

Q1/FY2023 FINANCIAL RESULTS

ENDED JUNE 30, 2023



Naoki Okamura
President and CEO
Astellas Pharma Inc.
August 1, 2023

CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING INFORMATION

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AGENDA

I Q1/FY2023 Consolidated Financial Results

II Initiatives for Sustainable Growth

Q1/FY2023 FINANCIAL RESULTS: OVERVIEW

Revenue

- Revenue decreased 2% YoY, due to the impact of Lexiscan generic
- XTANDI and XOSPATA expanded as expected, while PADCEV exceeded expectations
- VEOZAH's initial uptake in line with expectations

Cost items

- SG&A and R&D expenses were on track

Operating profit

- Core OP increased 17% YoY (incl. FX impact)

Revenue and core operating profit were behind expectations due to the impact of Lexiscan generic
On the other hand, core business that will contribute to future growth were on track

Q1/FY2023 FINANCIAL RESULTS





(billion yen)	Q1/FY22	Q1/FY23	Change	Change (%)	FY23 FCST*	Progress	FX impact** (YoY)
Revenue	381.8	375.0	-6.8	-1.8%	1,520.0	24.7%	+17.5 bil. yen
Cost of sales	88.9	68.9	-19.9	-22.4%			-11.1 bil. yen
% of revenue	23.3%	18.4%	-4.9ppt				
SG&A expenses	153.4	168.2	+14.8	+9.6%	661.0	25.4%	+8.0 bil. yen
US XTANDI co-pro fee	43.1	44.6	+1.4	+3.4%	176.0	25.3%	
SG&A excl. the above	110.3	123.6	+13.3	+12.1%	485.0	25.5%	+5.5 bil. yen
R&D expenses	74.0	64.6	-9.4	-12.7%	251.0	25.7%	+2.4 bil. yen
Amortisation of intangible assets	10.7	9.1	-1.7	-15.6%			
Gain on divestiture of intangible assets	0.2	0.1	-0.1	-68.5%			
Core operating profit	55.3	64.9	+9.6	+17.4%	290.0	22.4%	+18.2 bil. yen
< Full base >							
Other income	16.3	3.9	-12.4	-76.0%			Other expenses
Other expenses	38.4	23.1	-15.4	-40.0%			<ul style="list-style-type: none"> Fair value increase contingent consideration due to FX impact (zolbetuximab): 7.6 bil. yen Impairment loss on the transfer of the Meppel plant: 7.3 bil. yen
Operating profit	33.1	45.8	+12.6	+38.2%	288.0	15.9%	
Profit before tax	31.7	46.8	+15.2	+47.9%	289.0	16.2%	
Profit	24.8	33.1	+8.3	+33.5%	227.0	14.6%	

* Exchange rates for initial FY2023 FCST: 130 USD/yen, 140 EUR/yen

** Incl. the impact of elimination of unrealized profit remaining in Q1/FY22 (12.8 bil.yen). FX impact on core operating profit excluding this impact: +5.4 bil. yen

Q1/FY2023 FINANCIAL RESULTS: MAIN PRODUCTS

XTANDI and XOSPATA are in line, PADCEV exceeded expectations. VEOZAH's uptake on track

(billion yen)	Q1/FY2023 Act	YoY	FY2023 FCST*	
 Xtandi (enzalutamide)	174.1	+11.7 (+7%)	669.9	<ul style="list-style-type: none"> ✓ Global sales are in line with expectations Ex-US performance are above/in line offsetting the US underperformance ✓ US: Progress below expectations due to higher-than-expected PAP ratio Demand excluding PAP showed steady growth (YoY +4%) Potential positive impact expected from M0 CSPC after approval ✓ EM: Growth of M1 CSPC led to strong demand increase (YoY +17%)
 PADCEV enfortumab vedotin Injection for IV infusion 20 mg & 30 mg vials	15.2	+4.7 (+44%)	66.7	<ul style="list-style-type: none"> ✓ Global sales exceeding expectations Progressive quarterly growth expected throughout FY23 ✓ US: Market penetration exceeding expectations for the 1L mUC additional indication, expect further sales contribution ✓ EM: Expect countries with reimbursement to increase from Q2 onward
 XOSPATA gilteritinib 40mg tablets	13.0	+2.5 (+24%)	49.3	<ul style="list-style-type: none"> ✓ Global sales are in line with expectations ✓ Sales expanded in all regions
 VEOZAH (fezolinetant) tablets 45 mg	0.6	+0.6	49.3	<ul style="list-style-type: none"> ✓ Launched in May, sales force activities started in June Initial uptake is on track with expectations ✓ Expect substantial growth from Q3 onward

* Exchange rates for initial FY2023 FCST: 130 USD/yen, 140 EUR/yen, Sales by regions for XTANDI and PADCEV are on slides 21-22

PAP: Patient Assistance Program, M0: Non-metastatic, M1: Metastatic, CSPC: Castration-sensitive prostate cancer, 1L: First line, mUC: Metastatic urothelial cancer
EM (Established Markets): Europe, Canada, etc.

VEOZAH: BUSINESS UPDATE

Launched in May, sales force activities started in June, with inclusion in treatment guideline as recommended drug
Overall progress is in line with expectations, substantial sales growth expected from Q3 onward

Q1 Progress

Market Access

- ✓ Commercial insurance coverage on track (Approx. 15% of lives)
- ✓ Payer discussions proceeding above expectations
- ✓ Broad range of patient support programs offered

HCP

- ✓ 40K HCPs reached in-person
- ✓ 70K bottles of sample distributed
- ✓ 40K HCPs accessed VEOZAH website

Patient

No major DTC activities

Focus on activities for HCP through Q2
Build patient experience through patient support programs until coverage expansion

Outlook for Q3 onward

Expect widespread commercial insurance coverage

Expect majority of commercial insurance plans to add VEOZAH for coverage by the end of FY23

Fully branded DTC activities to start, including TV commercials

Expect substantial sales growth from Q3 driven by widespread insurance coverage and full DTC activities
Aim to achieve the FY23 forecast of 49.3 bil. yen

Q1/FY2023 FINANCIAL RESULTS: COST ITEMS

*Cost of sales ratio was as expected
SG&A and R&D expenses were on track*

Core basis: YoY comparison, ratio to revenue, and progress against FCST, for major cost items

Cost Items	YoY change	Ratio to Revenue	Progress against FCST	
Cost of sales	-22.4%	18.4% (-4.9ppt YoY)	-	<ul style="list-style-type: none"> ✓ Main factor for the decreased YoY was the impact of foreign exchange related to the elimination of unrealized profits in Q1/FY2022 (12.8 bil. yen) ✓ Cost of sales ratio was as expected
SG&A expenses excl. US XTANDI co-pro fee	+12.1% (+7.1% excl. FX impact)	33.0% (+4.1ppt YoY)	25.5%	<ul style="list-style-type: none"> ✓ Increase in VEOZAH-related costs (approx. +5.0 bil. yen) ✓ Reduction of mature products-related costs (approx. -1.0 bil. yen) ✓ Cost reduction progressed as expected, actively making necessary investments ✓ As a result, in line with initial full-year forecast
R&D expenses	-12.7% (-16.0% excl. FX impact)	17.2% (-2.2ppt YoY)	25.7%	<ul style="list-style-type: none"> ✓ Booked one-time expense for using PRV in Q1/FY2022 for the application of VEOZAH (13.1 bil. yen) ✓ In line with initial full-year forecast

FY2023 REVISED FORECAST

- *No changes have been made to Core basis FY2023 forecast*
 - ✓ Plan to reassess in Q2, considering the impact of the Iveric Bio acquisition
- *Downward revision of Full basis profit*
 - ✓ Planned one-time expenses related to organizational restructuring on a global scale, including the review of Japan commercial structure: approx. 20.0 billion yen
 - ✓ Impairment loss related to the Meppel plant business transfer: approx. 7.0 billion yen

(billion yen)	Initial Forecast	Revised Forecast	Change
Operating profit	288.0	259.0	-29.0
Profit	227.0	204.0	-23.0


AGENDA

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II Initiatives for Sustainable Growth

XTANDI AND STRATEGIC PRODUCTS: KEY EVENTS EXPECTED IN FY2023

	Q1 (Apr-Jun)	Q2 (Jul-Sep)	Q3 (Oct-Dec)	Q4 (Jan-Mar)
enzalutamide/ XTANDI	★ sNDA Submission (M0 CSPC; US) Jun	Filing (M1 CSPC; China)	Filing (M0 CSPC; Europe)	
enfortumab vedotin/ PADCEV		EV-302 TLR*		Filing (1L mUC; global)
zolbetuximab	★ Acceptance (Japan) Jun	★ Acceptance (US, Europe, China) Jul		PDUFA target 🎯 Jan
fezolinetant/ VEOZAH	★ Approval (US) May	PDUFA target	Regulatory decision (Europe)	
avacincaptad pegol (ACP)	Submission (Europe)	★ Jul	🎯 Aug	GATHER2 TLR (24 month)

