

Supplementary Documents [IFRS]

Financial results for the first nine months of the fiscal year 2022 (FY2022)

Astellas Pharma Inc.

- Q3/FY2022 Financial Results
 - Nine months ended December 31, 2022
 - Three months ended December 31, 2022
- 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.

[Nine months ended December 31, 2022]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY21 APR. - DEC.	FY22 APR. - DEC.	Change	Change (%)
Revenue	992.3	1,164.4	172.1	17.3%
Cost of sales	194.1	226.1	32.0	16.5%
Ratio to Revenue	19.6%	19.4%		
Gross profit	798.2	938.3	140.1	17.6%
SG&A expenses	406.4	471.0	64.6	15.9%
Ratio to Revenue	41.0%	40.4%		
XTANDI co-promotion fee in the United states	108.7	138.2	29.5	27.2%
Personnel expenses	143.0	156.3	13.3	9.3%
Advertising and Sales Promotion and Other	154.7	176.5	21.8	14.1%
R&D expenses	177.6	206.1	28.4	16.0%
Ratio to Revenue	17.9%	17.7%		
Amortisation of intangible assets	20.2	29.2	8.9	44.1%
Gain on divestiture of intangible assets	24.1	0.2	-23.9	-99.1%
Share of profit (loss) of investments accounted for using equity method	2.0	1.4	-0.7	-32.5%
Other income	4.2	2.5	-1.7	-40.2%
Fair value remeasurements on contingent consideration	2.2	1.5	-0.7	-32.7%
Other expenses	54.9	54.9	0.0	0.0%
Impairment losses	26.7	24.3	-2.4	-9.0%
Restructuring costs	18.3	1.5	-16.8	-91.5%
Net foreign exchange losses	-	6.7	6.7	-
Fair value remeasurements on contingent consideration	8.7	19.0	10.2	117.7%
Operating profit	169.4	181.3	11.9	7.0%
Ratio to Revenue	17.1%	15.6%		
Finance income	2.3	5.7	3.4	145.7%
Finance expenses	4.3	6.7	2.4	56.9%
Profit before tax	167.4	180.2	12.8	7.7%
Ratio to Revenue	16.9%	15.5%		
Income tax expense	34.9	35.4	0.5	1.4%
Profit	132.5	144.8	12.3	9.3%
Ratio to Revenue	13.4%	12.4%		
Comprehensive income	164.5	218.6	54.0	32.8%

	Previous Forecasts	Latest Forecasts	Change from FY21
	FY22 Full Year	FY22 Full Year	Change (%)
FY21 Full Year	1,296.2	1,529.0	18.0%
253.0			
19.5%			
1,043.2			
548.8	642.0	642.0	17.0%
42.3%	42.0%	42.0%	
139.3	186.0	186.0	33.5%
191.4			
218.1			
246.0	278.0	278.0	13.0%
19.0%	18.2%	18.2%	
28.3			
24.2			
0.5			
15.3			
5.4			
104.3			
74.9			
19.6			
-			
7.0			
155.7	269.0	195.0	25.3%
12.0%	17.6%	12.8%	
6.1			
4.9			
156.9	267.0	193.0	23.0%
12.1%	17.5%	12.6%	
32.8			
124.1	208.0	150.0	20.9%
9.6%	13.6%	9.8%	
208.1			

2. Consolidated Results (Core Basis)

Unit: B¥

	FY21 APR. - DEC.	FY22 APR. - DEC.	Change	Change (%)
Revenue	992.3	1,164.4	172.1	17.3%
Cost of sales	194.1	226.1	32.0	16.5%
Ratio to Revenue	19.6%	19.4%		
Gross profit	798.2	938.3	140.1	17.6%
SG&A expenses	406.4	471.0	64.6	15.9%
Ratio to Revenue	41.0%	40.4%		
XTANDI co-promotion fee in the United states	108.7	138.2	29.5	27.2%
Personnel expenses	143.0	156.3	13.3	9.3%
Advertising and Sales Promotion and Other	154.7	176.5	21.8	14.1%
R&D expenses	177.6	206.1	28.4	16.0%
Ratio to Revenue	17.9%	17.7%		
Amortisation of intangible assets	20.2	29.2	8.9	44.1%
Gain on divestiture of intangible assets	24.1	0.2	-23.9	-99.1%
Share of profit (loss) of investments accounted for using equity method	2.0	1.4	-0.7	-32.5%
Operating profit	220.0	233.7	13.6	6.2%
Ratio to Revenue	22.2%	20.1%		
Finance income	2.3	5.7	3.4	145.7%
Finance expenses	4.3	6.7	2.4	56.9%
Profit before tax	218.1	232.6	14.5	6.7%
Ratio to Revenue	22.0%	20.0%		
Income tax expense	48.4	43.7	-4.7	-9.7%
Profit	169.7	188.9	19.2	11.3%
Ratio to Revenue	17.1%	16.2%		

FY21 Full Year
1,296.2
253.0
19.5%
1,043.2
548.8
42.3%
139.3
191.4
218.1
246.0
19.0%
28.3
24.2
0.5
244.7
18.9%
6.1
4.9
245.9
19.0%
55.4
190.6
14.7%

Forecasts		Change from FY21
FY22 Full Year		Change (%)
1,529.0		18.0%
642.0		17.0%
42.0%		
186.0		33.5%
278.0		13.0%
18.2%		
290.0		18.5%
19.0%		
223.0		17.0%
14.6%		

