

Americas Overview 2018

Introduction



Patients are at the center of *everything* we do.

From incremental advancements to innovative therapies, new discoveries mean new opportunities to improve, transform and save lives of people around the world.

At Astellas, we've remained at the forefront of change by continuing to deliver innovative science and solutions to

address the unmet needs of the patients we serve.

We've maintained a focus on oncology, urology and nephrology, immunology, cardiology, infectious diseases and conditions of the central nervous system. At the same time, we are expanding to new areas such as muscle disease, ophthalmology and next-generation vaccines.

As we continue to push boundaries — moving innovations through our pipeline, emphasizing the value of our existing products and creating key collaborations to help address barriers to patient care — our guiding principles, The Astellas Way, remain unchanged.

Astellas is different not only because of what we do, but how we do it. Each and every employee across the globe is grounded in an unwavering commitment to keeping the patient at the center of everything we do and a strong culture of diversity, inclusion and integrity.

I invite you to learn more about us and our business in the Americas and to join us on our journey to build a brighter future for patients, our community and each other.

Thank you,

A handwritten signature in black ink, reading "Percival".

Percival Barretto-Ko

President, Astellas Americas

Cover image: Proposed mechanism of action for gilteritinib, an Astellas investigational compound.

Astellas in the Americas: Overview

Astellas is committed to turning innovative science into medical solutions that bring value and hope to patients and their families.

Keeping our focus on addressing unmet medical needs and conducting our business with ethics and integrity enables us to improve the health of people throughout the Americas and around the world.

We address unmet medical needs by converting science into value for patients in areas where we have expertise and where cutting-edge science and technology are poised to drive innovation.

We combine our internal capabilities and expertise with external strengths to deliver groundbreaking solutions that address patients' unmet needs.

We contribute to the long-term sustainability of society by improving access to health and medical solutions, fostering scientific advancement and enhancing the health of our communities.

Our culture is rooted in a set of shared values called the Astellas Way. These principles and behaviors motivate us and create an atmosphere where we can contribute to tomorrow's medical advancements.

ASTELLAS CONTINUES TO EXPAND ITS PRESENCE IN THE AMERICAS

Astellas Pharma US, Inc.
*Headquarters for the Americas
Northbrook, Illinois*

Astellas Pharma Global Development, Inc.
Northbrook, Illinois

Policy and Government Affairs
Washington, D. C.

Astellas Venture Management LLC
Menlo Park, California

Astellas Innovation Management; Mitobridge
*Cambridge, Massachusetts
Menlo Park, California*

Astellas Research Institute of America LLC
San Diego, California

Astellas Institute for Regenerative Medicine; Universal Cells
*Marlborough, Massachusetts
Seattle, Washington*

Astellas Pharma Canada, Inc.
Toronto, Ontario

Astellas Farma Brasil
*Importacao e Distribuicao de Medicamentos Ltda.
Sao Paulo, Brazil*

Astellas Farma Colombia
Bogotá, Colombia



Astellas' commitment to **changing tomorrow** includes operating in a socially responsible way every day, and making Astellas an elite place to work throughout the Americas.

Patient Focus

Ask yourself if your **decisions and actions** contribute to improving patient health

Ownership

Embrace change and challenge by taking ownership

Results

Commit to results each time you face a challenge, and consider fresh approaches to achieving them

Openness

Maximize your creativity through diversity and open communication

Integrity

Act with integrity by always considering the implications of your actions, and then take responsibility for the outcomes

Our culture is manifested in what we call **The Astellas Way** which is a set of five behaviors that personify who we are as a company.

Overview, *continued*

We embrace Diversity and Inclusion in all forms ... not only because it's smart business, but because it's the right thing to do.

Seven dynamic employee resource groups (ERGs) create and embrace a diverse culture where employees seek to reach their full professional and personal potential.

- **African American**
- **Asian**
- **Hispanic**
- **Together As One (LGBTQ)**
- **Military**
- **Leadership, Education and Allies for Disabilities (LEAD)**
- **Stellar Women**

Each ERG is sponsored and mentored by a corporate executive who is actively involved in their planning and programming. Astellas ERGs partner with key external organizations to drive their mission, such as the Military ERG's partnership with **Fisher House Foundation**, which provides temporary lodging facilities at major military medical centers. The ERG collects airline miles from Astellas employees for Fisher House's Hero Miles to support wounded service members. The Hispanic ERG partners with **Be the Match**, which operates the national bone marrow registry, to support a Hispanic Heritage Month drive to increase donors of all backgrounds, especially minority backgrounds.

