

Better Health, Brighter Future



Driving Profitable Growth FY2017 Q2

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Transformation is driving profitable growth in H1

- **Solid progress against key priorities**
 - Grow Portfolio, Rebuild Pipeline, Boost Profitability
- **Strong growth of both revenue and profitability**
 - Underlying revenue +6.7%
 - Underlying Core Earnings +44.4%
- **Double-digit EPS growth**
 - Underlying Core EPS +29.9%
 - Reported EPS +39.2%
- **Raising full-year outlook despite headwinds in H2**

Solid progress against key priorities in H1

Grow Portfolio

- Underlying Revenue +6.7%, led by Growth Drivers +14.9%
- Strong performance from key growth products
- ARIAD acquisition delivering ahead of expectations

Rebuild Pipeline

- Progressed innovative assets (TAK-935, TAK-906 & TAK-659 initiated P-2; vedolizumab UC filed in Japan)
- R&D Transformation well-advanced with organizational changes largely completed
- 28 new collaborations with biotech/academia in FY2017

Boost Profitability

- Underlying CE growth +44.4%, CE margin +500bps vs prior year
- Reported EPS +39.2%; Underlying Core EPS +29.9%
- Raising outlook for full year FY2017

Key priorities for the mid-term: Grow Portfolio

**Grow
Portfolio**

**Rebuild
Pipeline**

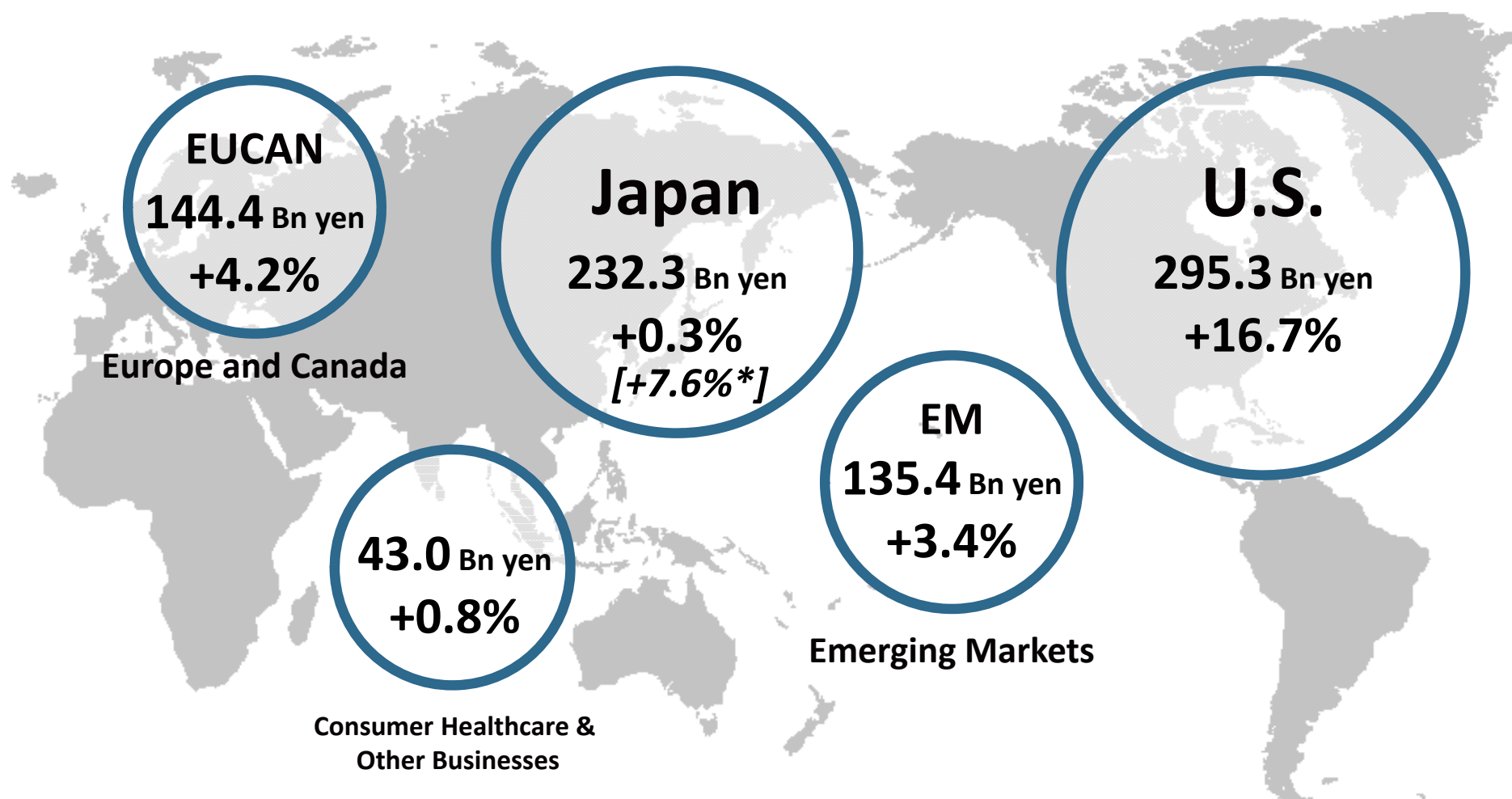
**Boost
Profitability**

Mid-term priorities

- Focus on key products of Growth Drivers
- Reinforce specialty capabilities
- Pursue opportunities to divest or acquire assets

Underlying revenue growth across all regions