3. Exchange Rate

Unit: yen

	FY21 APR. - DEC.Ave.	FY22 APR. - DEC.Ave.	FY21 End	FY22 Q3 End
USD/Yen	111	137	122	131
EUR/Yen	131	141	135	140

FY21 Full Year
111
131

Forecasts	
FY22 Full Year	
137	
139	

* Fx impacts: Revenue +135.2 billion yen and Core operating profit +34.8 billion yen

4. Reconciliation of Full Basis to Core Basis

Unit: B¥

	FY21 APR. - DEC.			FY22 APR. - DEC.		
	Full basis	Adjustment	Core basis	Full basis	Adjustment	Core basis
Revenue	992.3	-	992.3	1,164.4	-	1,164.4
Cost of sales	194.1	-	194.1	226.1	-	226.1
Gross profit	798.2	-	798.2	938.3	-	938.3
SG&A expenses	406.4	-	406.4	471.0	-	471.0
R&D expenses	177.6	-	177.6	206.1	-	206.1
Amortisation of intangible assets	20.2	-	20.2	29.2	-	29.2
Gain on divestiture of intangible assets	24.1	-	24.1	0.2	-	0.2
Share of profit (loss) of investments accounted for using equity method	2.0	-	2.0	1.4	-	1.4
Other income *	4.2	-4.2	-	2.5	-2.5	-
Other expenses *	54.9	-54.9	-	54.9	-54.9	-
Operating profit	169.4	50.7	220.0	181.3	52.4	233.7
Finance income	2.3	-	2.3	5.7	-	5.7
Finance expenses	4.3	-	4.3	6.7	-	6.7
Profit before tax	167.4	50.7	218.1	180.2	52.4	232.6
Income tax expense	34.9	13.5	48.4	35.4	8.3	43.7
Profit	132.5	37.2	169.7	144.8	44.1	188.9

* "Other income" and "Other expenses" are excluded from Core 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#

		FY21 APR. - DEC.	FY22 APR. - DEC.	Change	Change (%)
Revenue		992.3	1,164.4	172.1	17.3%
	Japan	203.2	204.5	1.3	0.6%
	Ratio to Revenue	20.5%	17.6%		
	United States	407.9	501.1	93.2	22.8%
	Ratio to Revenue	41.1%	43.0%		
	Established Markets	233.0	271.1	38.1	16.4%
	Ratio to Revenue	23.5%	23.3%		
	Greater China	50.3	65.2	14.8	29.4%
	Ratio to Revenue	5.1%	5.6%		
	International Markets	89.2	105.2	16.0	18.0%
	Ratio to Revenue	9.0%	9.0%		
	Others	8.6	17.2	8.6	99.8%
	Ratio to Revenue	0.9%	1.5%		

- Established Markets: Europe, Canada
- Greater China: China, Hong Kong, Taiwan
- International Markets: Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea, Australia, Export sales, etc.
- From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

FY21 Full Year
1,296.2
258.8
20.0%
537.5
41.5%
306.5
23.6%
66.3
5.1%
118.7
9.2%
8.4
0.6%

Forecasts		Change from FY21
FY22 Full Year		Change (%)
1,529.0		18.0%
264.4		2.2%
17.3%		
680.8		26.7%
44.5%		
356.3		16.2%
23.3%		
80.2		21.0%
5.2%		
133.2		12.2%
8.7%		
14.1		68.2%
0.9%		

6. Investment in Property, Plant and Equipment
Depreciation/Amortisation

Unit: B#

		FY21 APR. - DEC.	FY22 APR. - DEC.	Change	Change (%)
Investment in Property, Plant and Equipment		22.3	24.6	2.2	10.0%
Depreciation (PP&E)		30.3	29.8	-0.5	-1.7%
Amortisation of Intangible Assets (incl. software, etc.)		28.3	52.9	24.6	87.2%

- Investment in Property, Plant and Equipment does not include right-of-use asset.

FY21 Full Year
30.2
40.1
39.6

Forecasts		Change from FY21
FY22 Full Year		Change (%)
37.0		22.7%
40.0		-0.1%
67.0		69.1%

7. Sales of major products

1) Global

Unit: B¥

	FY21 APR. - DEC.	FY22 APR. - DEC.	Change	Change (%)
XTANDI	411.6	511.9	100.3	24.4%
United States	215.8	269.2	53.4	24.8%
ex-US	195.8	242.7	46.9	23.9%
Japan	36.5	42.3	5.8	15.8%
Established Markets	126.1	150.0	23.8	18.9%
Greater China	5.5	9.8	4.3	79.2%
International Markets	27.7	40.6	12.9	46.6%
PADCEV	14.6	33.1	18.5	126.9%
Japan	0.5	6.3	5.8	-
United States	14.0	22.0	8.0	57.1%
Established Markets	0.0	4.7	4.6	-
International Markets	-	0.1	0.1	-
XOSPATA	25.7	36.3	10.6	41.1%
Japan	3.1	3.4	0.3	10.1%
United States	14.4	20.1	5.7	39.5%
Established Markets	6.5	8.8	2.3	34.9%
Greater China	1.3	2.4	1.1	83.0%
International Markets	0.4	1.6	1.2	306.8%
EVRENZO	2.1	2.4	0.3	15.0%
Japan	2.0	1.9	-0.1	-2.9%
Established Markets	0.1	0.4	0.3	248.5%
International Markets	-	0.1	0.1	-
Betanis/Myrabetriq/BETMIGA	126.9	141.0	14.1	11.1%
Japan	29.2	26.4	-2.8	-9.7%
United States	61.9	70.4	8.5	13.8%
Established Markets	26.5	32.3	5.8	21.8%
Greater China	2.0	3.1	1.0	50.3%
International Markets	7.3	8.9	1.6	22.3%
Prograf	141.1	151.6	10.5	7.5%
Japan	30.3	28.1	-2.3	-7.4%
United States	7.6	8.2	0.7	8.8%
Established Markets	50.1	53.0	2.9	5.8%
Greater China	29.8	37.2	7.4	24.9%
International Markets	23.3	25.1	1.8	7.7%
Vesicare	17.9	12.4	-5.6	-31.1%