Developing strong ally networks within the ERGs expands influence and accelerates achievements. The LGBTQ ERG, Together As One (TAO), has a four-tier program to build employees' skills to actively support their LGBTQ colleagues, friends and family members. Those who reach the top level become "super allies." The Stellar Women's gender partnership series facilitates discussion groups to enable more men to be strong advocates for gender parity. The Leadership, Education and Allies for Disabilities (LEAD) ERG incorporated "Allies" into its name to encourage membership beyond those who have a disability, especially those who advocate for someone with a disability.

Increasingly, our ERG programs directly contribute to Astellas' corporate business objectives. For example, both the Asian and African American ERGs have taken on the challenge to help drive participation in clinical trials by raising awareness among underrepresented populations of the opportunities to participate in clinical trials.

Astellas was recently honored with the following awards for being a top workplace:

- **Best Mid-size Employers in the U.S., *Forbes***
- **Best Places to Work in Brazil and Canada, *Best Places to Work Institute***
- **50 Best Companies to Work For in Chicago, *Fortune***
- **Corporate Equality Index, *Human Rights Campaign Foundation***
- **100 Best Companies, *Working Mother***
- **Top Employers for Women in Healthcare, Pharma and Biotech, *Professional Women's Magazine***
- **Top Healthcare, Pharma and Biotech Companies, *Hispanic Network Magazine***
- **Pro Patria Award for support of military employees, *Illinois Guard and Reserve***



Astellas in the Americas “At-a-Glance”

ASTELLAS EMPLOYEES ARE CRUCIAL

to anticipating and responding to the dynamic healthcare environment in the Americas. Accordingly, we constantly strive to make Astellas a great place to work. We recruit, train and retain outstanding talent; foster a diverse and inclusive workplace; and boost employee engagement and satisfaction.

FY 2017 SALES (4/1/17 – 3/31/18)*

- \$11.7 billion globally
- \$3.9 billion in the Americas
- R&D Investment: \$2 Billion
- 16,600 employees worldwide

*All numbers are in USD. For more information, visit the Investor Relations page on our global website: <https://www.astellas.com/en/ir/>

ESTIMATED

30 MILLION PATIENTS

PRESCRIBED **ASTELLAS MEDICATION**
IN THE U.S. SINCE **2005**



WE ARE FOCUSED ON DEVELOPING AND PROVIDING safe and effective medicines that improve people’s lives in these disease states:

ONCOLOGY

UROLOGY AND NEPHROLOGY

IMMUNOLOGY AND TRANSPLANT

INFECTIOUS DISEASE

CNS AND PAIN

CARDIOLOGY

WE ARE ALSO EXPANDING
to new focus areas that include:

OPHTHAMOLOGY

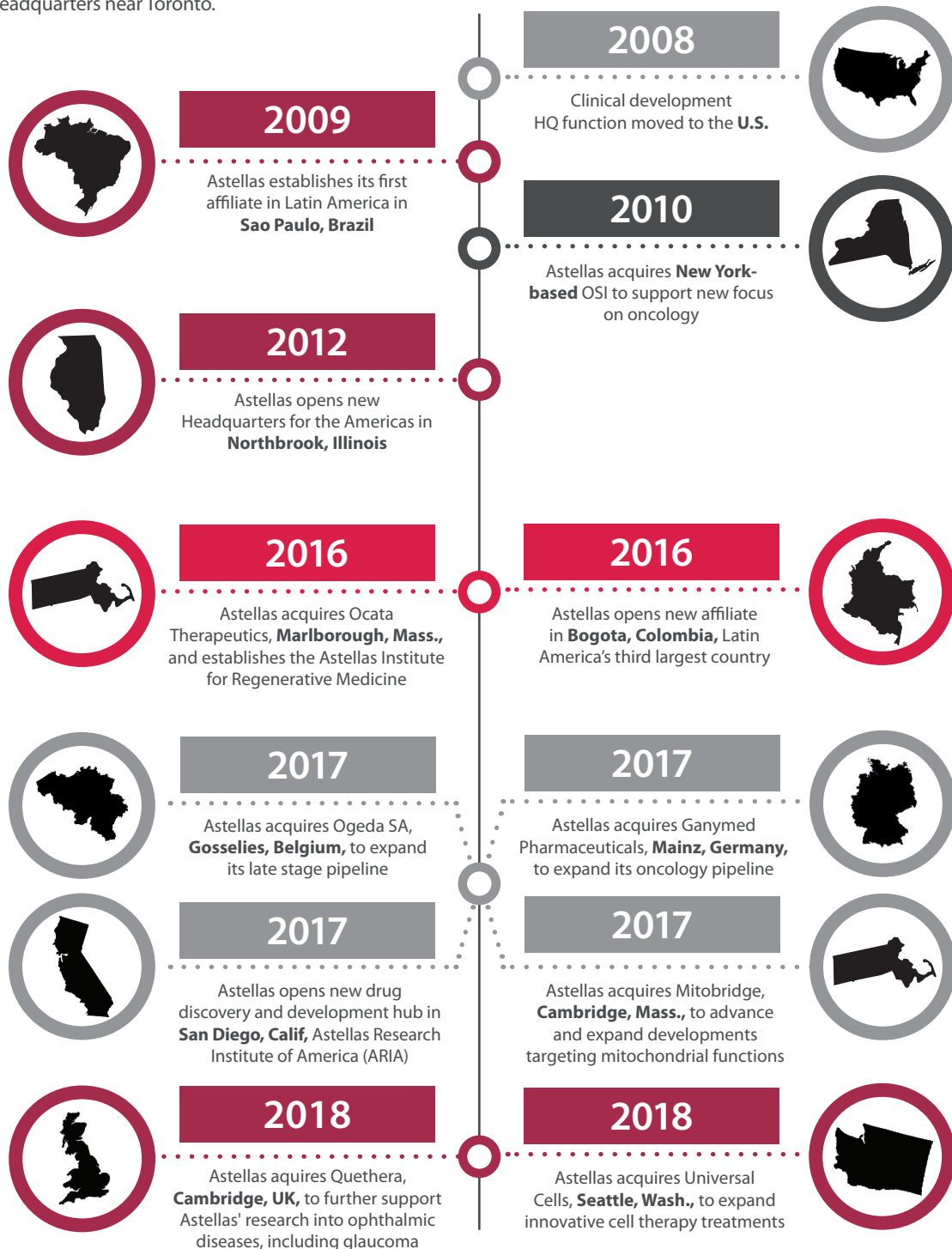
MUSCLE DISEASE

NEXT-GENERATION VACCINES



Astellas Milestones

IN 2005, FOLLOWING THE MERGER of Yamanouchi & Fujisawa, two of Japan's largest and most-respected pharmaceutical companies, Astellas established its U.S. headquarters near Chicago and its Canadian headquarters near Toronto.



Changing Tomorrow for Patients

With an objective to improve the touch points between Astellas and the patients we serve, we are passionate about listening ... not only to our patients, but to those who impact the patient experience along the way. And we act on their input.

While everyone at Astellas has a responsibility to bring forward the patient perspective, specialized internal teams work with patient and professional advocacy groups to foster crucial conversations and create venues for intense listening. By working together with patient organizations, we can achieve our shared objective of improving the experiences and outcomes for patients and caregivers.

Change Together is an interactive forum that brings together more than 50 patient advocacy organizations to stimulate dialogue, share information, inspiration and ideas across the advocacy community.

The **Astellas Patient Advocates Advisory Committee** serves as a continuous sounding board that provides an opportunity to gain more complete understanding of

the patient perspective, as well as feedback on how to best reflect the patient voice across our company.

By listening in new and different ways, from early in development through commercialization, we are incorporating the patient voice into our global business. These insights are manifested in an enhanced R&D process, optimal design and execution of clinical trials and easier-to-understand patient materials.