-  Regulatory decision
-  Regulatory submission
-  Data readout
-  Achieved

<Other updates>

As of Jul 2023

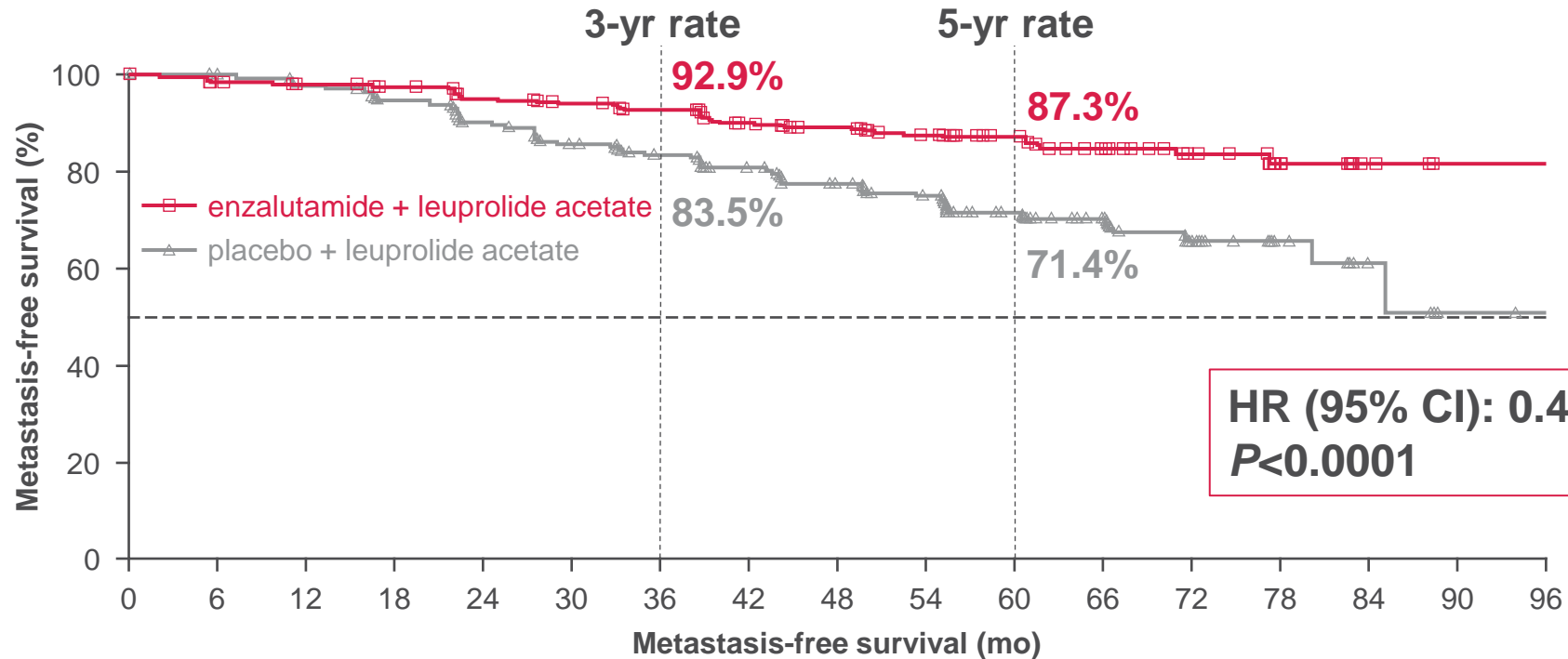
- enzalutamide/XTANDI: Phase 3 EMBARK study data presented at AUA in Apr 2023
- enfortumab vedotin/PADCEV: Initial data from Phase 2 EV-202 and Phase 1 EV-104 studies presented at ASCO in Jun 2023
- fezolinetant/VEOZAH: TLR obtained in Phase 3b DAYLIGHT study in Jun 2023
- gilteritinib/XOSPATA: Phase 3 MORPHO study data presented at EHA in Jun 2023

* The timeline of TLR is subject to shift due to its event-driven nature. sNDA: Supplemental New Drug Application, M0: Non-metastatic, CSPC: Castration-sensitive prostate cancer, M1: Metastatic, TLR: Topline results, 1L: First line, mUC: Metastatic urothelial cancer, PDUFA: Prescription Drug User Fee Act, AUA: American Urological Association, ASCO: American Society of Clinical Oncology, EHA: European Hematology Association



ENZALUTAMIDE / XTANDI: LATEST DATA

EMBARC study data presented at AUA 2023, demonstrating consistent benefit of enzalutamide even in early-stage prostate cancer



Patients at risk

enzalutamide + LEU	355	331	324	318	304	292	281	265	251	234	180	116	60	24	6	0	0
placebo + LEU	358	335	321	303	280	259	238	221	203	183	138	88	32	15	6	1	0

Patient population:
 M0 CSPP with high-risk BCR



AUA: American Urological Association, HR: Hazard ratio, CI: Confidence interval, LEU: Leuprolide, M0 CSPP: Non-metastatic castration-sensitive prostate cancer, BCR: Biochemical recurrence



EV-202 study data presented at ASCO 2023, demonstrating promising efficacy in head and neck cancers

Head and neck cancers

- The sixth most common cancer worldwide ¹; estimated 932,000 new cases and 467,000 deaths globally in 2020 ²
- Five-year overall survival rate: 40-50% ³
- Second-line treatment in advanced cancer: PD-1/L1 inhibitors approved, previously reported ORR 13-18% ⁴
- Nectin-4 expression found in 59-86% of head and neck cancers ⁵

1. Nat Rev Dis Primers 6:92 (2020)
2. Global cancer observatory: CANCER TODAY. Published 2020. <https://gco.iarc.fr/today>
3. J Glob Oncol 5:1 (2019)
4. CheckMate 141: N Engl J Med 375:1856 (2016); KEYNOTE-012: J Clin Oncol 34:3838 (2016)
5. Cancer Res 76:3003 (2016); Oncotarget 13:1166 (2022)

EV-202 study Cohort 5

● Study design

Patient population	Patients with previously treated advanced head and neck cancer (n=46)
Regimen	EV monotherapy on days 1, 8 and 15 of each 28-day cycle

● Results

ORR [95% CI]	23.9% [12.6-38.8]
Safety	No new safety signals noted

Next steps

- Second or later line: Future direction under discussion
- First line: New cohort (combo w/ pembrolizumab) to be added to EV-202 study

ACQUISITION OF IVERIC BIO



President: Pravin U. Dugel, MD

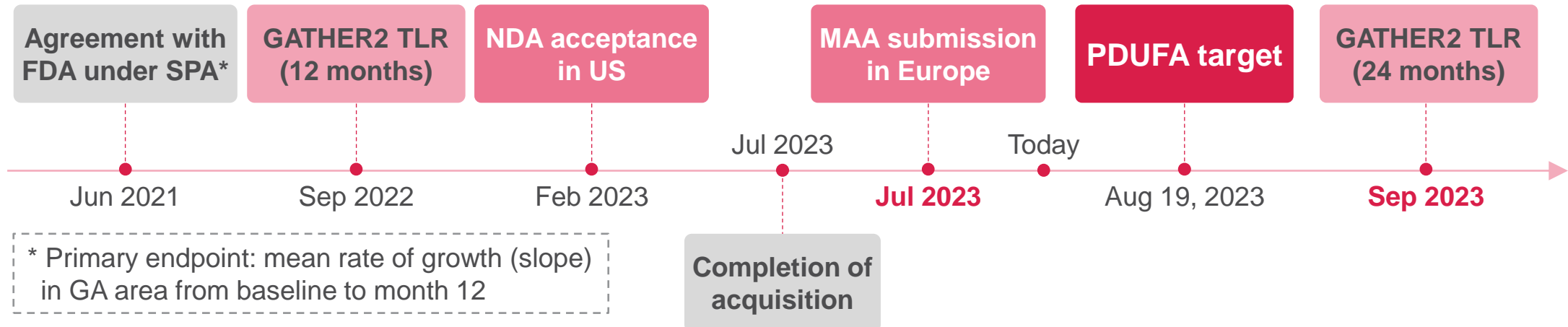
- Principal investigator in 100+ multicenter clinical trials
- Chair of SAB for multiple global pharma companies, consulted for 50+ companies
- Member of the board of directors of the largest retina society in US¹ and Europe²