FY2017 H1 Underlying Revenue: 850.3 Bn yen, +6.7%









Growth Drivers posted strong +14.9% revenue growth

FY2017 H1 Underlying Revenue growth	
Growth Drivers	GI +24.8%
	Oncology +13.2%
	CNS +26.7%
	Emerging Markets +3.4%
	Total + 14.9%

Growth Drivers now 62% of total Takeda revenue

Strong performance from our key growth products

FY2017 H1 Underlying Revenue

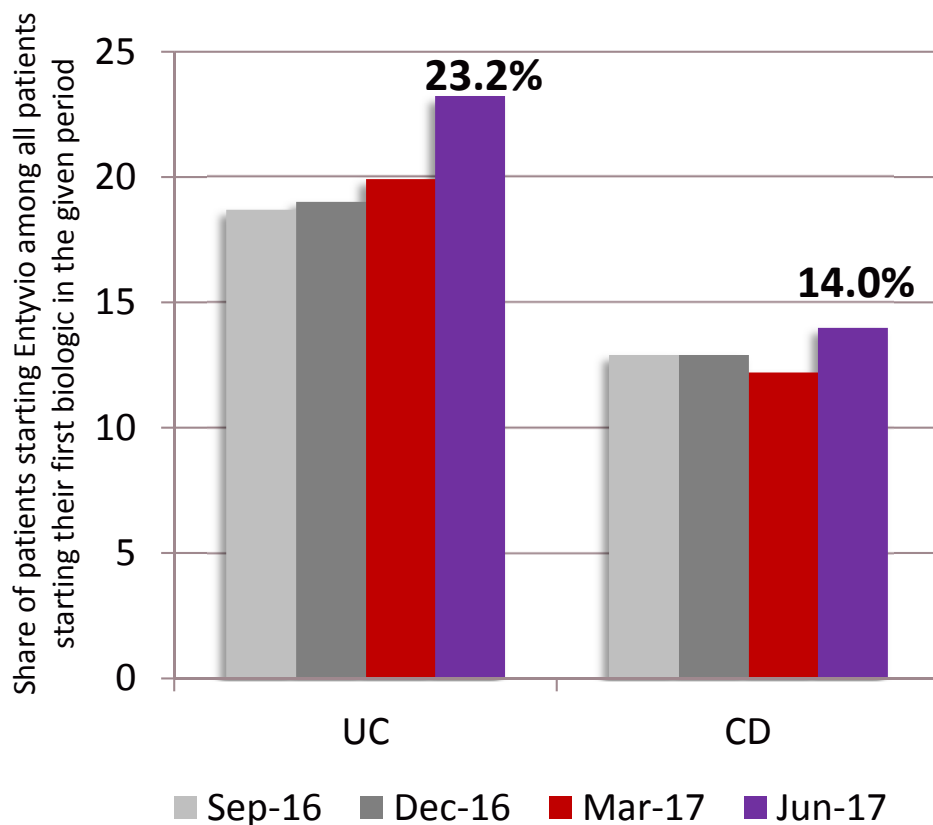
		<u>Bn yen</u>	<u>vs. PY</u>	<u>Product Update</u>
GI	 vedolizumab	95.5	+43.4%	<ul style="list-style-type: none"> Continued share gains & new country launches fuel growth Now approved in 62 countries; launched in 53
		25.3	+83.0%	<ul style="list-style-type: none"> Gaining share in anti-acid market in Japan Cannot exclude possibility of Japan price pressure in 2018
Oncology	 (ixazomib) capsules	21.4	+63.8%	<ul style="list-style-type: none"> Approved in 49 countries, continued global rollout Pivotal data expected in FY2018 in new treatment settings
	 brentuximab vedotin	18.7	+28.4%	<ul style="list-style-type: none"> Continued geographical expansion and growth Frontline HL submission & rCTCL approval decision upcoming in EU
	 BRIGATINIB	0.8	N/A (launch May 2017)	<ul style="list-style-type: none"> Encouraging uptake since U.S. launch; preparing for EU launch Enrollment in frontline NSCLC study completed
CNS	 vortioxetine tablets	23.2	+58.7%	<ul style="list-style-type: none"> Capturing >60% of U.S. patients starting 1st branded antidepressant Multi-channel patient engagement