We created new **Health Literacy Guidelines** to support development of patient materials that improve understanding. Utilizing those guidelines, we updated product important safety information and clinical trial informed consent forms. A new **Astellas clinical trials website** was written at the average patient's health literacy level to improve patient and caregiver understanding of, and access to, clinical trials.

Astellas created a **new process to inform patients and caregivers about actively recruiting clinical trials**, including the ability to connect live with a member of the U.S. Medical Information team. Post-call **patient surveys** are helping us fine-tune the patient service experience.

Through these efforts and more, we are charting new paths – paths rooted in an environment that encourages listening and action, challenging us daily to bring value and hope to patients and their families.



BEYOND OUR MEDICINES ... PROGRAMS HELPING IMPROVE QUALITY OF PATIENT CARE

Astellas C3 Prize, a global challenge that acknowledges and supports non-medicine innovations aimed at improving the cancer care experience for patients, caregivers and their loved ones. The three 2017 winners were announced at the Union for International Cancer Control World Cancer Leaders' Summit in Mexico City in November. They received a total of \$100,000 in grant funding (with \$50,000 going to the grand prize winner).

CST- Astellas T3 Prize, a challenge to support Transformative Thinking in Transplant (T3), funded by a grant from Astellas Pharma Canada in collaboration with the Canadian Society of Transplantation (CST).

A combined \$100,000 was awarded in 2017 for the most innovative solutions in transplant care in the areas of patient care, education, adherence, organ donation and improvement in quality of life.

Cancer Care Access Workshops, launched by Astellas Farma Colombia in six of Colombia's main cities, took place between September and November 2017. The workshops gathered 196 health stakeholders to begin a dialogue around improving cancer patient access to safe and effective treatments under Colombia's New Integral Health Model program developed by the Ministry of Health.

Changing Tomorrow with our 'Science First' approach

At Astellas, we focus on turning innovative science into value for patients.

We do this following The Astellas Way, acting with integrity and respect for all our public and private partners, while maintaining a clear focus on delivering safe, effective and reliable medicines for patients.

Throughout the R&D process, from bench to clinic and into the marketplace, we take a 'Science First' approach to optimize the chances of creating new treatment options and value for patients with high unmet needs. Science First means we focus on the best science, empower the best talent to pursue it, and develop it at the best location. This collaborative, open innovation-driven approach helps ensure our advances have the very best chance of long-term success.

Astellas is an ideal partner for organizations and companies that share our approach to innovation, complement our expertise and have a mutual determination to accelerate ground-breaking science in new technologies across multiple therapeutic areas. We offer partners and collaborators unique levels of support and knowledge sharing, and where appropriate, incubating projects at our partner sites led by our partner teams.

Our current pipeline includes potential treatments for oncology, urology and nephrology, immunology and conditions of the central nervous system, while also advancing new areas of discovery research in areas such as ophthalmology and muscle diseases.



"INNOVATION SITS AT THE HEART OF OUR SUCCESS, NOT JUST FOR OUR ORGANIZATION, BUT FOR OUR PATIENTS, STAKEHOLDERS AND EMPLOYEES."

*Bernie Zeiher, M.D.
Chief Medical Officer and
President of Development,
Astellas*

ASTELLAS HAS CONSISTENTLY INVESTED A SIGNIFICANT PORTION –

17% IN FY2017 – OF
GLOBAL REVENUES INTO R&D

LAST YEAR, THAT FIGURE WAS APPROXIMATELY

\$2 BILLION

3,300 R&D EMPLOYEES



GLOBALLY ARE WORKING ON A DIVERSE PIPELINE THAT CURRENTLY HAS

31 INVESTIGATIONAL COMPOUNDS
IN PHASE II OR BEYOND

HALF

OF THESE INVOLVE NEW MOLECULAR ENTITIES



For more information on our R&D pipeline, visit our global website:
<https://www.astellas.com/en/ir/library/medical.html>

LivingSMART®

The Astellas CSR Initiative Dedicated to Changing Tomorrow

At Astellas, our responsibility extends beyond our medical innovations, so we hold ourselves accountable to our community and to those with whom we work and partner. Each day, we strive to build a brighter future for patients, customers, our community and each other by *changing tomorrow*.