Organization

- Iveric Bio leads ACP-related activities incl. regulatory, manufacturing, commercial and market access
- Senior team with significant ophthalmology experience
- Fully operationalized infrastructure and expertise across all core commercial functions
 - ✓ Field commercial team to deploy with goal of covering 100% of retina accounts and their local referral networks upon approval

<Key events for ACP>



Careers listed include past experience. 1. ASRS (American Society of Retina Specialists), 2. EURETINA (European Society of Retina Specialists)
SAB: Scientific Advisory Board, ACP: avacincaptad pegol, FDA: Food and Drug Administration, SPA: Special Protocol Assessment, TLR: Topline results, NDA: New Drug Application, MAA: Market Authorization Application, PDUFA: Prescription Drug User Fee Act, GA: Geographic atrophy



PROGRESS IN FOCUS AREA APPROACH (1/2): CURRENT STATUS OF PROJECTS IN CLINICAL TRIAL

(Red: Updates since the last financial results announcement)

Primary Focus	Biology/Modality/Technology*	Project	Mechanism of Action	Current status
Genetic Regulation	Gene replacement (AAV)	AT132	MTM1 gene	ASPIRO study put on clinical hold by FDA in Sep 2021
		AT845	GAA gene	Activities to restart FORTIS study commenced in Feb 2023
	Gene regulation (AAV)			
Immuno-Oncology	Checkpoint	ASP1570	DGKζ inhibitor	Phase 1 study ongoing
	Bispecific immune cell engager	ASP2138	Anti-Claudin 18.2 and anti-CD3	Phase 1 study ongoing Orphan drug designation granted by FDA in May 2023 (gastric/GEJ cancer)
		ASP2074	Undisclosed	Phase 1 study ongoing
		ASP1002	Undisclosed	Phase 1 study ongoing
	Oncolytic virus (systemic)			
	Cancer cell therapy (UDC)			
Blindness & Regeneration	Cell replacement	ASP7317	RPE cells	First 2 patients dosed in Jun 2023 after restart of Phase 1b study
	Cell replacement (UDC)			
	Gene regulation (AAV)			
Mitochondria	Gene regulation & mitochondrial biogenesis	ASP0367	PPARδ modulator	PMM: Phase 2/3 study ongoing DMD: Next step under discussion
Targeted Protein Degradation	Protein degradation	ASP3082	KRAS G12D degrader	Phase 1 study ongoing
Primary Focus Candidate	Immune modulating/regulatory cells			
	Tissue-specific immune regulation			

Modality

- Small molecule
- Antibody
- Gene
- Cell

* Not exhaustively listed. AAV: Adeno-associated virus, MTM1: Myotubularin 1, FDA: Food and Drug Administration, GAA: Acid alpha-glucosidase, DGK: Diacylglycerol kinase, GEJ: Gastroesophageal junction, RPE: Retinal pigment epithelium, UDC: Universal donor cell, PPAR: Peroxisome proliferator-activated receptor, PMM: Primary mitochondrial myopathies, DMD: Duchenne muscular dystrophy, KRAS: Kirsten rat sarcoma viral oncogene homologue

PROGRESS IN FOCUS AREA APPROACH (2/2): COLLABORATIONS IN PF TARGETED PROTEIN DEGRADATION

PeptiDream's PDPS technology platform

- Discover multiple novel protein degraders targeting diverse targets

Target expandability



NEW

Jul 2023

PeptiDream
POI binder: proprietary binders for historical undruggables



Functional enhancement



FIMECS
E3 binder: for specificity, longer-action, and patentability

FIMECS provides access to RaPPIDS™

- Efficient synthesis platform for protein degraders
- Discovery of cancer-specific E3 ligase binders



NEW
Jun 2023

Cullgen's uSMITE™ targeted protein degradation platform

- Develop targeted protein degraders against multiple targets including a cell cycle protein
- Leverage uSMITE platform featuring novel E3 ligands to create next-generation protein degraders

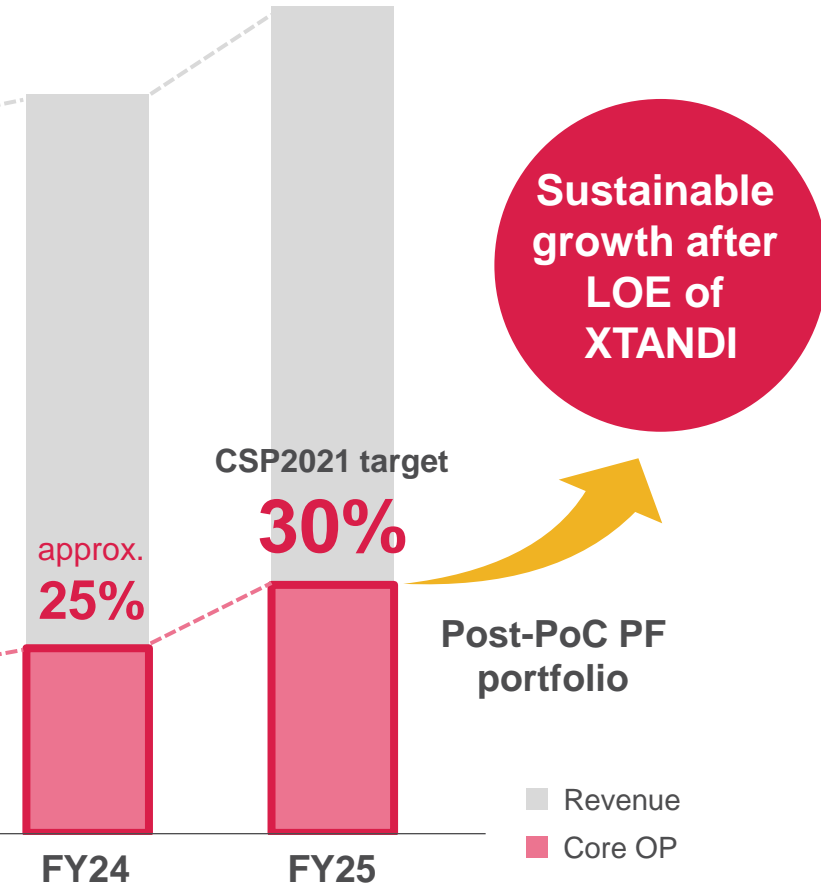
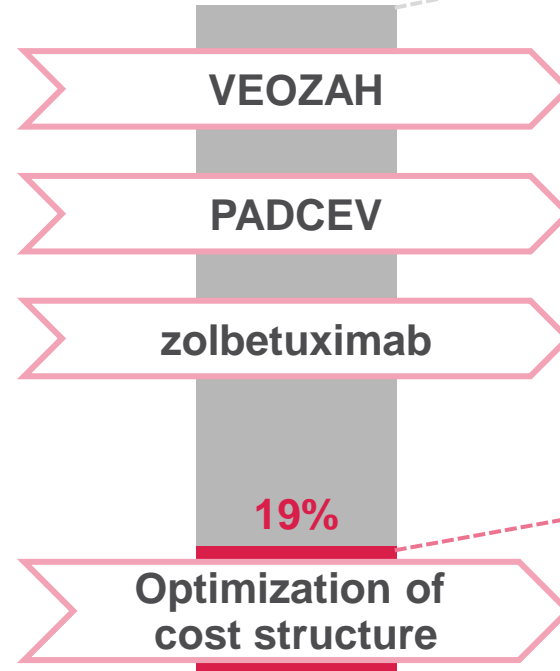
TOWARD ACHIEVEMENT OF CSP2021

- Continue commitment to CSP2021
- FY2023 is the turning point to ensure growth from FY2024 onwards

Q1/FY2023 Progress

- VEOZAH launch, initial uptake in line with expectations
- XTANDI and XOSPATA as expected, while PADCEV exceeded
- zolbetuximab regulatory filings
- Iveric Bio acquisition
- Collaborations in Primary Focus Targeted Protein Degradation
- Initiatives for optimization of cost structure proceeding on track

FY2023 Prospects



Impact of the acquisition of Iveric Bio on prospects for FY2023 onwards is not included.
 CSP: Corporate Strategic Plan, LOE: Loss of exclusivity, PoC: Proof of concept, PF: Primary Focus

APPENDIX



CHANGE EXCHANGE RATES USED FOR ELIMINATION OF UNREALIZED PROFIT ON INVENTORIES (PRO FORMA FIGURES)

- Pro forma figures when calculating the cost of sales at exchange rate after the change (average rate) is as shown in **red font** in the table below