Overall market share dynamic is strong

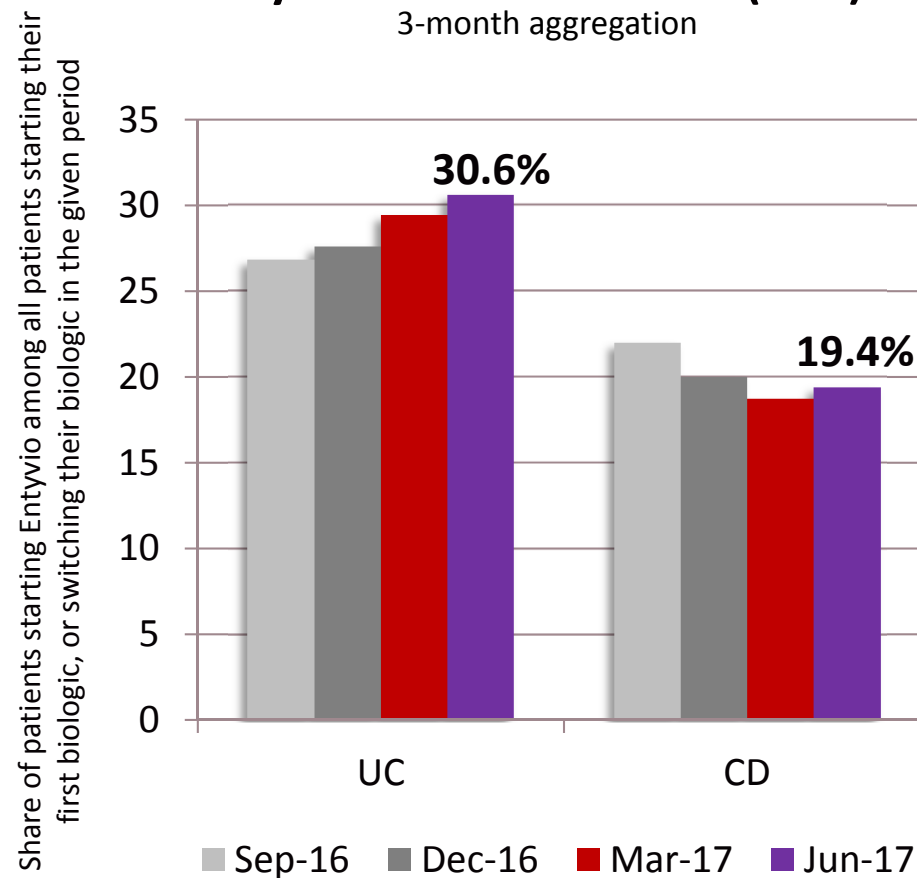
Bio-Naïve Patients (new starts) (U.S.)

3-month aggregation



Dynamic Market Share (U.S.)

