



Americas Overview 2017

# 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 US LLC**  
*Headquarters for the Americas*  
*Northbrook, Illinois*

**Astellas Pharma US, Inc.**  
*Sales & Marketing*  
*Northbrook, Illinois*

**Policy and Government Affairs**  
*Washington, D. C.*

**Astellas Pharma Global Development, Inc.**  
*Development*  
*Northbrook, Illinois*

**Astellas Pharma Canada, Inc.**  
*Canada/Development, Sales & Marketing*  
*Toronto, Ontario*

**Astellas Venture Management LLC**  
*Venture Capital*  
*Menlo Park, California*

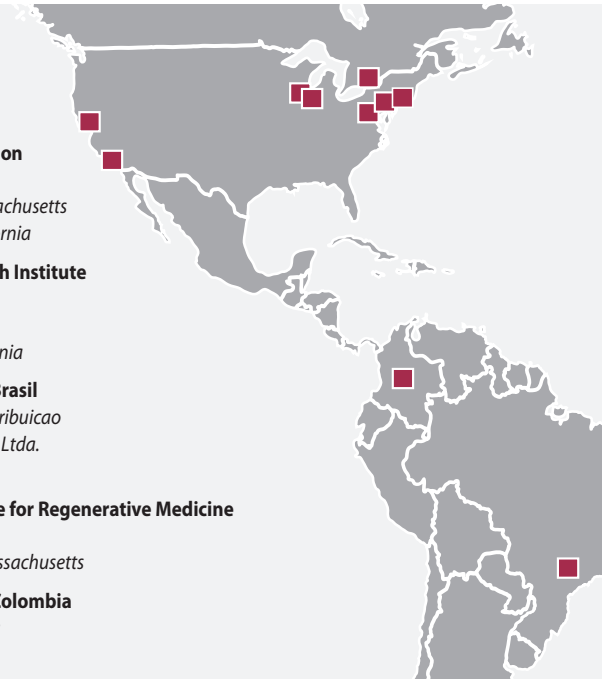
**Astellas Innovation Management**  
*Cambridge, Massachusetts*  
*Menlo Park, California*

**Astellas Research Institute of America LLC**  
*Research*  
*San Diego, California*

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

**Astellas Institute for Regenerative Medicine**  
*Research*  
*Marlborough, Massachusetts*

**Astellas Farma Colombia**  
*Bogota, Colombia*



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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*

### A key area of focus for Astellas is Diversity and Inclusion.

We launched seven dynamic employee resource groups (ERGs) focused on empowering employees to establish diverse and inclusive support communities within the organization.

- **African American ERG**
- **Asian ERG**
- **Hispanic ERG**
- **LGBTQ ERG**
- **Military ERG**
- **People Living with Disabilities ERG**
- **Women's ERG**

Since their inception, the ERGs have been coordinating a variety of events like educational courses on retirement planning for women, town halls featuring prominent guest speakers and numerous development classes focused on helping minority employees navigate distinct challenges they might encounter.

In July 2016, Astellas hosted a cutting-edge event on female empowerment titled Women in Action at McCormick Place Convention Center in Chicago, Illinois. The event connected the women of Astellas and teenage girls to inspire leadership and confidence to overcome challenges and succeed by making meaningful contributions that will improve global society.

Headlining the event were several transcendent women who embody these characteristics, including:

- Robin Roberts: Emmy® award-winning journalist and author
- Malala Yousafzai (via an exclusive video interview): Nobel Peace Prize-winning activist for girls' education
- Ronda Rousey: Mixed martial artist, judoka and actor
- Amy Cuddy: Social psychologist, author and lecturer

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

- **Working Mother 100 Best Companies**
- **Human Rights Campaign Corporate Equality Index**
- **PR Week 'Best Places to Work in PR'**
- **Chicago Tribune Top Workplaces**
- **Corporate Knights' 2016 Global 100 Most Sustainable Corporations in the World**
- **PM360 Trailblazer Awards – Pharma Company of the Year**
- **Professional Women's Magazine Top Employers for Woman in STEM**
- **Professional Women's Magazine Top Employers for Woman in Healthcare, Pharma and Biotech**
- **Hispanic Network Magazine Top STEM Employers**
- **Newsweek's Top Green Companies in the World**
- **Best Employers in the U.S. 2016 by Forbes Magazine**
- **Best Places to Work Institute, Best Places to Work in Brazil**
- **Best Places to Work Institute, Best Places to Work in Canada**
- **DiversityComm "Best of the Best" Employer**
- **Fortune Magazine 50 Best Companies for Giving Back in the US**