(billion yen)	Quarterly				
	FY2022				FY2023
	Q1	Q2	Q3	Q4	Q1
Revenue	381.8	380.4	402.2	354.3	375.0
Cost of sales	76.1	75.5	74.4	62.3	68.9
% of revenue	19.9%	19.9%	18.5%	17.6%	18.4%
SG&A expenses	153.4	154.6	163.0	159.3	168.2
US XTANDI co-pro fee	43.1	46.5	48.6	37.3	44.6
SG&A excl. the above	110.3	108.0	114.4	122.0	123.6
R&D expenses	74.0	65.2	66.9	70.1	64.6
Amortisation of intangible assets	10.7	9.2	9.2	9.3	9.1
Gain on divestiture of intangible assets	0.2	0.0	0.0	0.0	0.1
Core operating profit	68.1	77.3	88.3	53.2	64.9
(Ref) Impact on Core OP*	+12.8	-12.8	-	-	-

* Impact on Core OP when this change is applied

Q1/FY2023: REVENUE BY REGION

(billion yen)	1Q/FY2022	1Q/FY2023	Change (%)
Japan	66.8	68.3	+2.2%
United States	160.9	150.0	-6.8%
Established Markets	86.6	96.8	+11.8%
Greater China	23.2	22.5	-2.7%
International Markets	33.9	34.7	+2.4%

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

Q1/FY2023 FINANCIAL RESULTS: XTANDI (REGION)



(billion yen)	Q1/FY2023 Act	YoY	FY2023 FCST
Global Sales	174.1	+11.7 (+7%) Excl. FX impact [+1.9 (+1%)]	669.9 (YoY +1%)
US (Unit: \$)	\$632M	\$-15M (-2%)	\$2,635M (+4%)
Established Markets (Unit: €)	€365M	€+26M (+8%)	€1,419M (+1%)
Japan	14.4	+0.3 (+2%)	58.2 (+6%)
Greater China	4.4	+0.8 (+23%)	14.5 (+31%)
International Markets	13.8	-0.1 (-1%)	55.9 (+1%)

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

Q1/FY2023 FINANCIAL RESULTS: PADCEV (REGION)



(billion yen)	Q1/FY2023 Act	YoY	FY2023 FCST
Global Sales	15.2	+4.7 (+44%) Excl. FX impact [+3.9 (+37%)]	66.7 (YoY +50%)
US (Unit: \$)	\$76M	+\$20M (+35%)	\$341M (+59%)
Established Markets (Unit: €)	€16M	€+7M (+79%)	€82M (+70%)
Japan	2.2	+0.3 (+13%)	9.9 (+18%)
International Markets	0.1	+0.1	0.9

Established Markets: Europe, Canada, etc.

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

Q1/FY2023 ACTUAL: FX RATE

Average rate for the period

Currency	Q1/FY2022	Q1/FY2023	Change
USD	130 yen	137 yen	-8 yen
EUR	138 yen	150 yen	-11 yen

Change in current rate from previous fiscal year end

Currency	Q1/FY2022	Q1/FY2023
USD	-14 yen	-12 yen
EUR	-8 yen	-14 yen

<Impact of exchange rate on financial results>

- 17.5 billion yen increase in revenue, 18.2 billion yen* increase in core OP

* Incl. the impact of elimination of unrealized profit remaining in Q1/FY2022: 12.8 bil.yen. FX impact on core operating profit excluding this impact: +5.4 bil. yen.

FY2023 FORECAST: FX RATE & FX SENSITIVITY

Exchange rate Average for the period	FY2022	FY2023 FCST	Change
USD	135 yen	130 yen	+5 yen
EUR	141 yen	140 yen	+1 yen

Estimated FX sensitivity of FY2023 forecasts by 1 yen appreciation

Currency	Average rate 1 yen higher than assumption	
	Revenue	Core OP
USD	Approx. -6.6 bil. yen	Approx. -2.8 bil. yen
EUR	Approx. -1.1 bil. yen	Approx. -1.2 bil. yen

BALANCE SHEET & CASH FLOW HIGHLIGHTS

25

(billion yen)	FY2022 end	Jun 30, 2023
Total assets	2,456.5	2,798.0
Cash and cash equivalents	376.8	561.5
Total equity attributable to owners of the parent	1,508.0	1,578.4
Equity ratio (%)	61.4%	56.4%
(billion yen)	Q1/FY2022	Q1/FY2023
Cash flows from operating activities	48.8	12.2
Cash flows from investing activities	-19.1	-12.3
Free cash flows	29.7	-0.1
Cash flows from financing activities	-46.6	165.0
Increase/decrease in short-term borrowings and CP	15.0	234.0
Acquisition of treasury shares	-10.6	-10.7
Dividends paid	-45.7	-53.9

As of end of June, Balance of bonds (Incl. CP) and borrowings : 359.0 billion yen

As of August 1st, Balance of bonds (Incl. CP) and borrowings : 969.0 billion yen

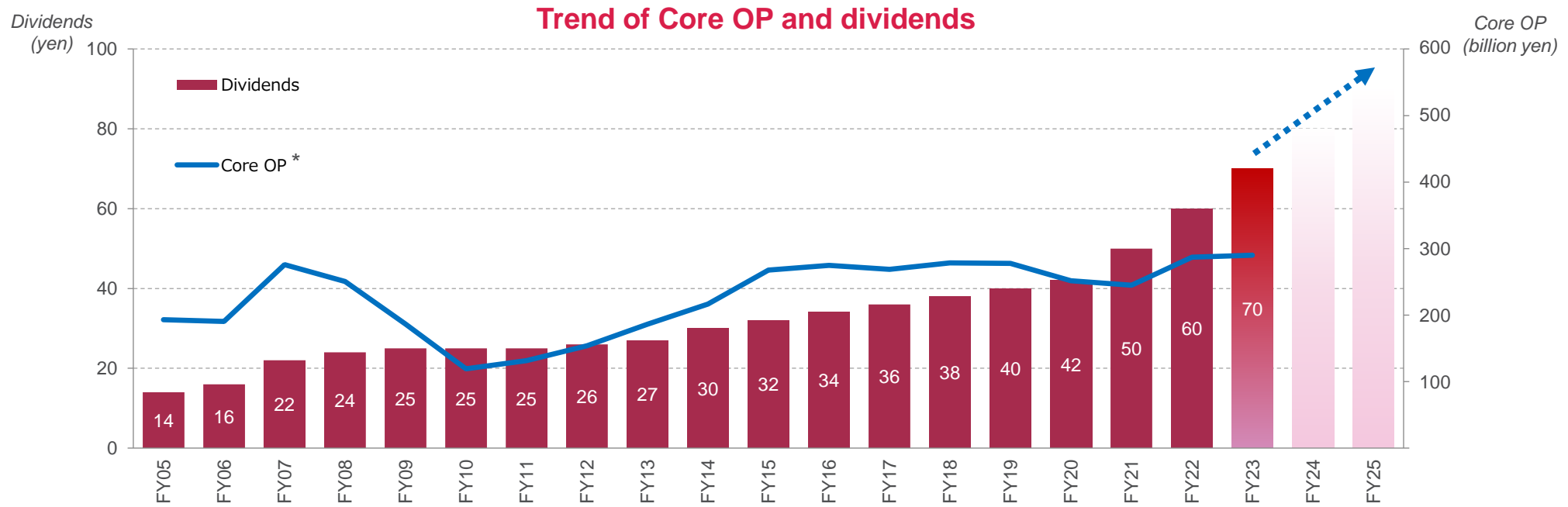
CAPITAL ALLOCATION

1 Top priority is investment for business growth

2 Raise dividend level aligned with profit / cashflow plan and actual performance throughout CSP2021 period

3 Flexibly execute share buyback by excess cash

Aiming for higher level of dividends increase during CSP2021 aligned with the robust profit growth forecast



For illustrative purposes only

* Prior to FY2012, operating profit is in accordance with J-GAAP
 CSP: Corporate Strategic Plan

ROBUST PIPELINE OF ASTELLAS

Phase 1

enfortumab vedotin (NMIBC)
gilteritinib (Newly diagnosed AML, HIC-ineligible)
ASP1570
ASP2138
ASP2074
ASP1002
ASP7317
bocidelpar/ASP0367 (Duchenne muscular dystrophy)
AT845
ASP3082
ASP8062

Phase 2

enfortumab vedotin (Other solid tumors)
zolbetuximab (Pancreatic adenocarcinoma)
fezolinetant (VMS due to menopause: Japan)
resamirigene bilparvovec /AT132 (XLMTM)
avacincaptad pegol (Stargardt disease)
bocidelpar/ASP0367 (Primary mitochondrial myopathies)

Phase 3

enzalutamide (M0 CSPC: Europe, M1 CSPC: China)
enfortumab vedotin (mUC previously untreated, MIBC)
gilteritinib (Earlier-stage AML, pediatric use)
fezolinetant (VMS due to menopause: China)
mirabegron (Pediatric use: Europe)

Submitted/Filed

enzalutamide (M0 CSPC: US)
enfortumab vedotin (mUC pretreated: China)
zolbetuximab (Gastric and GEJ adenocarcinoma: Japan, US, Europe, China)
fezolinetant (VMS due to menopause: Europe)
avacincaptad pegol (GA secondary to AMD: US, Europe)
peficitinib (Rheumatoid arthritis: China)
isavuconazole (Pediatric use: US)

- XTANDI and Strategic products
- Projects with Focus Area approach
- Others

Please refer to R&D pipeline list for details including target disease.