3-month aggregation

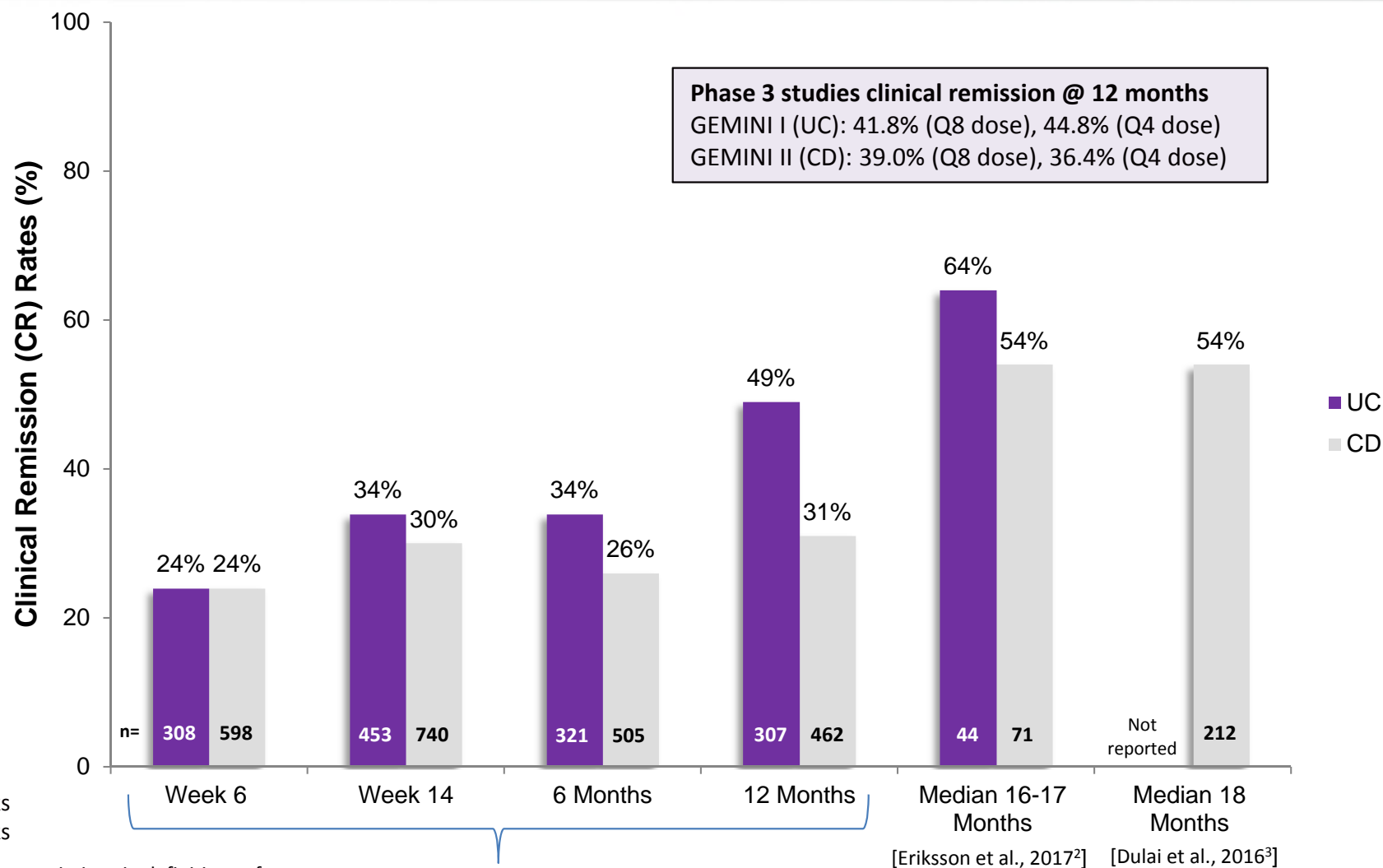


UC: Ulcerative colitis

CD: Crohn's disease



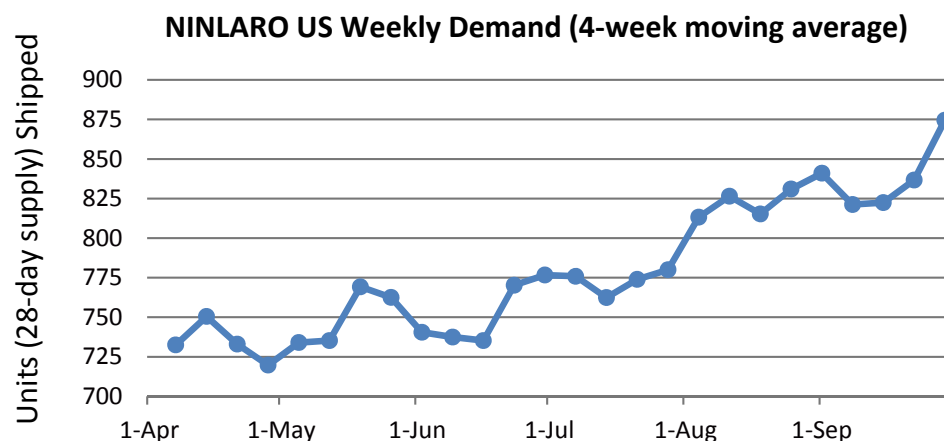
Real-world remission rates after 1 year consistent with GEMINI clinical trial results



1. Schreiber et al. (2017). "Real-World Effectiveness of Vedolizumab over One Year in Inflammatory Bowel Disease": a Meta-analysis. ECCO 2017: P466
 2. Ericksson et al. (2017). "Long-term effectiveness of vedolizumab in inflammatory bowel disease: a national study based on the Swedish National Quality Registry for Inflammatory Bowel Disease (SWIBREG)". *Scandinavian Journal of Gastroenterology*, DOI: 10.1080/00365521.2017.1304987
 3. Dulai et al. (2016) "The Real-World Effectiveness and Safety of Vedolizumab for Moderate–Severe Crohn's Disease: Results From the US VICTORY Consortium". *American Journal of Gastroenterology*, DOI: 10.1038/ajg.2016.236