FY21 Full Year
534.3
276.9
257.4
47.2
166.3
7.9
36.0
21.7
1.8
19.5
0.5
-
34.1
3.9
18.9
9.0
1.5
0.7
2.6
2.5
0.1
-
172.3
37.5
87.2
35.2
2.9
9.6
185.4
38.2
9.4
65.3
38.1
34.3
22.0

Forecasts	Change from FY21
FY22 Full Year	Change (%)
670.0	25.4%
358.8	29.6%
311.2	20.9%
55.4	17.4%
195.5	17.5%
12.3	55.5%
48.0	33.6%
45.4	108.9%
8.3	372.2%
31.5	61.3%
5.5	-
0.1	-
45.8	34.4%
4.0	2.5%
25.3	33.9%
11.9	31.1%
2.5	62.1%
2.1	213.5%
5.0	91.1%
3.5	40.3%
1.2	-
0.3	-
195.0	13.2%
33.1	-11.7%
104.1	19.5%
42.6	21.2%
3.8	31.0%
11.3	18.4%
200.3	8.1%
35.5	-7.1%
11.0	17.2%
71.0	8.6%
46.1	20.8%
36.8	7.2%
15.3	-30.2%

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

- Established Markets: Europe, Canada

- Greater China: China, Hong Kong, Taiwan

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

- From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

- PADCEV (United States): Co-promotion revenue from Seagen

- Astellas' EVRENZO territories: Japan, Europe, the Commonwealth of Independent States, Middle East, South Africa, etc.

2) Revenue by region

(1) Japan

Unit: B¥

<Global>	FY21		FY22		Change	Change (%)
	APR. - DEC.	APR. - DEC.	APR. - DEC.	APR. - DEC.		
XTANDI	36.5	42.3	5.8	15.8%		
PADCEV	0.5	6.3	5.8	-		
XOSPATA	3.1	3.4	0.3	10.1%		
EVRENZO	2.0	1.9	-0.1	-2.9%		
Betanis	29.2	26.4	-2.8	-9.7%		
Prograf (Including Gracaptor)	30.3	28.1	-2.3	-7.4%		
Vesicare	8.6	3.2	-5.5	-63.3%		
Harnal	2.0	1.4	-0.6	-30.4%		
Funguard	1.4	0.9	-0.4	-31.1%		

FY21 Full Year
47.2
1.8
3.9
2.5
37.5
38.2
10.0
2.6
1.6

Forecasts		Change from FY21
FY22 Full Year	Change (%)	
55.4	17.4%	
8.3	372.2%	
4.0	2.5%	
3.5	40.3%	
33.1	-11.7%	
35.5	-7.1%	
3.6	-63.6%	
1.7	-35.6%	
1.2	-29.2%	

<Main products>

Suglat [Family]	23.7	23.7	0.0	0.2%
Sujanu	9.7	9.7	-0.1	-0.6%
Repatha	4.5	4.9	0.5	10.6%
Linzess	5.4	5.5	0.1	1.2%
BLINCYTO	4.7	6.0	1.3	27.1%
EVENITY	23.3	31.5	8.2	35.0%
Smyraf	1.9	1.9	0.1	2.7%
Vaccines	5.2	5.8	0.6	12.4%
Gonax	3.9	3.7	-0.2	-5.4%
Cimzia	8.7	8.8	0.1	1.2%
Myslee	5.5	4.6	-1.0	-17.2%
Total Rx Sales In Japanese market	201.7	202.8	1.1	0.5%

30.3
12.5
5.8
6.9
6.4
31.4
2.4
5.1
5.0
11.2
7.0
256.9

31.5	4.2%
7.3	5.3%
2.9	21.5%
7.6	48.6%
5.1	1.3%
5.9	-16.4%
262.3	2.1%

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

(2) United States

Unit: M\$

	FY21 APR. - DEC.	FY22 APR. - DEC.	Change	Change (%)
Revenue	3,672	3,671	-1	0.0%
XTANDI	1,942	1,972	30	1.5%
PADCEV	126	161	35	27.9%
XOSPATA	130	147	18	13.5%
Myrbetriq	557	516	-41	-7.4%
Prograf	68	60	-8	-11.4%
Vesicare	13	4	-8	-64.8%
MYCAMINE	41	17	-25	-60.0%
AmBisome	101	86	-15	-14.4%
CRESEMBA	143	161	18	12.6%
Lexiscan	551	546	-5	-0.9%

FY21 Full Year
4,782
2,464
174
168
775
84
15
48
135
194
725

Forecasts		Change from FY21
FY22 Full Year	Change (%)	
4,968	3.9%	
2,618	6.3%	
230	32.3%	
185	9.8%	
760	-2.0%	
80	-3.9%	
6	-59.9%	
20	-58.6%	
106	-20.9%	
217	11.7%	
724	-0.1%	