NMIBC: Non-muscle-invasive bladder cancer, AML: Acute myeloid leukemia, HIC: High-intensity chemotherapy, XLMTM: X-linked myotubular myopathy, M0: Non-metastatic, M1: Metastatic, CSPC: Castration-sensitive prostate cancer, mUC: Metastatic urothelial cancer, MIBC: Muscle-invasive bladder cancer, GEJ: Gastroesophageal junction, VMS: Vasomotor symptoms, GA: Geographic atrophy, AMD: Age-related macular degeneration



PROGRESS IN OVERALL PIPELINE

Phase 1 Entry to Approval since the Last Financial Results Announcement



Discontinuation

ASP0598: Chronic tympanic membrane perforation (Phase 1)

Note: Phase 1 entry is defined as confirmation of IND open.

Phase transition is defined by approval of company decision body for entering to next clinical phase.

Filing is defined as submission of application to health authorities.

Discontinuation is defined by the decision of company decision body.

XTANDI AND STRATEGIC PRODUCTS: STATUS UPDATE

(Red: Updates since the last financial results announcement)

Project / Product	Indication	Current status
enzalutamide / XTANDI	M1 CSPC	<ul style="list-style-type: none"> China: Obtained topline results from Phase 3 China ARCHES study in Mar 2023
	M0 CSPC	<ul style="list-style-type: none"> sNDA submitted in US in Jun 2023. Results from Phase 3 EMBARK study presented at AUA in Apr 2023
enfortumab vedotin / PADCEV	Metastatic urothelial cancer	<ul style="list-style-type: none"> Previously untreated (first line): Phase 3 study ongoing. sBLA approved (accelerated approval) in US in Apr 2023 (cisplatin-ineligible) Pretreated: BLA accepted in China in Mar 2023
	Muscle-invasive bladder cancer	<ul style="list-style-type: none"> Phase 3 studies ongoing
	Non-muscle-invasive bladder cancer	<ul style="list-style-type: none"> Phase 1 study ongoing. Initial data from Phase 1 EV-104 study presented at ASCO in Jun 2023
	Other solid tumors	<ul style="list-style-type: none"> Phase 2 study ongoing. Initial data from Phase 2 EV-202 study presented at ASCO in Jun 2023
gilteritinib / XOSPATA	Relapsed and refractory AML	<ul style="list-style-type: none"> China: Phase 3 study stopped due to efficacy
	AML, post-HSCT maintenance	<ul style="list-style-type: none"> Results from Phase 3 MORPHO study presented at EHA in Jun 2023
	AML, newly diagnosed (HIC-eligible)	<ul style="list-style-type: none"> Phase 3 study ongoing (enrollment completed)
	AML, newly diagnosed (HIC-ineligible)	<ul style="list-style-type: none"> Phase 1 study ongoing
	AML, post-chemotherapy	<ul style="list-style-type: none"> Obtained topline results from Phase 2 GOSSAMER study
zolbetuximab	Gastric & GEJ adenocarcinoma	<ul style="list-style-type: none"> NDA accepted in Japan in Jun 2023. BLA/MAA accepted in US, Europe and China in Jul 2023
	Pancreatic adenocarcinoma	<ul style="list-style-type: none"> Phase 2 study ongoing
fezolinetant / VEOZAH	VMS due to menopause	<ul style="list-style-type: none"> US & Europe: Approved in US in May 2023. MAA accepted in Europe in Sep 2022. Obtained topline results from Phase 3b DAYLIGHT study in Jun 2023 Asia: LSLV in Phase 3 MOONLIGHT 1 study in Apr 2022. Obtained topline results from Phase 3 MOONLIGHT 3 study in Sep 2022 Japan: Obtained topline results from Phase 2b STARLIGHT study in Mar 2023
avacincaptad pegol	GA secondary to AMD	<ul style="list-style-type: none"> NDA accepted in US in Feb 2023. MAA submitted in Europe in Jul 2023
	Stargardt disease	<ul style="list-style-type: none"> Phase 2b study ongoing

M1: Metastatic, M0: Non-metastatic, CSPC: Castration-sensitive prostate cancer, (s)NDA: (Supplemental) New Drug Application, AUA: American Urological Association, (s)BLA: (Supplemental) Biologics License Application, AML: Acute myeloid leukemia, HSCT: Hematopoietic stem cell transplant, HIC: High-intensity chemotherapy, GEJ: Gastroesophageal junction, ASCO: American Society of Clinical Oncology, EHA: European Hematology Association, VMS: Vasomotor symptoms, MAA: Marketing Authorization Application, LSLV: Last subject last visit, FDA: Food and Drug Administration, GA: Geographic atrophy, AMD: Age-related macular degeneration

XTANDI AND STRATEGIC PRODUCTS: POTENTIAL PEAK SALES (AS OF JULY 2023)

Product	Potential Peak Sales <i>(Global, billions of yen)</i>
XTANDI (enzalutamide)	over 700
VEOZAH (fezolinetant)	300 - 500
PADCEV (enfortumab vedotin) ¹	300 - 400
XOSPATA (gilteritinib)	100 - 200
zolbetuximab	100 - 200
EVRENZO (roxadustat) ²	under 50 ³
AT132 (resamirigene bilparvovec)	under 50

Note) Only indications undergoing pivotal studies are included for projection (as of July 2023)



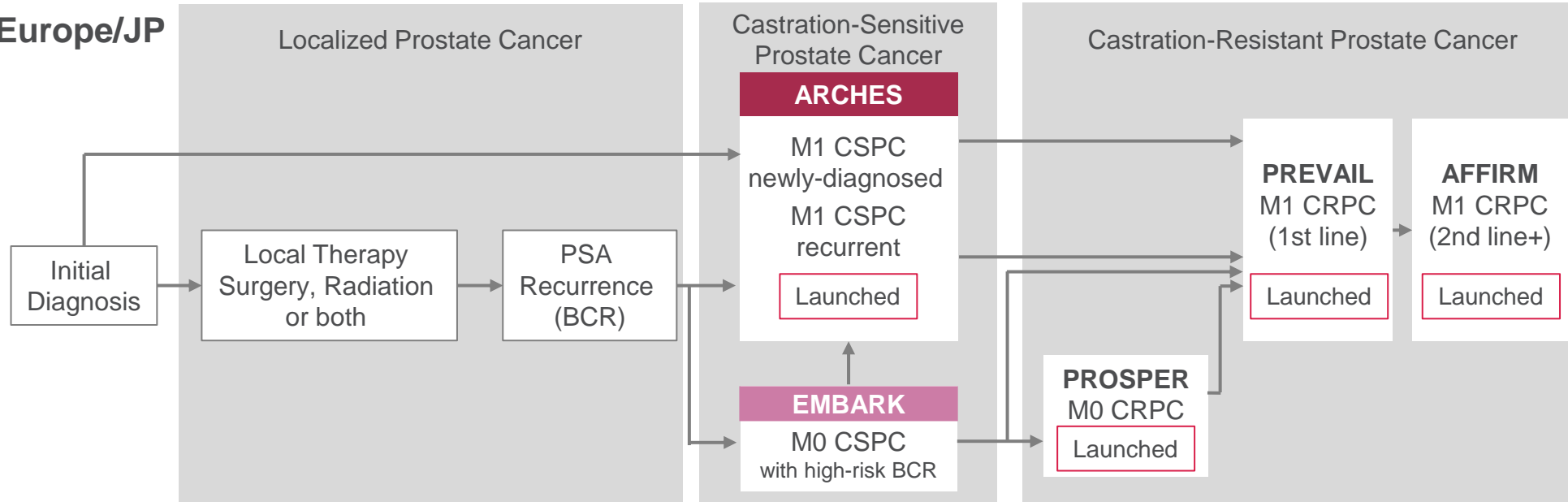
1. Sales for Americas are calculated based on the sales booked by Seagen, 2. Astellas territories only; Japan, Europe, the Commonwealth of Independent States, the Middle East, South Africa, etc.

