	-51.4%	0.3	-82.6%
Estabilished Market	1.3	-79.2%	1.6	-37.4%	1.7	-20.9%
Greater China	0.2	-52.9%	0.3	-44.1%	0.3	-42.9%
International	0.9	-14.3%	0.9	-16.5%	1.0	-8.6%
Prograf	45.3	-10.2%	44.3	-3.2%	48.7	-2.6%
Japan	11.1	-9.1%	10.0	-6.7%	11.1	-8.0%
United States	3.6	10.1%	3.0	-21.0%	2.8	-27.3%
Estabilished Market	13.8	-21.9%	16.6	-0.5%	17.2	-0.2%
Greater China	7.8	1.3%	8.4	7.9%	8.6	11.6%
International	9.0	-6.0%	6.3	-7.0%	9.1	-1.4%
Harnal/Omnic	10.6	-3.1%	9.6	-14.7%	8.7	-21.1%
Funguard/MYCAMINE	7.1	-21.6%	6.9	-21.4%	6.1	-35.6%
Eligard	3.1	-16.0%	3.1	-5.4%	3.2	-16.0%

- 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, Export sales, etc.

2) Revenue by region

(1) Japan

Unit: B¥

	FY20					
<Global>	APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)
XTANDI	10.1	9.1%	9.8	4.0%	11.1	22.1%
XOSPATA	1.0	70.3%	0.8	25.6%	1.1	17.6%
Betanis	8.4	-10.5%	8.2	-2.8%	10.0	4.0%
Vesicare	4.9	-13.8%	4.4	-8.4%	5.2	-6.9%
Prograf (Including Graceptor)	11.1	-9.1%	10.0	-6.7%	11.1	-8.0%
Harnal	0.8	-30.5%	0.7	-28.0%	0.8	-24.6%
Funguard	1.5	-24.5%	1.4	-29.1%	1.1	-49.3%
<Main products>						
Suglat [Family]	7.1	18.3%	6.7	18.0%	7.8	15.8%
Sujanu	2.8	34.9%	2.7	30.0%	3.2	23.1%
Repatha	1.2	52.5%	1.3	73.1%	1.5	66.7%
Linzess	1.6	12.3%	1.5	14.6%	1.8	15.3%
BLINCYTO	1.2	12.0%	1.0	-12.0%	1.2	-6.4%
EVENITY	6.9	96.1%	5.8	-3.0%	6.3	-9.2%
Celecox	11.6	-11.9%	2.7	-79.5%	2.7	-78.7%
Geninax	0.6	-72.6%	0.5	-72.7%	0.9	-60.9%
Vaccines	0.0	-99.9%	2.8	49.0%	5.1	-17.9%
Gonax	1.6	23.2%	1.2	-3.6%	1.1	-20.2%
Cimzia	2.5	4.4%	2.4	6.9%	2.8	10.3%
Bonoteo	1.1	-40.4%	1.0	-37.2%	1.0	-35.0%
Lipitor	2.9	-21.2%	2.6	-18.1%	2.9	-12.5%
Myslee	2.1	-17.3%	2.0	-15.2%	2.2	-9.3%
Total Rx Sales In Japanese market	76.9	-21.5%	66.2	-21.6%	76.5	-16.4%

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

(2) United States

Unit: M$

		FY20					
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)
Revenue		1,089	13.6%	1,126	8.6%	1,139	7.6%
	XTANDI	583	36.5%	550	14.2%	564	15.2%
	XOSPATA	33	96.4%	35	43.8%	41	48.5%
	PADCEV	27	-	29	-	32	-
	Myrbetriq	213	10.0%	199	0.8%	209	-1.0%
	Vesicare	4	89.6%	11	-50.5%	3	-81.4%
	Prograf	33	12.4%	28	-19.9%	27	-24.2%
	MYCAMINE	24	-10.5%	22	-21.5%	18	-31.0%
	Ambisome	22	-16.3%	29	0.8%	33	11.7%
	CRESEMBA	36	-2.3%	40	14.7%	44	0.4%
	Scan	111	-40.1%	180	0.6%	165	-3.8%
	Tarceva	3	-82.4%	2	-52.9%	2	-70.5%