(3) Established Markets

Unit: M€

	FY21 APR. - DEC.	FY22 APR. - DEC.	Change	Change (%)
Revenue	1,784	1,929	145	8.1%
XTANDI	966	1,067	101	10.5%
PADCEV	0	33	33	-
XOSPATA	50	63	13	25.3%
EVRENZO	1	3	2	223.8%
BETMIGA	203	230	27	13.1%
Prograf	384	377	-7	-1.7%
Vesicare	30	29	-1	-3.1%
Omnice	49	48	-1	-2.7%
MYCAMINE	17	13	-4	-25.9%

FY21 Full Year
2,348
1,274
4
69
1
269
501
39
65
21

FY22 Full Year	Change (%)
2,557	8.9%
1,403	10.1%
40	-
85	22.8%
9	947.0%
306	13.6%
509	1.8%
38	-3.1%
63	-2.8%
15	-28.0%

- Established Markets: Europe, Canada

- From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

(4) Greater China

Unit: B¥

	FY21 APR. - DEC.	FY22 APR. - DEC.	Change	Change (%)
Revenue	50.3	65.2	14.8	29.4%
XTANDI	5.5	9.8	4.3	79.2%
XOSPATA	1.3	2.4	1.1	83.0%
BETMIGA	2.0	3.1	1.0	50.3%
Prograf	29.8	37.2	7.4	24.9%
Vesicare	0.8	0.8	0.0	4.6%
Harnal	6.1	6.7	0.6	9.9%
MYCAMINE	2.1	2.0	-0.1	-6.4%
Feburic	2.1	2.6	0.5	24.0%

- Greater China: China, Hong Kong, Taiwan

FY21 Full Year
66.3
7.9
1.5
2.9
38.1
1.0
8.2
2.9
2.9

Forecasts		Change from FY21
FY22 Full Year	Change (%)	
80.2	21.0%	
12.3	55.5%	
2.5	62.1%	
3.8	31.0%	
46.1	20.8%	
1.1	4.7%	
8.5	3.5%	
2.1	-28.8%	
3.1	8.1%	

(5) International Markets

Unit: B¥

	FY21 APR. - DEC.	FY22 APR. - DEC.	Change	Change (%)
Revenue	89.2	105.2	16.0	18.0%
XTANDI	27.7	40.6	12.9	46.6%
PADCEV	-	0.1	0.1	-
XOSPATA	0.4	1.6	1.2	306.8%
EVRENZO	-	0.1	0.1	-
BETMIGA	7.3	8.9	1.6	22.3%
Prograf	23.3	25.1	1.8	7.7%
Vesicare	3.3	3.8	0.5	15.0%
Harnal	12.9	14.0	1.1	8.5%
MYCAMINE	4.8	4.3	-0.5	-10.3%

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

- From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

FY21 Full Year
118.7
36.0
-
0.7
-
9.6
34.3
4.1
16.5
6.3

Forecasts		Change from FY21
FY22 Full Year	Change (%)	
133.2	12.2%	
48.0	33.6%	
0.1	-	
2.1	213.5%	
0.3	-	
11.3	18.4%	
36.8	7.2%	
4.5	9.8%	
17.3	5.1%	
5.8	-6.9%	

8. Consolidated statements of financial position

Unit: B¥

	FY21 End	FY22 Q3 End	Change
Assets	2,332.4	2,513.9	181.6
Non-current assets	1,409.0	1,441.4	32.3
Property, plant and equipment	269.0	269.1	0.1
Goodwill	303.0	324.1	21.0
Intangible assets	623.4	616.5	-6.9
Trade and other receivables	29.8	24.8	-5.0
Investments accounted for using equity method	10.0	12.6	2.6
Deferred tax assets	72.3	93.2	20.9
Other financial assets	91.8	90.1	-1.7
Other non-current assets	9.5	10.9	1.4
Current assets	923.4	1,072.6	149.2
Inventories	153.1	163.2	10.1
Trade and other receivables	382.5	451.3	68.8
Income tax receivable	21.5	11.7	-9.9
Other financial assets	21.3	31.5	10.2
Other current assets	29.0	31.9	2.9
Cash and cash equivalents	316.0	381.8	65.8
Assets held for sale	-	1.3	1.3

Unit: B¥

	FY21 End	FY22 Q3 End	Change
Equity and Liabilities	2,332.4	2,513.9	181.6
Equity	1,460.3	1,570.4	110.1
Equity attributable to owners of the parent	1,460.3	1,570.4	110.1
Share capital	103.0	103.0	-
Capital surplus	179.5	180.6	1.1
Treasury shares	-13.9	-23.0	-9.1
Retained earnings	944.3	996.2	52.0
Other components of equity	247.5	313.6	66.1
Liabilities	872.1	943.5	71.4
Non-current liabilities	184.7	237.6	52.9
Trade and other payables	0.7	4.4	3.7
Deferred tax liabilities	5.8	6.0	0.2
Retirement benefit liabilities	37.2	37.1	-0.1
Provisions	5.8	4.0	-1.8
Other financial liabilities	95.9	148.7	52.9
Other non-current liabilities	39.2	37.3	-1.9
Current liabilities	687.4	705.9	18.5
Trade and other payables	130.7	134.2	3.5
Income tax payable	32.4	18.4	-13.9
Provisions	16.6	12.6	-4.0
Other financial liabilities	185.0	180.4	-4.6
Other current liabilities	322.8	360.2	37.4

[Three months ended December 31, 2022]