3. Previous potential peak sales: 50 - 100 billion yen (announced in May 2021)

ENZALUTAMIDE (1/2): ANDROGEN RECEPTOR INHIBITOR

(Red: Updates since the last financial results announcement)

US/Europe/JP



P3: EMBARK	NCT02319837	M0 CSPC	ENZA + ADT vs. placebo + ADT vs. ENZA mono	n=1,068	sNDA submitted in US in Jun 2023
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China

- **M1 CSPC:** Topline results obtained in Mar 2023 in Phase 3 China ARCHES study ([NCT04076059](https://clinicaltrials.gov/ct2/show/study/NCT04076059))

ENZALUTAMIDE (2/2): PHASE 3 STUDY DATA BY DISEASE STAGE

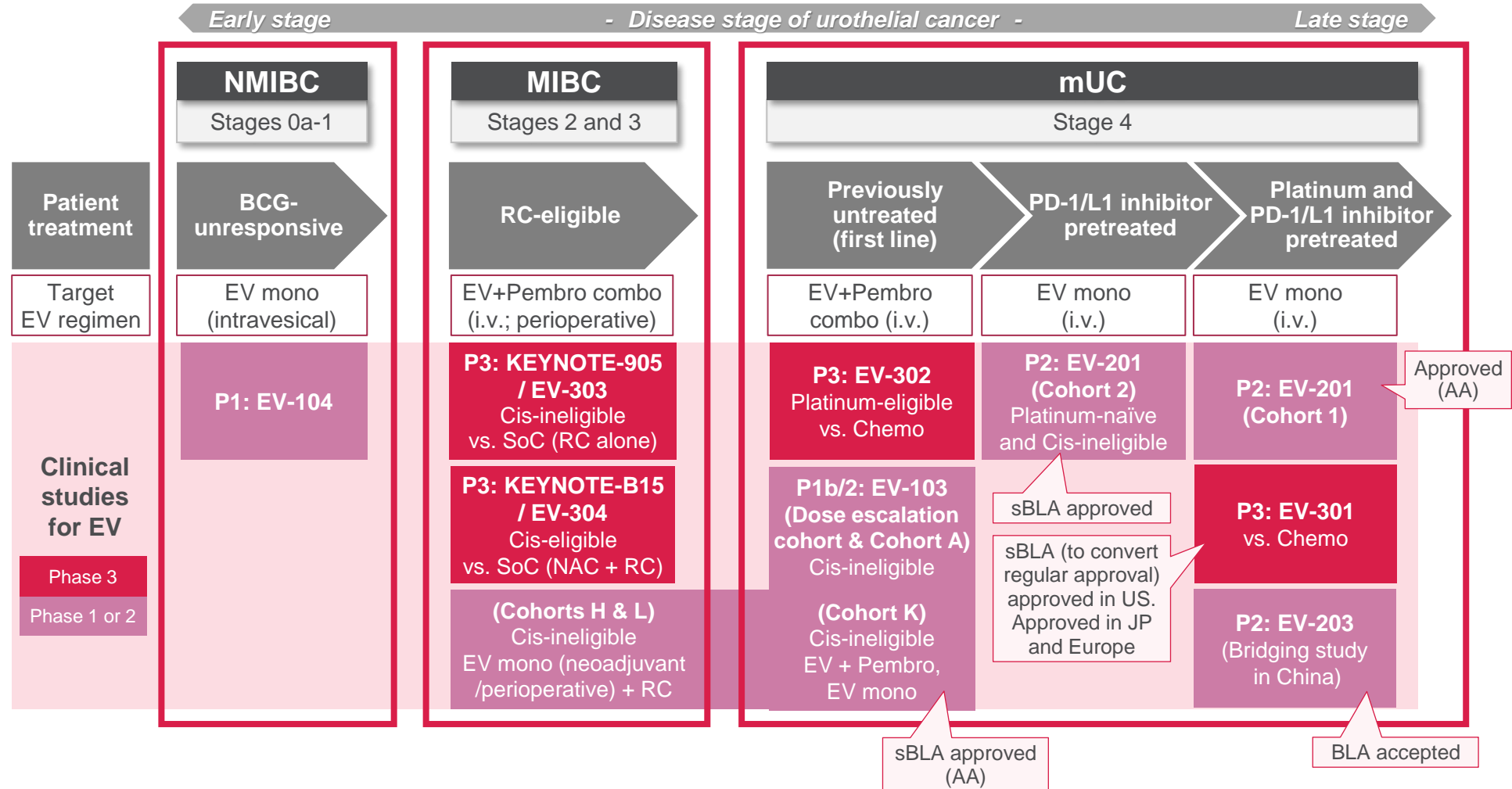
(Red: Updates since the last financial results announcement)

Continued potential in earlier lines with consistent survival benefit and longer duration of treatment

Disease stage	Early stage			Late stage		
	Castration-sensitive (CSPC)			Castration-resistant (CRPC)		
	M0	M1		M0	M1 (pre-chemo)	M1 (post-chemo)
Phase 3 study	EMBARK	ARCHES	ENZAMET	PROSPER	PREVAIL	AFFIRM
Control	Placebo	Placebo	Conventional NSAA	Placebo	Placebo	Placebo
Primary endpoint	✓ MFS HR 0.42	✓ rPFS HR 0.39	✓ OS HR 0.67	✓ MFS HR 0.29	✓ rPFS HR 0.17 ✓ OS HR 0.71*	✓ OS HR 0.63
OS	(Ongoing)	✓ HR 0.66	✓ HR 0.67	✓ HR 0.73	✓ HR 0.77	✓ HR 0.63
DoT	✓ 32.4 months**	✓ 40.2 months	✓ 29.5 months	✓ 33.9 months	✓ 17.5 months	✓ 8.3 months

✓: Data obtained, *: Prespecified interim analysis, **: excluding treatment suspension period

ENFORTUMAB VEDOTIN (EV) (1/4): NECTIN-4 TARGETED ADC OVERALL UC PROGRAM



ENFORTUMAB VEDOTIN (EV) (2/4): CLINICAL STUDIES

(Red: Updates since the last financial results announcement)

For urothelial cancer

P3: EV-301	NCT03474107	mUC, Platinum and PD-1/L1 inhibitor pretreated; EV mono vs. Chemo	n=608	sBLA (to convert regular approval) approved in US in Jul 2021. Approved in Japan in Sep 2021, in Europe in Apr 2022
P3: EV-302	NCT04223856	mUC, Previously untreated, Platinum-eligible; EV + Pembro vs. Chemo	n=990	Enrollment completed
P3: EV-303 /KEYNOTE-905	NCT03924895	MIBC, Cis-ineligible; Pembro +/- EV (perioperative) + RC vs. RC alone	n=857	FSFT in Pembro + EV arm: Dec 2020
P3: EV-304 /KEYNOTE-B15	NCT04700124	MIBC, Cis-eligible; EV + Pembro (perioperative) + RC vs. Chemo (neoadjuvant) + RC	n=784	FSFT: May 2021
P2: EV-201	NCT03219333	mUC, PD-1/L1 inhibitor pretreated; EV mono Cohort 1: Platinum pretreated Cohort 2: Platinum naïve and Cis-ineligible	n=219	Cohort 1: Approved (under the Accelerated Approval program) Cohort 2: sBLA approved in US in Jul 2021
P1b/2: EV-103	NCT03288545	Cohorts A - G and K (mUC): A-G: Combo with Pembro and other chemo K: EV mono, EV + Pembro Cohorts H, J and L (MIBC, Cis-ineligible, + RC): H: EV mono (neoadjuvant) J (optional): EV + Pembro (neoadjuvant) L: EV mono (perioperative)	n=348	Dose Escalation/Cohort A and Cohort K: sBLA approved (under the Accelerated Approval program) in US in Apr 2023. Enrollment completed
P2: EV-203	NCT04995419	<Bridging study in China> mUC, Platinum and PD-1/L1 inhibitor pretreated; EV mono	n=40	BLA accepted in China in Mar 2023
P1: EV-104	NCT05014139	NMIBC, High-risk BCG-unresponsive; Intravesical EV mono	n=58	FSFT: Jan 2022

For other solid tumors

P2: EV-202	NCT04225117	HR+/HER2- breast cancer, Triple-negative breast cancer, Squamous NSCLC, Non-squamous NSCLC, Head and neck cancer, Gastric adenocarcinoma or esophageal adenocarcinoma or GEJ adenocarcinoma, Esophageal squamous cell carcinoma; EV mono Head and neck squamous cell carcinoma; EV + Pembro	n=320	Enrollment completed for EV mono cohorts. Initial topline results obtained in Jun 2022
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ENFORTUMAB VEDOTIN (EV) (3/4): STUDY DATA BY DISEASE STAGE OF UC

(Red: Updates since the last financial results announcement)