(3) Established Market

Unit: M€

		FY20					
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)
Revenue		540	-11.9%	604	1.6%	636	7.4%
	XTANDI	266	-2.4%	302	10.9%	322	17.1%
	XOSPATA	9	-	7	-	11	719.4%
	BETMIGA	56	1.8%	62	8.5%	61	1.9%
	Vesicare	11	-78.4%	13	-40.8%	14	-23.8%
	Prograf	117	-18.5%	134	-4.1%	138	-3.5%
	Omnic	15	-11.8%	17	-3.6%	18	-7.1%
	MYCAMINE	13	-10.0%	11	-25.0%	11	-18.5%
	Eligard	21	-13.3%	21	-6.4%	22	-16.4%

- Established Market: Europe, Canada, Australia

(4) Greater China

Unit: B¥

		FY20					
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)
Revenue		14.2	-3.4%	15.3	4.4%	14.3	-4.5%
	XTANDI	0.7	31.4%	1.6	219.0%	0.9	33.3%
	BETMIGA	0.4	12.3%	0.5	79.8%	0.6	124.6%
	Vesicare	0.2	-52.9%	0.3	-44.1%	0.3	-42.9%
	Prograf	7.8	1.3%	8.4	7.9%	8.6	11.6%
	Harnal	3.7	12.6%	3.0	-15.3%	2.2	-33.6%
	MYCAMINE	0.5	-45.6%	0.7	-6.6%	0.6	-53.1%
	Eligard	0.1	16.8%	0.1	27.0%	0.1	27.1%
	Feburic	0.6	-2.6%	0.6	-3.2%	0.7	13.6%

- Greater China: China, Hong Kong, Taiwan

(5) International

Unit: B¥

		FY20					
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)
Revenue		30.2	-11.8%	26.5	-8.9%	30.9	-21.8%
	XTANDI	6.9	22.7%	6.4	32.3%	6.3	-8.0%
	BETMIGA	2.0	-2.5%	2.0	-3.9%	2.3	4.1%
	Vesicare	0.9	-14.3%	0.9	-16.5%	1.0	-8.6%
	Prograf	9.0	-6.0%	6.3	-7.0%	9.1	-1.4%
	Harnal	4.2	-1.4%	3.9	-17.7%	3.5	-19.6%
	MYCAMINE	1.0	-31.2%	1.0	-15.0%	1.1	-24.7%

- International: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Export sales, etc.

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 Jan 2021

Underlined items indicate changes from the previous announcement in Oct 2020.

Key post-POC projects and projects to maximize their VALUE (1/2)

Therapeutic Area	Generic Name Code No. (Brand Name)	Modality / Technology	Classification	Target Disease	Phase *	Licensor **	Remarks
Oncology	**enzalutamide MDV3100 (XTANDI®)**	Small molecule	Androgen receptor inhibitor	Non-metastatic castration-resistant prostate cancer	China Approved (Nov 2020)	Pfizer	
				Metastatic castration-sensitive prostate cancer	Europe Filed (Jul 2019) China P-III		
				Non-metastatic castration-sensitive prostate cancer	P-III		
	gilteritinib ASP2215 (XOSPATA®)	Small molecule	FLT3 inhibitor	Relapsed or refractory acute myeloid leukemia	China Filed (Mar 2020)	In-house	
				Post-chemotherapy maintenance acute myeloid leukemia	P-III		
				Post-hematopoietic stem cell transplant 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		
				Acute myeloid leukemia in pediatric patients	P-III		
	enfortumab vedotin ASG-22ME (PADCEV®)	Antibody-drug conjugate (ADC)	Nectin-4 targeted ADC	Metastatic urothelial cancer, PD-1/PD-L1 inhibitor and platinum-containing chemotherapy pretreated	P-III	In-house [Co-development with Seagen]	
				Metastatic urothelial cancer, previously untreated (first line; combo with pembrolizumab)	P-III		
				Muscle-invasive bladder cancer (combo with pembrolizumab)	P-III		
				Metastatic urothelial cancer, PD-1/PD-L1 inhibitor pretreated	P-II		
				Other solid tumors	P-II		