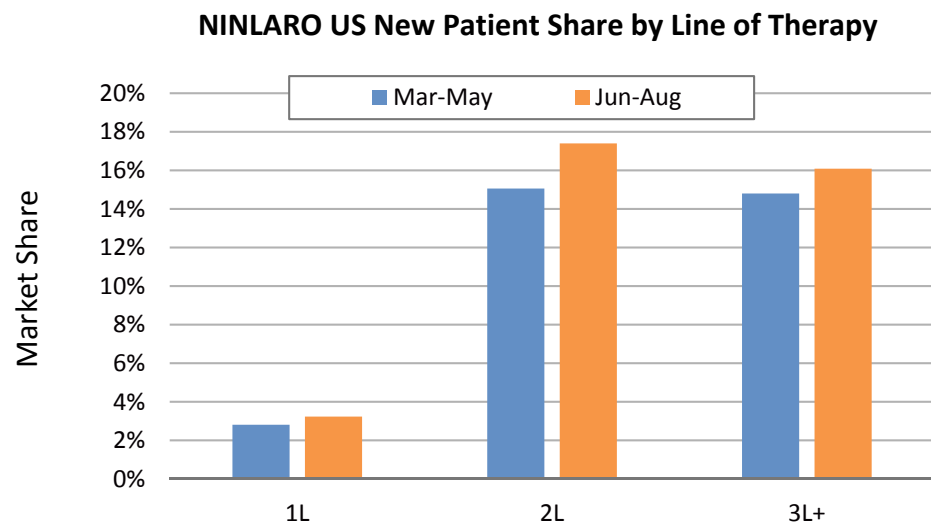


Quarter-on-quarter revenue growth of ~17%



Double-digit revenue growth

- Global: Q2 revenues of 11.5 Bn yen (+16.5% vs. Q1)
- U.S.: Q2 revenues of 10 Bn yen (+11.9% vs. Q1)
- Global expansion gaining momentum
 - Currently approved in 49 countries; commercially available in 16 countries
 - Japan launch May 2017



Note: 1L not promoted

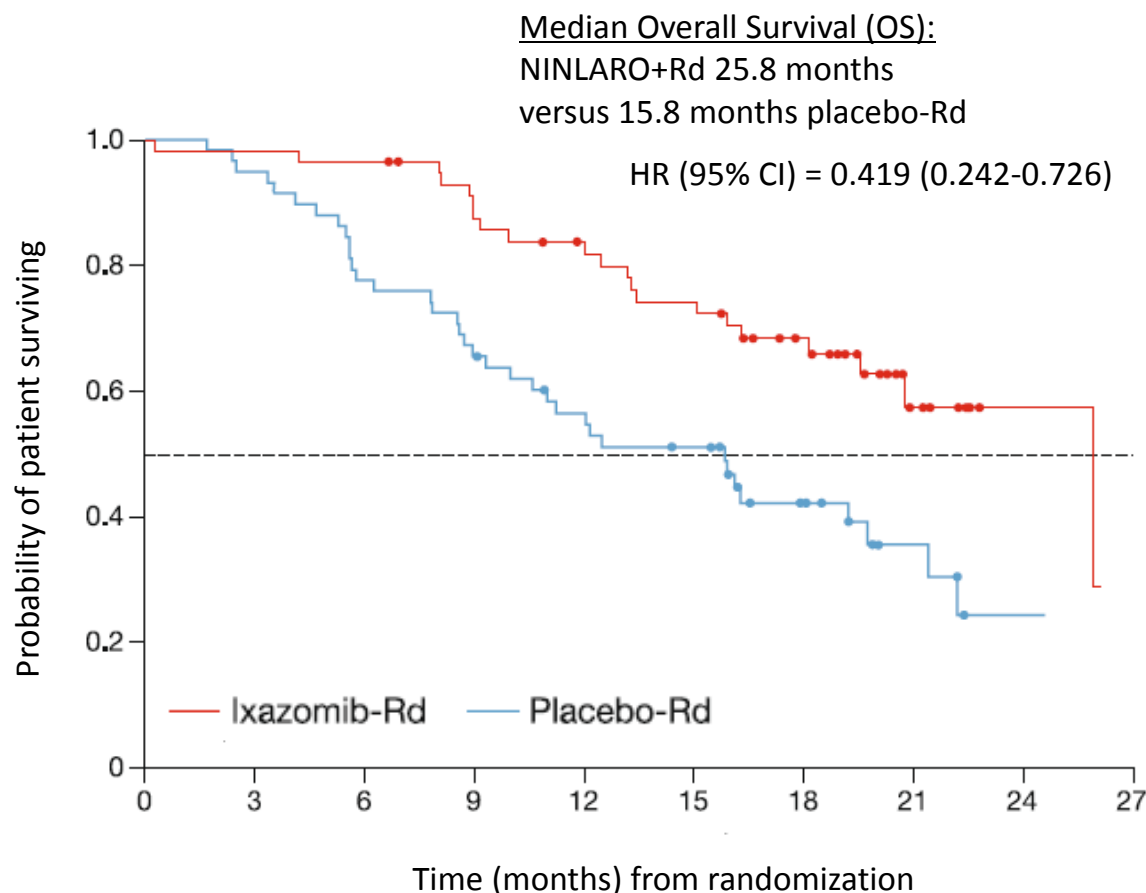
Source: IntrinsiQ Intelliview; most recent data to Aug-2017. Rolling 3-month view.