Disease stage	Early stage								Late stage
	MIBC		mUC						
	Surgery eligible		Previously untreated (first line)				PD-1/L1 inhibitor pretreated		
	Cis-eligible	Cis-ineligible	Platinum eligible	Cis-ineligible		Platinum naïve & Cis-ineligible	Platinum pretreated		
Study phase	Phase 3	Phase 3	Phase 3	Phase 1b/2		Phase 1b/2	Phase 2	Phase 2	Phase 3
Study No.	KN-B15 / EV-304	KN-905 / EV-303	EV-302	EV-103 Cohort K		EV-103 Cohort A & Others	EV-201 Cohort 2	EV-201 Cohort 1	EV-301
No. of subjects	784 (2 arms)	857 (3 arms)	990 (2 arms)	76	73	45	89	125	608 (2 arms)
EV regimen	Combo w/ Pembro (perioperative)	Combo w/ Pembro (perioperative)	Combo w/ Pembro	Combo w/ Pembro	Mono	Combo w/ Pembro	Mono	Mono	Mono
Control	Chemo (neoadjuvant)	SoC	Chemo	n/a	n/a	n/a	n/a	n/a	Chemo
Primary endpoint	pCR & EFS	pCR & EFS	PFS & OS	✓ ORR 64% (CR 11%)	✓ ORR 45% (CR 4%)	✓ ORR 73% ** (CR 16% **)	✓ ORR 51% ** (CR 22% **)	✓ ORR 44% (CR 12%)	✓ OS HR 0.70 *
OS	(Ongoing)	(Ongoing)	(Ongoing)	(Ongoing)	✓ (21.7 mos)	✓ (26.1 mos **)	✓ (14.7 mos)	✓ (12.4 mos **)	✓ HR 0.70 * (12.9 mos vs.9.0 mos)
PFS	(Ongoing)	(Ongoing)	(Ongoing)	(Ongoing)	✓ (8.2 mos)	✓ (12.7 mos **)	✓ (5.8 mos)	✓ (5.8 mos)	✓ HR 0.62 * (5.6 mos vs.3.7 mos)
ORR	(Ongoing)	(Ongoing)	(Ongoing)	✓ 64% (CR 11%)	✓ 45% (CR 4%)	✓ 73% ** (CR 16% **)	✓ 52% (CR 20%)	✓ 44% (CR 12%)	✓ 41% vs.18% * (CR 4.9% vs.2.7%)
DoR	(Ongoing)	(Ongoing)	(Ongoing)	(Ongoing)	✓ 13.2 mos	✓ 22.1 mos **	✓ 13.8 mos **	✓ 7.6 mos	✓ 7.4 mos vs. 8.1 mos *

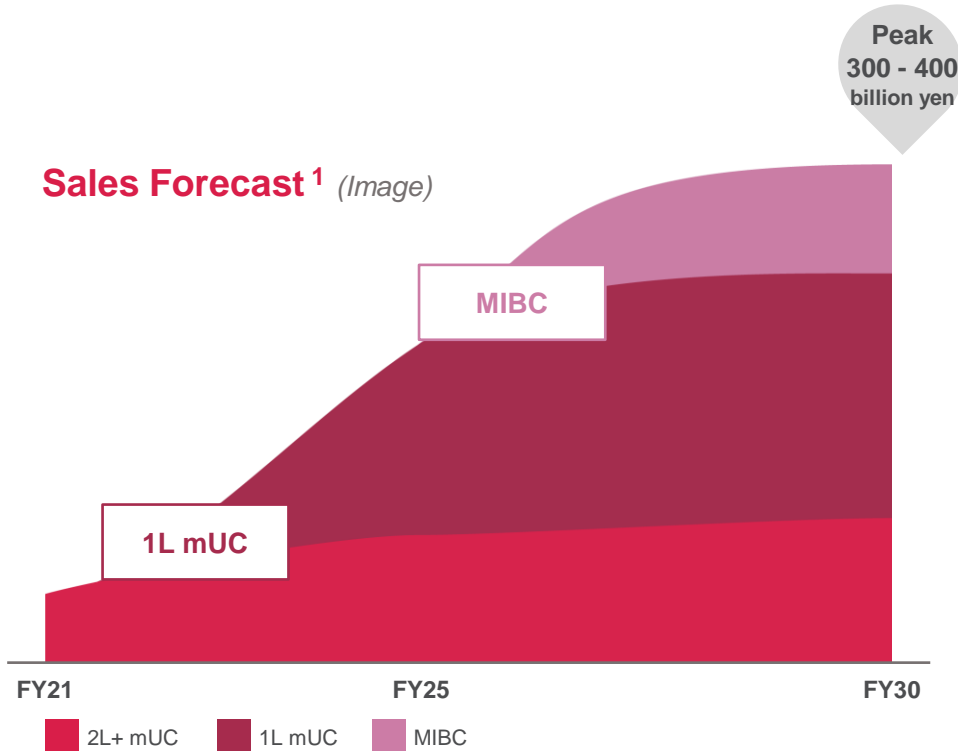
✓: Data obtained, *: Prespecified interim analysis, **: Updated data

ENFORTUMAB VEDOTIN (EV) (4/4): FUTURE OUTLOOK

(Red: Updates since the last financial results announcement)

- The most significant growth driver is 1L mUC indication, which is expected to account for more than half of total sales in the future
- Success in NMIBC and other solid tumors will provide further growth potential

Sales Forecast ¹ (Image)



<Already approved / pivotal phase>

Patient segment		Pivotal study (EV regimen)	Target filing timing	Number of eligible patients ²
MIBC	Cis-ineligible	EV-303 (combo w/ Pembro)	FY2025 or later	10,000
	Cis-eligible	EV-304 (combo w/ Pembro)	FY2025 or later	37,000
1L mUC		EV-302 EV-103 Cohorts [Phase 1b/2 for AA in US] (combo w/ Pembro)	FY2024 Approved [AA in US]	76,000 (incl. US, Cis-ineligible: 8,000-9,000)
2L+ mUC	PD-1/L1 inhibitor pretreated & Cis-ineligible	EV-201 Cohort 2 [Phase 2] (monotherapy)	Approved	1,600 (US, Cis-ineligible)
	Platinum & PD-1/L1 inhibitor pretreated	EV-301 EV-201 Cohort 1 [Phase 2 for AA in US] (monotherapy)	Approved	38,000

<Early clinical phase>

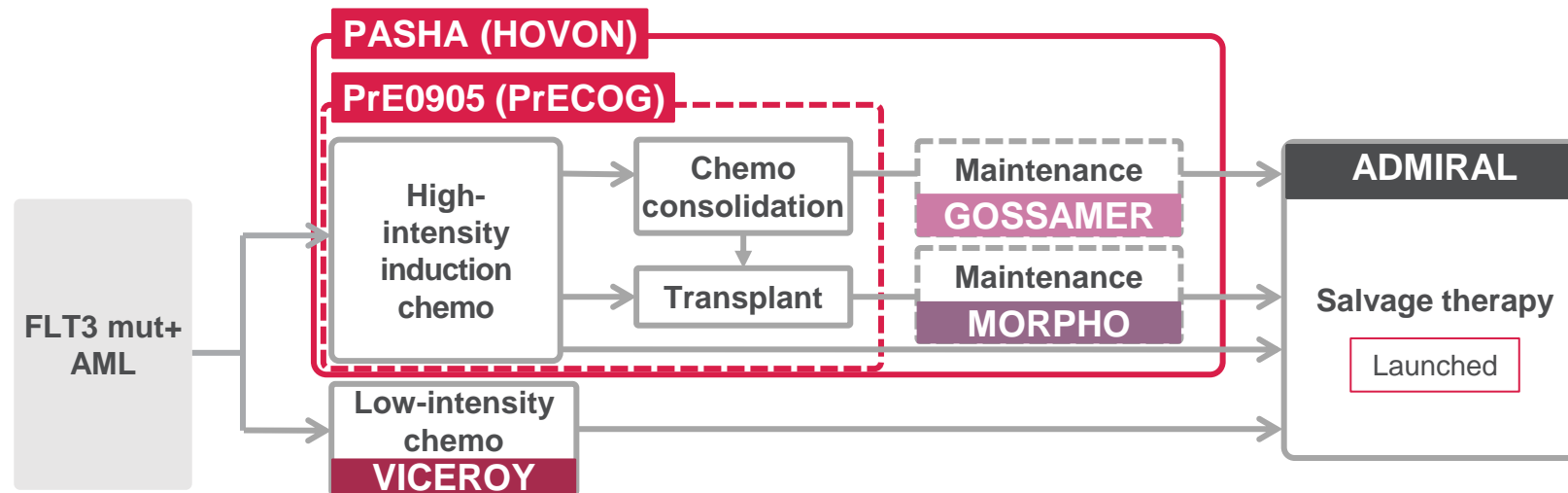
Patient segment	Study (EV regimen)
NMIBC High-risk BCG-unresponsive	EV-104 [Phase 1] (monotherapy, intravesical)
Other solid tumors	EV-202 [Phase 2] (monotherapy* / combo w/ Pembro**)