Key post-POC projects and projects to maximize their VALUE (2/2)

Therapeutic Area	Generic Name Code No. (Brand Name)	Modality / Technology	Classification	Target Disease	Phase *	Licensor **	Remarks
Oncology	**zolbetuximab** **IMAB362**	Antibody	Anti-Claudin 18.2 monoclonal antibody	Gastric and gastroesophageal junction adenocarcinoma	P-III	In-house (Ganymed)	
				Pancreatic adenocarcinoma	P-II		
Urology and Nephrology	**roxadustat** **ASP1517/FG-4592**	Small molecule	HIF-PH inhibitor	Anemia associated with chronic kidney disease in patients on dialysis	Europe Filed (Apr 2020)	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 Approved (Nov 2020) Europe Filed (Apr 2020)		
				Chemotherapy-induced anemia	P-II		
Others	**fezolinetant** **ESN364**	Small molecule	NK3 receptor antagonist	Menopause-related vasomotor symptoms	P-III	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 (Oct 2020):
enzalutamide (MDV3100): Removed the description of the approval in US for tablet (new formulation) in Aug 2020. Obtained the approval in China for non-metastatic castration-resistant prostate cancer in Nov 2020.
roxadustat (ASP1517/FG-4592): Obtained the approval in Japan for anemia associated with chronic kidney disease in patients not on dialysis in Nov 2020.

Projects with Focus Area approach (1/2)

Target (Biology)	Generic Name Code No. (Brand Name)	Modality / Technology	Therapeutic Area	Classification	Target Disease	Phase *	Licensor **	Remarks
Immuno-oncology	**ASP1948/PTZ-329**	Antibody	Oncology	Anti-NRP1 antibody	Cancer	P-I	In-house (Potenza Therapeutics)	
	ASP1951/PTZ-522	Antibody	Oncology	GITR agonistic antibody	Cancer	P-I	In-house (Potenza Therapeutics)	
	ASP9801	Oncolytic virus	Oncology	Oncolytic virus carrying IL-7 and IL-12	Cancer	P-I	Tottori University [Discovered through collaborative research]	
	ASP7517	Cell therapy (artificial adjuvant vector cells)	Oncology	WT1 loaded artificial adjuvant vector cell	Cancer	P-I	RIKEN [Discovered through collaborative research]	
	ASP0739	Cell therapy (artificial adjuvant vector cells)	Oncology	NY-ESO-1 loaded artificial adjuvant vector cell	Cancer	P-I	RIKEN [Discovered through collaborative research]	
Regeneration	**FX-322**	Small molecule	Otology	Inner ear progenitor cell activator (combination of GSK-3 inhibitor and HDAC inhibitor)	Sensorineural hearing loss	P-II	Frequency Therapeutics	Astellas has rights in Ex-US markets
	ASP7317	Cell therapy	Ophthalmology	Retinal pigment epithelium cells	Geographic atrophy secondary to age-related macular degeneration, Stargardt disease	P-I	In-house (Astellas Institute for Regenerative Medicine)	
	ASP0598	Recombinant protein	Otology	Recombinant human heparin-binding epidermal growth factor-like growth factor	Chronic tympanic membrane perforation	P-I	Auration Biotech	
Mitochondria	**ASP1128/MA-0217**	Small molecule	Nephrology	PPARδ modulator	Acute kidney injury	P-II	In-house (Mitobridge)	
	ASP0367/MA-0211	Small molecule	Muscle disease	PPARδ modulator	Primary mitochondrial myopathies	P-II	In-house (Mitobridge)	
					Duchenne muscular dystrophy	P-I		