# 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 2016 SALES (4/1/16 – 3/31/17)\*

- \$11.7 billion globally
- \$3.8 billion in the Americas
- R&D Investment: \$1.9 Billion
- 17,200 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/>*

## WE ARE FOCUSED ON PROVIDING

safe and effective products that improve people's lives in these therapeutic areas:

ONCOLOGY

UROLOGY

IMMUNOLOGY

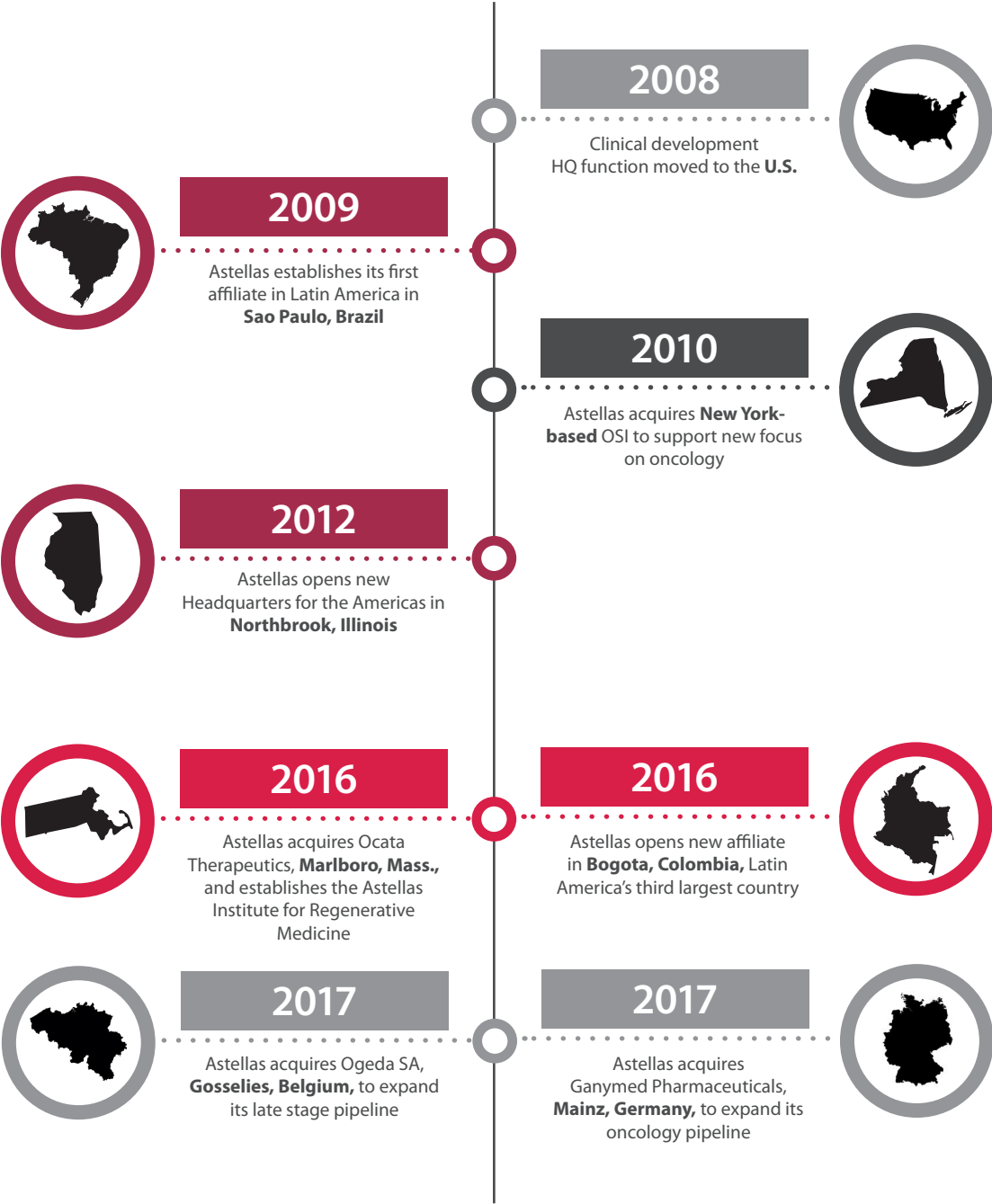
INFECTIOUS DISEASE

CARDIOLOGY



# 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

**Across Astellas, we are listening to the patients we serve in new and different ways and incorporating their experiences, expectations and, in many cases, candor, into our global business.**

Here are a few ways we're working to foster and shape these crucial conversations:

- In March 2016, we launched **Changing Tomorrow Together**, an interactive forum that brings together patient advocates, healthcare leaders, members of the Astellas team and other influencers. This has allowed Astellas to continue to serve as a convening voice while providing both a microphone and an information-sharing platform for our stakeholder partners.
- In April 2016, we held our second annual **Patient Advocacy Summit** in Washington, D.C., which brought together more than 100 leaders across healthcare to identify ways that Astellas can openly collaborate and advance meaningful goals around access, innovation, quality and other topics that directly impact patients.
- Ongoing two-way communication is a key component of gaining a more complete understanding of the patient perspective. That is why we created the **Astellas Patient Advocates Advisory Committee**, a continuous sounding board that provides an opportunity to gain feedback on how to best reflect the patient voice across our company.
- In October 2016, announced the winners of the **Astellas C3 Prize**, an initiative to help source non-medicine innovations to improve the care experience for individuals with cancer. The three winners were announced in October 2016 at the 2016 ESMO Congress in Copenhagen. They received a total of \$100,000 in grant funding (with \$50,000 going to the grand prize winner). Through C3, we are listening to the ideas of people passionate about improving the patient experience – and helping to make some of those visions a reality.
- Finally, in 2016 Astellas established the **Patient Experience Organization** in the Americas focused on accelerating innovation beyond the molecule to deliver improved patient experiences and outcomes. The team partners with leading provider organizations to improve quality of patient care and develop resources to better enable health care providers to ensure high quality patient experiences.