1. Consolidated Results (Full Basis)

Unit: B¥

	FY22					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	381.8	17.1%	380.4	16.9%	402.2	18.1%
Cost of sales	88.9	42.8%	62.8	0.4%	74.4	7.3%
Ratio to Revenue	23.3%		16.5%		18.5%	
Gross profit	292.9	11.0%	317.6	20.8%	327.8	20.8%
SG&A expenses	153.4	11.9%	154.6	15.9%	163.0	19.9%
Ratio to Revenue	40.2%		40.6%		40.5%	
XTANDI co-promotion fee in the United states	43.1	25.1%	46.5	27.1%	48.6	29.2%
Personnel expenses	51.2	4.5%	53.6	14.0%	51.5	9.5%
Advertising and Sales Promotion and Other	59.1	10.1%	54.4	9.4%	62.9	22.7%
R&D expenses	74.0	26.9%	65.2	7.3%	66.9	14.1%
Ratio to Revenue	19.4%		17.1%		16.6%	
Amortisation of intangible assets	10.7	80.2%	9.2	43.7%	9.2	17.0%
Gain on divestiture of intangible assets	0.2	-	0.0	-	0.0	-99.9%
Share of profit (loss) of investments accounted for using equity method	0.3	19.8%	1.4	-	-0.4	-
Other income	16.3	-	0.2	-91.4%	1.1	-64.7%
Net foreign exchange gains	14.1	-	-	-100.0%	-	-
Fair value remeasurements on contingent consideration	1.5	-	0.1	-	0.9	-59.2%
Other expenses	38.4	41.7%	3.6	-67.2%	28.0	50.3%
Impairment losses	22.0	-15.4%	0.7	-	1.6	134.3%
Net foreign exchange losses	-	-	0.2	-	20.6	-
Fair value remeasurements on contingent consideration	15.8	-	0.1	-98.8%	4.0	-
Operating profit	33.1	-8.2%	86.7	60.4%	61.4	-22.5%
Ratio to Revenue	8.7%		22.8%		15.3%	
Finance income	0.9	-36.3%	3.6	725.8%	1.2	181.1%
Finance expenses	2.4	39.6%	1.5	20.2%	2.8	115.2%
Profit before tax	31.7	-11.6%	88.8	66.7%	59.8	-23.7%
Ratio to Revenue	8.3%		23.3%		14.9%	
Income tax expense	6.9	33.5%	17.2	39.3%	11.4	-34.9%
Profit	24.8	-19.1%	71.6	75.0%	48.4	-20.5%
Ratio to Revenue	6.5%		18.8%		12.0%	
Comprehensive income	134.4	271.2%	109.3	222.7%	-25.2	-

2. Consolidated Results (Core Basis)

Unit: B¥

	FY22					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue	381.8	17.1%	380.4	16.9%	402.2	18.1%
Cost of sales	88.9	42.8%	62.8	0.4%	74.4	7.3%
Ratio to Revenue	23.3%		16.5%		18.5%	
Gross profit	292.9	11.0%	317.6	20.8%	327.8	20.8%
SG&A expenses	153.4	11.9%	154.6	15.9%	163.0	19.9%
Ratio to Revenue	40.2%		40.6%		40.5%	
XTANDI co-promotion fee in the United states	43.1	25.1%	46.5	27.1%	48.6	29.2%
Personnel expenses	51.2	4.5%	53.6	14.0%	51.5	9.5%
Advertising and Sales Promotion and Other	59.1	10.1%	54.4	9.4%	62.9	22.7%
R&D expenses	74.0	26.9%	65.2	7.3%	66.9	14.1%
Ratio to Revenue	19.4%		17.1%		16.6%	
Amortisation of intangible assets	10.7	80.2%	9.2	43.7%	9.2	17.0%
Gain on divestiture of intangible assets	0.2	-	0.0	-	0.0	-99.9%
Share of profit (loss) of investments accounted for using equity method	0.3	19.8%	1.4	-	-0.4	-
Operating profit	55.3	-12.0%	90.1	44.2%	88.3	-6.8%
Ratio to Revenue	14.5%		23.7%		22.0%	
Finance income	0.9	-36.3%	3.6	725.8%	1.2	181.1%
Finance expenses	2.4	39.6%	1.5	20.2%	2.8	115.2%
Profit before Tax	53.8	-14.0%	92.1	49.5%	86.7	-7.7%
Ratio to Revenue	14.1%		24.2%		21.5%	
Income tax expense	8.0	-40.1%	18.0	48.5%	17.7	-22.8%
Profit	45.8	-6.9%	74.1	49.7%	68.9	-2.8%
Ratio to Revenue	12.0%		19.5%		17.1%	

3. Revenue by Region

Unit: B¥

		FY22					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue		381.8	17.1%	380.4	16.9%	402.2	18.1%
	Japan	66.8	-1.0%	66.5	5.5%	71.2	-2.0%
	Ratio to Revenue	17.5%		17.5%		17.7%	
	United States	160.9	20.4%	167.4	22.7%	172.8	25.4%
	Ratio to Revenue	42.1%		44.0%		43.0%	
	Established Markets	86.1	10.4%	88.7	17.7%	96.3	20.9%
	Ratio to Revenue	22.6%		23.3%		24.0%	
	Greater China	23.2	41.0%	21.9	31.5%	20.1	16.4%
	Ratio to Revenue	6.1%		5.7%		5.0%	
	International Markets	34.4	23.7%	34.2	8.7%	36.6	22.5%
	Ratio to Revenue	9.0%		9.0%		9.1%	
	Others	10.4	273.9%	1.7	-32.8%	5.1	55.1%
	Ratio to Revenue	2.7%		0.4%		1.3%	

- Established Markets: Europe, Canada

- Greater China: China, Hong Kong, Taiwan

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

- From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

4. Investment in Property, Plant and Equipment

Depreciation/Amortisation

Unit: B¥

		FY22					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Investment in Property, Plant and Equipment		11.7	125.9%	5.8	-25.5%	7.1	-24.2%
Depreciation (PP&E)		9.8	-0.8%	9.9	-0.4%	10.1	-3.7%
Amortisation of Intangible Assets (incl. software, etc.)		27.0	228.9%	12.9	44.1%	12.9	16.8%

- Investment in Property, Plant and Equipment does not include right-of-use asset.