Projects with Focus Area approach (2/2)

Target (Biology)	Generic Name Code No. (Brand Name)	Modality / Technology	Therapeutic Area	Classification	Target Disease	Phase *	Licensor **	Remarks
Genetic regulation	**resamirigene bilparvovec AT132**	Gene therapy (AAV-based gene therapy)	Muscle disease	MTM1 gene replacement to express myotubularin	X-linked myotubular myopathy	P-II	In-house (Audentes)	
	AT845	Gene therapy (AAV-based gene therapy)	Muscle disease	GAA gene replacement to express GAA enzyme	Pompe disease	P-I	In-house (Audentes)	
Others	**ASP3772**	Next generation vaccine (MAPS technology)	Infectious disease	Pneumococcal vaccine based on a multiple antigen-presenting system (MAPS) platform	Prevention of pneumococcal disease	P-II	Affinivax	
	ASP0892	Next generation vaccine (LAMP-vax technology)	Immunology		Peanut allergy	P-I	Immunomic Therapeutics	
	ASP2390	New generation vaccine (LAMP-vax technology)	Immunology		House dust mite-induced allergic rhinitis	P-I	Immunomic Therapeutics [Discovered through collaborative research]	

* 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.

Update from the previous announcement (Oct 2020):
ASP7317: Changed the study phase from Phase 2 to Phase 1 due to the protocol design amendment for geographic atrophy secondary to age-related macular degeneration.
ASP0739: Entered into Phase 1 for cancer.

Others

Therapeutic Area	Generic Name Code No. (Brand Name)	Modality / Technology	Classification	Target Disease	Phase *	Licensor **	Remarks
Urology and Nephrology	**mirabegron YM178**	Small molecule	β_3 receptor agonist	Neurogenic detrusor overactivity in pediatric patients	US Filed (Sep 2020) Europe P-III	In-house	
				Overactive bladder in pediatric patients	Europe P-III		
Immunology	**tacrolimus FK506 (Prograf®)**	Small molecule	Immunosuppressant	Prevention of rejection after lung transplantation	US Filed (Dec 2020)	In-house	
	peficitinib ASP015K	Small molecule	JAK inhibitor	Rheumatoid arthritis	China P-III	In-house	
	bleselumab ASKP1240	Antibody	Anti-CD40 monoclonal antibody	Recurrence of focal segmental glomerulosclerosis in de novo kidney transplant recipients	P-II	Kyowa Kirin	
	ASP1617	Small molecule		Systemic lupus erythematosus	P-I	In-house	
Others	**isavuconazole**	Small molecule	Azole antifungal	Invasive aspergillosis and mucormycosis in pediatric patients	US P-II	Basilea	
	ASP8062	Small molecule	$GABA_B$ receptor positive allosteric modulator	Substance use disorders	P-I	In-house	

* 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.
"Filed" includes submission of application.

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

Update from the previous announcement (Oct 2020):

tacrolimus (FK506): Filed in US for prevention of rejection after lung transplantation in Dec 2020.

Rx+ Program

As of Jan 2021

Underlined item indicates changes from the previous announcement in Oct 2020

Sphere (Business area)	Project	Concept	Status	Partner	Remarks
Chronic disease progression prevention	Smartphone application	Offer smartphone application to support exercise using wearable device to people who needs regular exercise	Under development	BANDAI NAMCO Entertainment	
	Fitness service (Fit-eNce)	Scientifically evidenced exercise programs and systems which support regular exercise	Launched in limited areas		
	BlueStar	Digital therapeutics for adults with diabetes	Under development	Welldoc	
Patient outcome maximization	ASP5354	Precision surgery-guide enabling identification of ureter in hysterectomy and colorectal surgery etc.	P-II		

Update from the previous announcement (Oct 2020)
Smartphone application: Completed medical and healthcare research. Under development of application.