Through these efforts we are charting new paths every day – paths rooted in an environment that encourages listening. As evidenced in our culture and the Astellas Way, we remain dedicated to meeting patients' needs. We are committed to continuing to focus on improving patients' lives through the development of medical solutions that address areas of unmet medical need.

**ESTIMATED 30 MILLION PATIENTS**

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



# Changing Tomorrow through Scientific and Clinical Activities

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

**patients.** We do this by combining the best talent with the best science, changing tomorrow to create a better future.

This enables us to anticipate and address the evolving challenges, discoveries and opportunities facing healthcare today, and, therefore, meet the expectations of patients and stakeholders across the globe.

Through this “open-innovation approach,” we bring together the best teams from both inside and outside the company to undertake research activities and other initiatives in a collaborative environment that is based on the most advanced science and meeting the most pressing patient needs.

Through this spirit of collaboration and partnership, Astellas is engaged in open and ongoing dialogue with patients and stakeholders to better understand areas of highest priority and need, and how those in healthcare think about diseases and the definition of value. Wherever possible, we forge collaborations to develop programs that will help address and meet these needs.

Our highest-priority development programs currently concentrate on challenging medical conditions that have high levels of unmet need, such as prostate and lung cancer, invasive fungal infections, muscle disease and eye disease (including regenerative medicine through cellular therapy).



**FY 2016\***

R&D EXPENSES (GLOBAL)

APPROXIMATELY

**\$1.9 BILLION**

RATIO TO SALES APPROXIMATELY

**16%** (\$1 = ¥100)

APPROXIMATELY

**3,000**



R&D EMPLOYEES (GLOBAL)



**15 DRUGS**

IN PHASE III/REGISTRATION  
CLINICAL TRIALS



**14 DRUGS**

IN PHASE II CLINICAL TRIALS

**38**

OF THESE PROGRAMS  
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>*



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# LivingSMART™

## The Astellas CSR Initiative

### Dedicated to Changing Tomorrow

**Our commitment to changing tomorrow is measured not only by our focus on bringing innovative and effective new medicines to patients and physicians,**

but also by the importance we place on the impact we make within the communities where we work and live.