5. Sales of major products

1) Global

Unit: B¥

		FY22					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI		162.4	22.2%	169.6	25.9%	179.8	24.9%
	United States	83.9	22.7%	90.9	25.0%	94.3	26.4%
	ex-US	78.5	21.6%	78.7	27.0%	85.5	23.3%
	Japan	14.1	17.4%	13.4	15.9%	14.8	14.3%
	Established Markets	46.8	9.3%	50.0	27.1%	53.1	20.9%
	Greater China	3.6	90.2%	2.4	40.0%	3.8	104.6%
	International Markets	14.0	79.2%	12.8	38.1%	13.8	30.2%
PADCEV		10.6	151.6%	10.2	107.6%	12.3	125.5%
	Japan	2.0	-	2.0	-	2.3	325.7%
	United States	7.3	74.8%	6.8	38.1%	7.8	61.0%
	Established Markets	1.2	-	1.4	-	2.1	-
	International Markets	-	-	0.0	-	0.1	-
XOSPATA		10.5	26.3%	13.0	58.8%	12.8	38.8%
	Japan	1.1	5.7%	1.0	2.0%	1.2	22.9%
	United States	5.9	29.5%	6.5	47.4%	7.6	41.4%
	Established Markets	2.7	31.2%	2.9	36.8%	3.2	36.3%
	Greater China	0.5	-12.7%	2.0	296.5%	0.0	-93.2%
	International Markets	0.3	170.0%	0.6	341.8%	0.7	394.5%
EVRENZO		0.7	19.3%	0.8	0.6%	0.9	27.3%
	Japan	0.7	8.1%	0.6	-10.9%	0.7	-4.7%
	Established Markets	0.1	-	0.1	29.9%	0.2	-
	International Markets	-	-	0.0	-	0.0	-
Betanis/Myrabetriq/BETMIGA		47.9	9.0%	45.5	12.5%	47.7	12.0%
	Japan	9.3	-5.0%	8.2	-8.4%	8.9	-15.1%
	United States	24.7	8.3%	22.7	17.9%	23.1	16.0%
	Established Markets	10.1	18.2%	10.7	22.6%	11.5	24.2%
	Greater China	1.0	46.8%	1.0	56.2%	1.1	48.5%
	International Markets	2.8	31.2%	3.0	1.3%	3.1	41.4%
Prograf		51.8	14.6%	48.6	3.1%	51.3	5.0%
	Japan	9.6	-6.0%	8.8	-6.3%	9.6	-9.8%
	United States	2.5	20.3%	2.6	-1.7%	3.1	10.1%
	Established Markets	17.7	9.2%	17.2	0.8%	18.2	7.6%
	Greater China	13.6	41.1%	11.8	19.6%	11.8	14.7%
	International Markets	8.4	19.3%	8.1	0.3%	8.6	5.2%
Vesicare		4.0	-45.4%	4.0	-24.6%	4.3	-17.4%

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

- Established Markets: Europe, Canada

- Greater China: China, Hong Kong, Taiwan

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

- From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

- PADCEV (United States): Co-promotion revenue from Seagen

- Astellas' EVRENZO territories: Japan, Europe, the Commonwealth of Independent States, Middle East, South Africa, etc

2) Revenue by region

(1) Japan

Unit: B¥

<Global>	FY22					
	APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
	(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
XTANDI	14.1	17.4%	13.4	15.9%	14.8	14.3%
PADCEV	2.0	-	2.0	-	2.3	325.7%
XOSPATA	1.1	5.7%	1.0	2.0%	1.2	22.9%
EVRENZO	0.7	8.1%	0.6	-10.9%	0.7	-4.7%
Betanis	9.3	-5.0%	8.2	-8.4%	8.9	-15.1%
Prograf (Including Graceptor)	9.6	-6.0%	8.8	-6.3%	9.6	-9.8%
Vesicare	1.2	-73.9%	0.9	-52.2%	1.0	-50.9%
Harnal	0.5	-31.7%	0.5	-27.4%	0.5	-31.6%
Funguard	0.3	-29.0%	0.3	-33.5%	0.3	-30.7%

<Main products>

Suglat [Family]	8.0	2.1%	7.5	0.3%	8.2	-1.7%
Sujanu	3.3	2.0%	3.1	-2.3%	3.3	-1.4%
Repatha	1.6	12.2%	1.6	10.8%	1.7	8.9%
Linzess	1.8	3.9%	1.7	1.4%	1.9	-1.5%
BLINCYTO	1.8	29.2%	2.0	29.0%	2.3	23.9%
EVENITY	10.0	42.1%	10.1	35.9%	11.3	28.6%
Smyraf	0.6	0.5%	0.6	7.7%	0.7	0.6%
Vaccines	0.0	0.0%	3.2	63.2%	2.6	-18.7%
Gonax	1.3	-1.3%	1.2	-8.3%	1.3	-6.5%
Cimzia	3.0	4.2%	2.8	1.6%	3.1	-1.8%
Myslee	1.6	-14.5%	1.5	-16.1%	1.5	-20.8%
Total Rx Sales In Japanese market	66.4	-0.9%	65.6	4.7%	70.8	-1.8%