Recent U.S. NINLARO growth achieved by:

- Expanded prescriber adoption with particular focus in community setting
- Increased utilization across patient types, expanding from first clinical experience in elderly



NINLARO + Rd demonstrated a ~10 Month OS benefit in a registration-enabling P3 study in China



Randomized NRd vs Rd study:

- Ph-3 study conducted in China to support local regulatory approval (potential approval ~Q4 FY2017)
- Eligibility criteria, trial design, and endpoints were similar to the TOURMALINE-MM1 study which was basis of FDA / EMA approval
- Results published in *Journal of Hematology & Oncology* demonstrated that PFS and OS were significantly improved with ixazomib-Rd versus placebo-Rd, with limited additional toxicity¹
- Submitted to EMA towards completion of our CHMP obligation and summary results are now within EU summary of product characteristics

TOURMALINE-MM1 OS analyses:

- As previously reported, at 23 month follow-up median OS not reached in either study arm and study remains ongoing
- Interim OS analysis expected in 2018

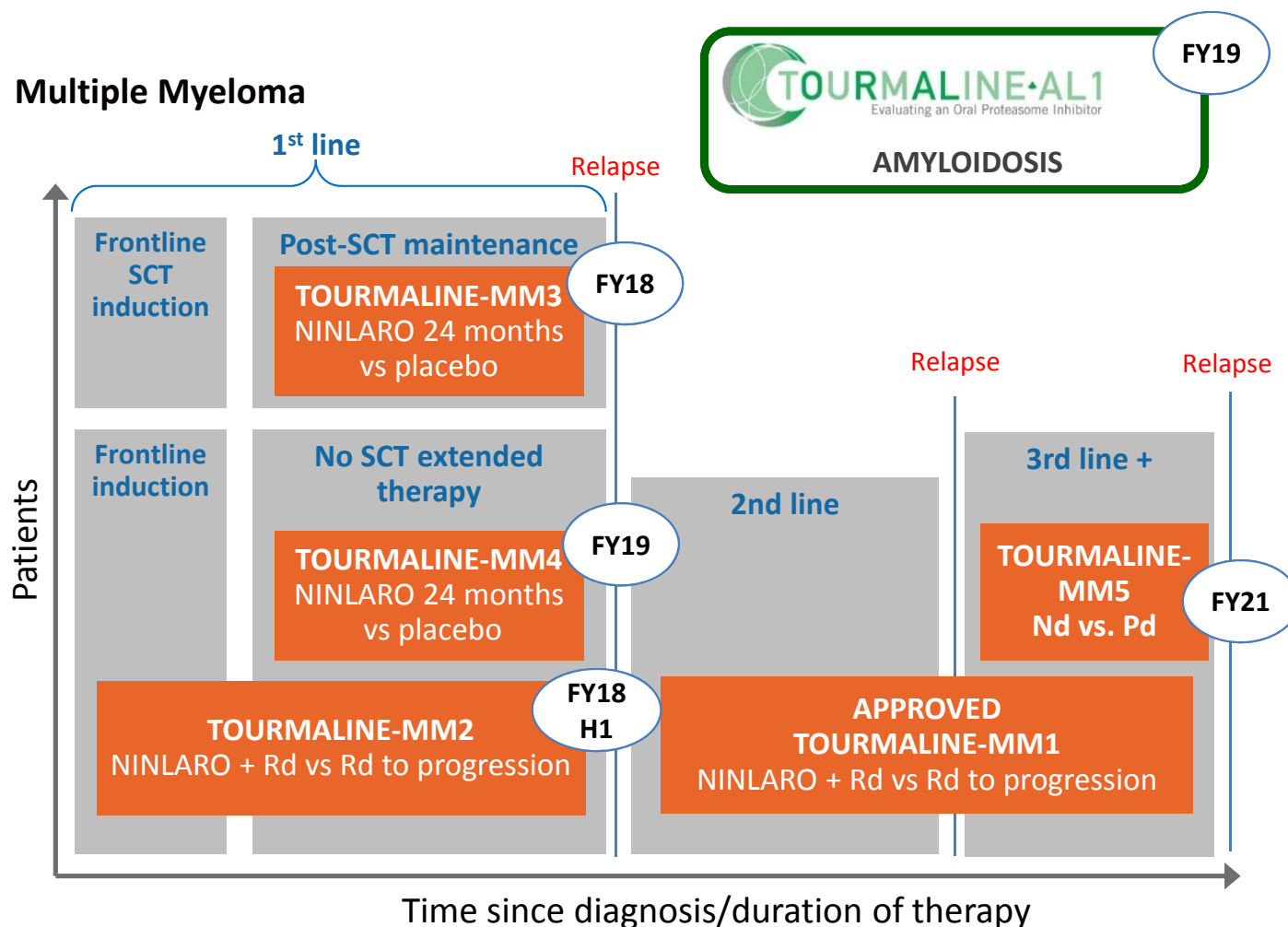
NRd: NINLARO+Revlimid + dexamethasone; Rd: Revlimid + dexamethasone
HR: Hazard Ratio; CI: Confidence Interval