Astellas approaches social responsibility through a platform we call Living SMART®. Living SMART means preparing today for what can happen tomorrow by helping communities access the resources they need to face the future with confidence.



Changing Tomorrow Day: We amplify our support by creating opportunities for employees to become involved in the community through initiatives such as Changing Tomorrow Day. Throughout the year and around the world, Astellas' Changing Tomorrow Day events mobilize employees to contribute an entire day of service to local nonprofit organizations focused on key areas of need.

In 2017, employees helped to support their local communities through Changing Tomorrow Day by completing the following:

- Created 3,800 care packages for cancer patients across the United States
- Supported childhood literacy by sorting 28,000 books to be distributed to kids in need, and built 15 *Little Free Libraries* that were filled with books donated by employees that will be put in communities across Chicagoland
- Cooked and served more than 2,600 warm meals to patients, their caregivers and families at Ronald McDonald Houses
- Packaged hundreds of meals for patients with HIV/AIDS, cancer and other serious illnesses that limit their ability to provide nourishment for themselves

In addition to Changing Tomorrow Day, Astellas offers employees the StarGIVING program to help increase the impact of their own charitable giving with focus on two distinct programs:

Volunteer Time Off Program: Astellas provides up to five days paid time off to full-time employees to volunteer for charitable organizations. The Volunteer Time Off leave is in addition to holiday or vacation time.

Matching Gifts Program: Astellas matches employee contributions 1:1 made to four organizations: American Cancer Society, American Red Cross, Habitat for Humanity and Starlight Children's Foundation.

CORPORATE CONTRIBUTIONS

At Astellas, we are dedicated to enhancing access to health for patients, family members and caregivers and to building healthier communities. We contribute to programs that help aging populations and bring patients and caregivers together with support and peer networks that increase disease awareness and improve health literacy in Astellas' therapeutic areas of focus. We do so in part by supporting educational resources on cancer, overactive bladder, organ transplants, cardiology and infectious disease for patients, caregivers and professionals.



ASTELLAS USA FOUNDATION

We are focused on enriching lives in the communities where we serve. Astellas USA Foundation is a tax-exempt, nonprofit corporate foundation that awards grants to support charitable, scientific, literary and educational programs. In 2017, the Foundation provided 25 grants to organizations that deliver programs focused on improving access to health and well-being, increasing Science, Technology, Engineering and Math (STEM) education and providing disaster relief.

A few of the Foundation's key achievements to support access to health include:

- Supported United Nations Shot@Life to help vaccinate 300,000 children in Latin America against measles for the third consecutive year
- Provided funds to Miracle Flights for nearly 140 flights to date to help children and adults with rare and life-threatening conditions gain access to the distant, specialized medical care they need
- Contributed to World Food Program USA to support 800 pregnant and nursing women and young children in El Salvador so they received proper nutrition during the first 1,000 days of life

As the demand for STEM-related jobs increases, it is crucial to pave the way for a new generation

of scientists. Astellas USA Foundation supports populations that often lack the opportunities and resources needed to pursue STEM careers, including rural communities, people living with learning disabilities and girls through our Science WoRx™ program.

To kick off the 2017-2018 school year, the Foundation launched the Rural Spark Project™ in 26 rural Illinois schools by awarding a \$1 million grant to Project Lead the Way (PLTW). PLTW is a nonprofit organization that provides transformative STEM learning to K-12 students and teachers across the U.S. – so rural schools can implement PLTW curriculum and teach training, helping students receive an education they otherwise would have gone without.

Other Science WoRx activities include:

- In the summer of 2017, the Foundation funded two iBIO Institute EDUCATE Center Stellar Girls™ camps, introducing more than 200 girls to exciting opportunities in STEM industries
- More than 53,000 schools across the U.S. receive Science WoRx™ partner programming

Following a series of hurricanes, earthquakes and other natural disasters in 2017, the Foundation took immediate action to provide funding to AmeriCares and American Red Cross so they could help the communities recover. As a member of the Red Cross Disaster Responder Program, the Foundation worked with Astellas to send 10 employee volunteers to aid hurricane victims in Houston and Orlando. Additionally, the Foundation continued its second year of supporting disaster preparedness by providing funds to help American Red Cross purchase and install smoke detectors in 18,000 homes in Chicago.





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