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

(2) United States

Unit: M\$

		FY22					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue		1,240	1.5%	1,209	-2.5%	1,222	0.9%
	XTANDI	647	3.5%	657	-0.5%	668	1.7%
	PADCEV	57	47.5%	49	9.3%	56	29.7%
	XOSPATA	46	9.3%	47	17.4%	54	14.0%
	Myrbetriq	190	-8.6%	163	-6.7%	163	-6.8%
	Prograf	19	1.5%	19	-21.9%	22	-11.3%
	Vesicare	0	-119.1%	3	-47.8%	2	-61.0%
	MYCAMINE	6	-59.6%	5	-66.9%	5	-50.0%
	Ambisome	29	-4.9%	29	-24.3%	29	-11.9%
	CRESEMBA	53	15.5%	53	8.2%	55	14.5%
	Lexiscan	194	-1.1%	183	-1.5%	169	0.1%

(3) Established Markets

Unit: M€

		FY22					
		APR.-JUN.	Change	JUL.-SEP.	Change	OCT.-DEC.	Change
		(Quarterly)	(%)	(Quarterly)	(%)	(Quarterly)	(%)
Revenue		624	5.5%	637	9.6%	669	9.3%
	XTANDI	339	4.4%	359	18.3%	369	9.2%
	PADCEV	9	-	10	-	15	-
	XOSPATA	19	25.3%	21	27.6%	22	23.3%
	EVRENZO	0	-	1	22.3%	2	-
	BETMIGA	73	12.9%	77	14.3%	80	12.3%
	Prograf	128	4.3%	123	-6.1%	126	-3.0%
	Vesicare	10	-4.3%	9	-10.8%	9	7.0%
	Omnice	16	-3.8%	15	-10.8%	16	7.7%
	MYCAMINE	5	-30.0%	3	-38.4%	4	-5.4%

- Established Markets: Europe, Canada

- From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

(4) Greater China

Unit: B¥

		FY22					
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)
Revenue		23.2	41.0%	21.9	31.5%	20.1	16.4%
	XTANDI	3.6	90.2%	2.4	40.0%	3.8	104.6%
	XOSPATA	0.5	-12.7%	2.0	296.5%	0.0	-93.2%
	BETMIGA	1.0	46.8%	1.0	56.2%	1.1	48.5%
	Prograf	13.6	41.1%	11.8	19.6%	11.8	14.7%
	Vesicare	0.3	4.2%	0.3	12.2%	0.3	-1.5%
	Harnal	2.4	20.3%	2.5	26.0%	1.8	-14.7%
	MYCAMINE	0.8	35.8%	0.8	14.8%	0.3	-58.4%
	Feburic	0.8	35.0%	0.9	23.4%	0.8	15.4%

- Greater China: China, Hong Kong, Taiwan

(5) International Markets

Unit: B¥

		FY22					
		APR.-JUN. (Quarterly)	Change (%)	JUL.-SEP. (Quarterly)	Change (%)	OCT.-DEC. (Quarterly)	Change (%)
Revenue		34.4	23.7%	34.2	8.7%	36.6	22.5%
	XTANDI	14.0	79.2%	12.8	38.1%	13.8	30.2%
	PADCEV	-	-	0.0	-	0.1	-
	XOSPATA	0.3	170.0%	0.6	341.8%	0.7	394.5%
	EVRENZO	-	-	0.0	-	0.0	-
	BETMIGA	2.8	31.2%	3.0	1.3%	3.1	41.4%
	Prograf	8.4	19.3%	8.1	0.3%	8.6	5.2%
	Vesicare	1.2	34.0%	1.2	-1.8%	1.4	18.1%
	Harnal	4.3	-1.1%	4.8	22.4%	4.9	5.7%
	MYCAMINE	1.5	-9.6%	1.5	-26.0%	1.3	18.1%

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

- From FY2022 Q3, the commercial segment of Australia was changed from Established Markets to International Markets. All figures above reflect this change.

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 Feb 2023

Underlined items indicate changes from the previous announcement in Oct 2022.

XTANDI and Strategic products (1/2)

Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease	Phase *	Licensor **	Remarks
enzalutamide MDV3100 (XTANDI)	Small molecule	Androgen receptor inhibitor	Metastatic castration-sensitive prostate cancer	China P-III	Pfizer	
			Non-metastatic castration-sensitive prostate cancer	P-III		
enfortumab vedotin ASG-22ME (PADCEV)	Antibody-drug conjugate (ADC)	Nectin-4 targeted ADC	Metastatic urothelial cancer, previously untreated (first line; cisplatin-ineligible, combo with pembrolizumab)	US <u>Filed (Dec 2022)</u>	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		
			Other solid tumors	P-II		
			Non-muscle-invasive bladder cancer	P-I		
gilteritinib ASP2215 (XOSPATA)	Small molecule	FLT3 inhibitor	Post-chemotherapy maintenance acute myeloid leukemia	P-III	In-house	
			Post-hematopoietic stem cell transplant maintenance acute myeloid leukemia	P-III		
			Newly diagnosed acute myeloid leukemia with high intensity induction of chemotherapy	P-III		
			Newly diagnosed acute myeloid leukemia with low intensity induction of chemotherapy	P-I		
			Acute myeloid leukemia in pediatric patients	P-III		