1. Hou, et al. (2017). "Randomized, double-blind, placebo controlled phase III study of ixazomib plus lenalidomide-dexamethasone in patients with relapsed/refractory multiple myeloma: China Continuation study". *Journal of Hematology & Oncology* 2017, 10:137
Note: There was no formal power calculation for any of the outcomes in the study



Pivotal data expected in FY2018 in treatment settings amenable to extended treatment

Multiple Myeloma



Robust evidence generation:

- Ongoing Ph-3 development program across MM treatment spectrum
- Significant opportunity in maintenance
 - Innovative development program independent of induction regimen
 - Currently only Revlimid licensed in this setting
- Multiple studies in combination with daratumumab
 - Company-sponsored P2 study in relapsed/refractory MM, expect FSI before end-FY2017
 - 10 IISR studies projected to enroll ~900 patients; first data expected FY2018

ARIAD acquisition delivering ahead of expectations

- Integration is essentially complete
- R&D expenses completely absorbed
- Synergies tracking ahead of plan
- Strong performance of both **ALUNBRIG & ICLUSIG**



- Patient uptake on plan with several hundred new starts since U.S. launch in May 2017
- EMA 120 day filing and submission going according to plan
- P2 data (2L, post-crizotinib) presented at IASLC World Conference on Lung Cancer as further evidence towards establishing as a best-in-class ALK inhibitor (median PFS: 16.7 months¹)
- ALTA-1L enrollment completed 6 months ahead of plan. Study was designed based on results observed in the Ph 1/2 study demonstrating median PFS of 34.2 months (n=8)



- Continues to provide powerful efficacy for appropriate CML and Ph+ ALL patients
- Benefiting from broad reach of Takeda's hematology sales force alongside NINLARO
- Dose ranging clinical trial (OPTIC) has doubled enrollment since acquisition