*Monotherapy:
HR+/HER2- breast cancer, Triple-negative breast cancer, Squamous NSCLC, Non-squamous NSCLC, Head and neck cancer, Gastric adenocarcinoma or esophageal adenocarcinoma or GEJ adenocarcinoma, Esophageal squamous cell carcinoma

****Combo w/ Pembro:**
Head and neck squamous cell carcinoma

GILTERITINIB: FLT3 INHIBITOR

(Red: Updates since the last financial results announcement)



Relapsed or refractory	P3: ADMIRAL	NCT02421939	Monotherapy vs. salvage chemo (2:1)	n=371	Launched in US, JP, and Europe
Newly diagnosed (HIC-eligible)	P3: PASHA (HOVON)	NCT04027309	Combo with high intensity chemo gilteritinib vs. midostaurin (1:1)	n=768	Enrollment completed (Sponsor: HOVON)
	P2: PrE0905 (PrECOG)	NCT03836209		n=179	Enrollment completed (Sponsor: PrECOG, LLC.)
Post-HSCT maintenance	P3: MORPHO	NCT02997202	Monotherapy vs. placebo (1:1)	n=356	Topline results obtained in Mar 2023 Collaborating with BMT-CTN
Post-chemo maintenance	P2: GOSSAMER	NCT02927262	Monotherapy vs. placebo (2:1)	n=98	Topline results obtained in Aug 2021
Newly diagnosed (HIC-ineligible)	P1: VICEROY	NCT05520567	Combo with venetoclax and azacitidine	n=70	FSFT in Jan 2023

- China**
- **R/R AML:** Conditional approval obtained in Jan 2021, based on ADMIRAL study data (full approval contingent on COMMODORE study data) and launched in Apr 2021. Phase 3 COMMODORE study (including China and other countries) stopped due to efficacy based on the planned interim analysis

ZOLBETUXIMAB: ANTI-CLAUDIN 18.2 MONOCLONAL ANTIBODY

(Red: Updates since the last financial results announcement)

Target: Claudin 18.2

- Claudin is a major structural component of tight junctions and seals intercellular space in epithelial sheets
- Broadly expressed in various cancer types
 - ✓ Prevalence of patients with high expression of Claudin 18.2 is substantial: 38%
 - ✓ ~60% of primary pancreatic adenocarcinomas; ~20% of these meet the eligibility criteria for the ongoing Phase 2 study

Gastric and GEJ adenocarcinoma

- Target patient population: HER2-, Claudin 18.2+ locally advanced and metastatic gastric and GEJ adenocarcinoma
- Metastatic gastric cancer is an area of significant unmet need, especially in advanced stages with ~6% five-year survival rate at Stage IV and treatment options are limited

Gastric and GEJ adenocarcinoma	P3: SPOTLIGHT	NCT03504397	First line, Combo with mFOLFOX6, DB, vs. placebo	n=566	NDA accepted in Japan in Jun 2023. BLA/MAA accepted in US, Europe and China in Jul 2023
	P3: GLOW	NCT03653507	First line, Combo with CAPOX, DB, vs. placebo	n=507	
	P2: ILUSTRO	NCT03505320	Cohort 1: Third or later line, zolbetuximab monotherapy Cohort 2: First line, Combo with mFOLFOX6 Cohort 3: Third or later line, Combo with pembrolizumab Cohort 4: First line, Combo with mFOLFOX6 and nivolumab	n=116	FSFT: Sep 2018
Pancreatic adenocarcinoma	P2	NCT03816163	First line, Combo with nab-paclitaxel and gemcitabine, open	n=369	FSFT: May 2019

FEZOLINETANT: NK3 RECEPTOR ANTAGONIST

(Red: Updates since the last financial results announcement)

VMS has a significant negative impact on QoL

- Physical symptoms include hot flashes and night sweats, which can impact sleep
- Physical symptoms may lead to emotional impact including embarrassment, irritability, anxiety, and sadness
- Symptoms have a negative impact on multiple aspects of everyday life ¹

Women's Health Initiative (WHI) Study ²

- Initial data analyses showed an association between chronic HRT use and increased risk of cardiovascular disease and breast cancer
- Since WHI's findings, use of HRT has dropped
- Although subsequent analysis of the WHI data have demonstrated that HRT is safe and effective when initiated in the appropriate patient in the appropriate manner (i.e. right time, formulation, dose and duration), prescriptions have not rebounded, leaving some women with minimal options to satisfactorily manage their VMS

US and Europe

P3: SKYLIGHT 1	NCT04003155	Moderate to severe VMS associated with menopause; The first 12 weeks: DB, 30 mg and 45 mg vs. placebo (1:1:1)	n=527	Approved in US in May 2023 MAA accepted in Europe in Sep 2022
P3: SKYLIGHT 2	NCT04003142	The last 40 weeks: Active extension treatment period, 30 mg or 45 mg	n=501	
P3: SKYLIGHT 4	NCT04003389	VMS associated with menopause; 52 weeks: DB, 30 mg and 45 mg vs. placebo (1:1:1)	n=1,831	
P3b: DAYLIGHT	NCT05033886	Moderate to severe VMS associated with menopause, unsuitable for HRT; 24 weeks, DB, 45 mg vs. placebo (1:1)	n=453	Topline results obtained in Jun 2023

Asia (except for Japan)

P3: MOONLIGHT 1	NCT04234204	Moderate to severe VMS associated with menopause; The first 12 weeks: DB, 30 mg vs. placebo (1:1) The last 12 weeks: Active extension treatment period, 30 mg	n=302	Primary endpoints not met (12w DB period topline results)
P3: MOONLIGHT 3	NCT04451226	VMS associated with menopause; open label, 30 mg for 52 weeks	n=150	Topline results obtained in Sep 2022

Japan

P2b: STARLIGHT	NCT05034042	Peri- and post-menopausal patients with mild to severe VMS; 12 weeks: DB, 2 doses vs. placebo (1:1:1)	n=147	Topline results obtained in Mar 2023
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1: DelveInsight, Epidemiology Forecast, Jun 2018. 2: Data Source - IMS NPA (2000-2016), IMS NSP (2000-2016). (3 HTs and SSRI) NAMS 2015 Position Statement. VMS: Vasomotor symptoms. QoL: Quality of life, HRT: Hormone replacement therapy, DB: Double-blind, MAA: Marketing Authorization Application

AVACINCAPTAD PEGOL (ACP): COMPLEMENT C5 INHIBITOR / PEGYLATED RNA APTAMER

Geographic atrophy (GA)

- Advanced form of dry age-related macular degeneration (AMD)
- ~1.6 million patients in the US ¹
- ~50% of patients are affected bilaterally
- ~40% of eyes with GA are blinded: leading cause of increasing irreversible blindness

Characteristics of ACP

- ACP inhibits complement C5, and slows inflammation and cell death associated with development and progression of GA
- Breakthrough Therapy designation granted by FDA in Nov 2022
- NDA filed under Priority Review with a PDUFA goal date of Aug 19, 2023

GA secondary to AMD	P2/3: GATHER1	NCT02686658	Part 1: 1 mg, 2 mg vs. Sham (n=77) Part 2: 2 mg, 4 mg vs. Sham (n=209)	n=286	NDA accepted in US in Feb 2023 MAA submitted in Europe in Jul 2023
	P3: GATHER2	NCT04435366	2 mg vs. Sham	n=448	
Stargardt disease	P2b	NCT03364153	vs. Sham	n=120	FSFT: Jan 2018

1. Arch Ophthalmol. 129:75-80 (2011)

FDA: Food and Drug Administration, NDA: New Drug Application, PDUFA: Prescription Drug User Fee Act, MAA: Marketing Authorization Application

FOCUS AREA APPROACH: KEY EVENTS EXPECTED IN FY2023

Expecting Phase 1 entry in 4 projects and several progress in Phase 1 studies toward PoC judgment

Primary Focus	IND	Phase 1	
		Early data readout*	Dosing resumption
Genetic Regulation	1 project		AT845
Immuno-Oncology	2 projects	ASP1570 ASP2138	
Blindness & Regeneration			✓ ASP7317
Targeted Protein Degradation	1 project (pan-KRAS)	ASP3082	

✓: Achieved

* Dose escalation/monotherapy
PoC: Proof of concept, IND: Investigational New Drug

ON THE FOREFRONT OF HEALTHCARE CHANGE