XTANDI and Strategic products (2/2)

Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease	Phase *	Licensors **	Remarks
zolbetuximab IMAB362	Antibody	Anti-Claudin 18.2 monoclonal antibody	Gastric and gastroesophageal junction adenocarcinoma	P-III	In-house (Ganymed)	
			Pancreatic adenocarcinoma	P-II		
fezolinetant ESN364	Small molecule	NK3 receptor antagonist	Vasomotor symptoms associated with menopause	US Filed (Aug 2022) Europe Filed (Sep 2022) China P-III Japan P-II	In-house (Ogeda)	
resamirigene bilparovect AT132	Gene therapy (AAV-based gene therapy)	MTM1 gene replacement to express myotubularin	X-linked myotubular myopathy	P-II	In-house (Audentes Therapeutics)	

* 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 2022):

enfortumab vedotin: sBLA filed in US in Dec 2022 for unresectable locally advanced or metastatic urothelial cancer who are ineligible to receive cisplatin-based chemotherapy in the first-line setting.

Projects with Focus Area approach (1/2)

Primary Focus	Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease	Phase *	Licensor **	Remarks
Immunology	ASP9801	Oncolytic virus	Oncolytic virus carrying IL-7 and IL-12	Cancer	P-I	Tottori University [Discovered through collaborative research]	
	ASP7517	Cell therapy (artificial adjuvant vector cells)	WT1 loaded artificial adjuvant vector cell	Acute myeloid leukemia and myelodysplastic syndrome	P-II	RIKEN [Discovered through collaborative research]	
				Solid tumor	P-I		
	ASP0739	Cell therapy (artificial adjuvant vector cells)	NY-ESO-1 loaded artificial adjuvant vector cell	Cancer	P-I	RIKEN [Discovered through collaborative research]	
	ASP1570	Small molecule	DGKζ inhibitor	Cancer	P-I	In-house	
	ASP2138	Antibody	Anti-Claudin 18.2 and anti-CD3 bispecific antibody	Gastric and gastroesophageal junction adenocarcinoma, pancreatic adenocarcinoma	P-I	Xencor [Discovered through collaborative research]	
	ASP2074	Antibody	Bispecific antibody	Cancer	P-I	In-house	
ASP1002	Antibody	Bispecific antibody	Cancer	P-I	In-house		
Blindness and Regeneration	ASP7317	Cell therapy	Retinal pigment epithelium cells	Geographic atrophy secondary to age-related macular degeneration, Stargardt disease	P-I	In-house (Ocata Therapeutics)	
Mitochondria	bocidelpar ASP0367/MA-0211	Small molecule	PPARδ modulator	Primary mitochondrial myopathies	P-II	In-house (Mitobridge)	
				Duchenne muscular dystrophy	P-I		
	ASP8731/ML-0207	Small molecule	BACH1 inhibitor	Sickle cell disease	P-I	In-house (Mitobridge)	

Projects with Focus Area approach (2/2)

Primary Focus	Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease	Phase *	Licensor **	Remarks
Genetic regulation	resamirigene bilparvovec AT132 ***	Gene therapy (AAV-based gene therapy)	MTM1 gene replacement to express myotubularin	X-linked myotubular myopathy	P-II	In-house (Audentes Therapeutics)	
	AT845	Gene therapy (AAV-based gene therapy)	GAA gene replacement to express GAA enzyme	Pompe disease	P-I	In-house (Audentes Therapeutics)	
Targeted Protein Degradation	ASP3082	Small molecule	KRAS G12D degrader	Cancer	P-I	In-house	
(Other projects with Focus Area approach)	FX-322	Small molecule	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
	ASP0598	Recombinant protein	Recombinant human heparin-binding epidermal growth factor-like growth factor	Chronic tympanic membrane perforation	P-I	Auration Biotech	

* 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.

*** AT132 is also listed in "XTANDI and Strategic products".

Updates from the previous announcement (Oct 2022):

ASP1002: Entered into Phase 1 for cancer.

Others

Generic name Code No. (Brand name)	Modality / Technology	Classification	Target disease	Phase *	Licensors **	Remarks
mirabegron YM178	Small molecule	β_3 receptor agonist	Neurogenic detrusor overactivity in pediatric patients	Europe P-III	In-house	
			Overactive bladder in pediatric patients	Europe P-III		
peficitinib ASP015K	Small molecule	JAK inhibitor	Rheumatoid arthritis	China Filed (Aug 2022)	In-house	
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	Alcohol use disorder	P-I	In-house	

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Rx+ Program

As of Feb 2023

Category	Program	Concept	Status*	Partner	Remarks
Digital health Other services	Fit-eNce	Service to provide scientifically evidenced exercise programs and systems supporting regular exercise	Under feasibility study		
	Fit-eNce Home	Service to provide scientifically evidenced exercise programs and systems supporting regular exercise at home	Under feasibility study		
	BlueStar	Digital therapeutics for adults with diabetes	Under clinical trial preparation	Welldoc	
Drug-device combination	pudexacianinium chloride ASP5354	Intraoperative ureter visualization for use in patients undergoing minimally invasive and open abdominopelvic surgeries	P-III		
		Visualization and localization of lymph nodes in patients with breast cancer or melanoma undergoing lymphatic mapping	P-II		

* The list shows the most advanced stage if the stages are different depending on the region.