Our business philosophy and vision is to operate in a socially responsible way each and every day through an approach we call “Living SMART.” LivingSmart 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 maximize our support by creating opportunities for employees to become more involved. That’s why we created our annual volunteer initiative, Changing Tomorrow Day. Throughout the year and around the world, Astellas Changing Tomorrow Day events mobilize employees to commit to an entire day of service to local nonprofit organizations focused on key areas of need.

In 2016, employees contributed to improving their communities through Changing Tomorrow Day by completing the following:

- Packaged 100,000 meals to support food insecurity in Latin America and globally
- Renovated local schools and hosted a kids’ Olympics and a Science Fair to engage students in health and science education

- Prepared 5,000 home-cooked meals
- Painted and landscaped community centers that serve cancer patients and people living with HIV

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

**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 will match, dollar for dollar, employee contributions made to four organizations: American Cancer Society, American Red Cross, Habitat for Humanity and Starlight Children’s Foundation.

#### CORPORATE CONTRIBUTIONS

At Astellas, we believe in creating a future we can all look forward to, one filled with health and with loved ones with whom we can share it. We know the way to achieve that future is by giving communities the means they need today to create a brighter tomorrow.

We fund programs that bring patients and caregivers together with support and peer networks that increase disease and resource awareness in Astellas’ therapies. One way we accomplish this is by providing workshops and educational resources to patients, caregivers and professionals on organ transplants, cardiology, cancer and overactive bladder.

#### ASTELLAS USA FOUNDATION

Access to health and well-being is essential to a sustainable society. Astellas USA Foundation is a tax-exempt, nonprofit corporate foundation that awards grants to support charitable, scientific, literary and educational programs. In 2016, Astellas USA Foundation awarded 29 grants totaling approximately \$2 million.

A few of the Foundation’s key achievements to advance access to health include:



- Supported United Nations Shot@Life to help vaccinate 300,000 children in Latin America against measles
- Provided a grant to Special Olympics Illinois for more than 4,500 free health screenings for athletes with intellectual disabilities
- Contributed to World Food Program USA to help them bring SuperCereal+, a supplemental food for children and adults, to 800 pregnant and lactating women to prevent child malnutrition
- Sponsored Americares to help them provide medical care for more than 800 U.S. safety-net health facilities, serving six million low-income patients annually

Another Astellas USA Foundation priority is to feed school children's curiosity and ignite imaginations through hands-on Science, Technology, Engineering and Math (STEM) education programs – in the classroom, after school and out in the world. Through our Science WoRx™ program, we currently partner with nine organizations to help transform the student experience and inspire their career choices.

Some highlights of our partnerships:

- More than 600 girls at 25 schools take part in the iBIO Institute EDUCATE Center's after-school and summer camp science programs, Stellar Girls
- 550,000 students participate in the online Science Buddies plant biology interest area
- 750 students benefit from CCOF's P.S. Science program that delivers STEM education to children in schools that lack curriculum funding and teacher resources

Crisis prevention and recovery are at the forefront of building sustainable communities. That's why we feel it is essential to help communities prepare for disaster and respond immediately when needed and ease the burden of those most affected.

As part of our commitment to supporting people when disaster strikes, we provided grants to American Red Cross® to assist those affected by the flooding in Texas and South Carolina, and earthquake-affected populations in Ecuador and Nepal, and offer relief for the victims of the Canadian Wildfires and to Americares to provide relief after Hurricane Matthew.



## CHANGING TOMORROW DAY (CT DAY) PROGRAM-TO-DATE

 **55,000**  
AMERICAS  
**118,000** GLOBAL  
TOTAL CT DAY VOLUNTEER HOURS SINCE  
INCEPTION IN 2010

 **~335**  
AMERICAS  
**~1,217** GLOBAL  
TOTAL CT DAY LOCATIONS

## AMERICAS REGION 2016

 **~16,000**  
SERVICE HOURS VOLUNTEERED IN  
FY 2016



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