Key priorities for the mid-term: Rebuild Pipeline

**Grow
Portfolio**

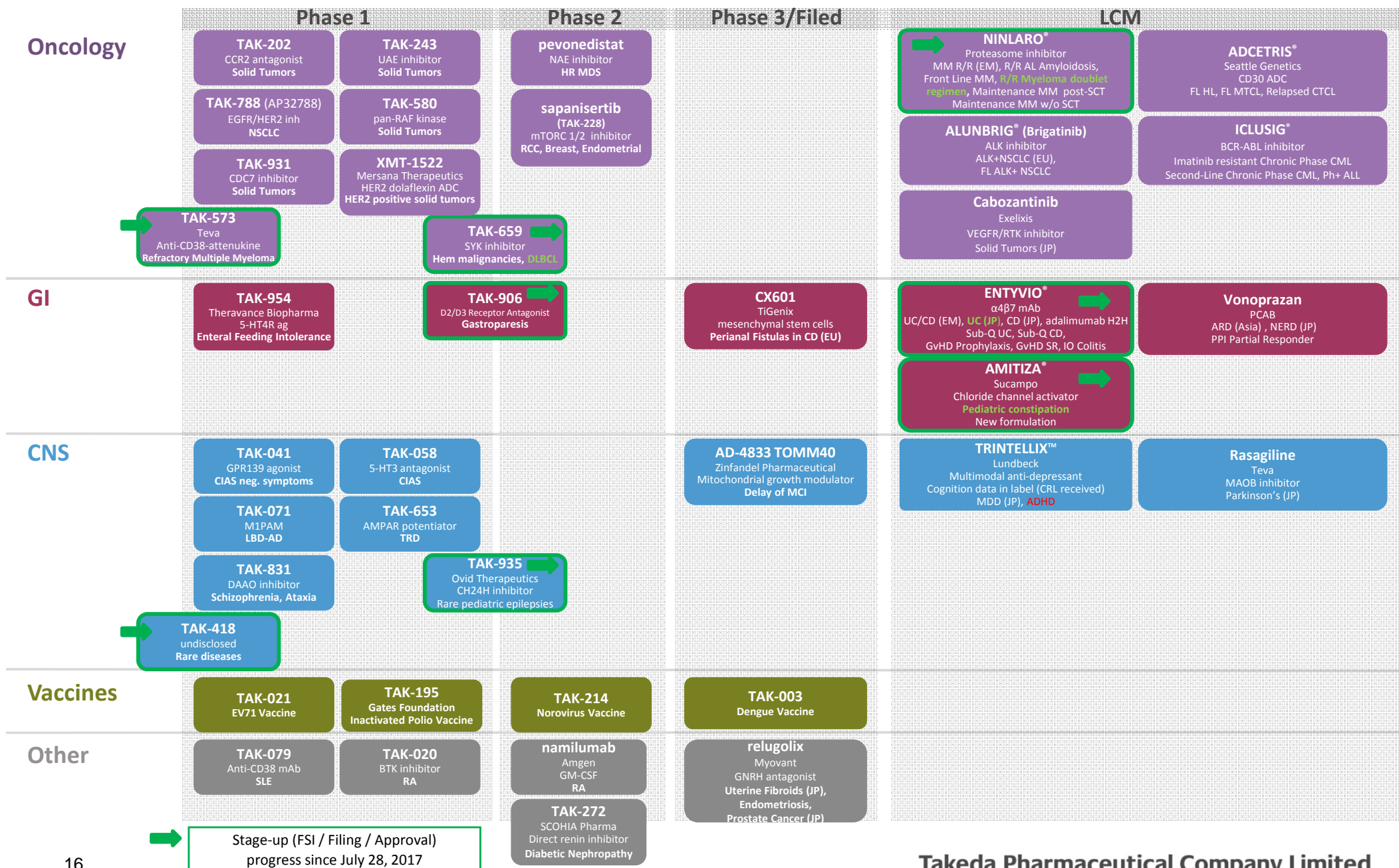
**Rebuild
Pipeline**

**Boost
Profitability**

Mid-term priorities

- Leverage therapeutic area expertise to progress innovative assets
- Enhance capabilities internally and through external collaborations
- Strengthen R&D performance and culture

Progression of innovative medicines since announcement of FY2017 Q1 results



Investing heavily in our early pipeline, while maximizing the value of our marketed portfolio



	Phase 1	Phase 2	Phase 3/Filed	LCM	
Oncology	<div>TAK-202 CCR2 antagonist Solid Tumors</div> <div>TAK-931 CDC7 inhibitor Solid Tumors</div> <div>TAK-573 Teva Anti-CD38-attenukine Refractory Multiple Myeloma</div> <div>XMT-1522 Mersana Therapeutics HER2 dolaflexin ADC HER2 positive solid tumors</div>	<div>TAK-243 UAE inhibitor Solid Tumors</div> <div>TAK-580 pan-RAF kinase Solid Tumors</div> <div>TAK-788 (AP32788) EGFR/HER2 inh NSCLC</div>	<div>pevonedistat NAE inhibitor HR MDS</div> <div>sapanisertib (TAK-228) mTORC 1/2 inhibitor RCC, Breast, Endometrial</div> <div>TAK-659 SYK inhibitor Hem malignancies, DLBCL</div>	<div>NINLARO® Proteasome inhibitor MM R/R (EM), R/R AL Amyloidosis, Front Line MM, R/R Myeloma doublet regimen, Maintenance MM post-SCT Maintenance MM w/o SCT</div> <div>ALUNBRIG® (Brigatinib) ALK inhibitor ALK+NSCLC (EU), FL ALK+ NSCLC</div> <div>Cabozantinib Exelixis VEGFR/RTK inhibitor Solid Tumors (JP)</div>	<div>ADCETRIS® Seattle Genetics CD30 ADC FL HL, FL MTCL, Relapsed CTCL</div> <div>ICLUSIG® BCR-ABL inhibitor Imatinib resistant Chronic Phase CML Second-Line Chronic Phase CML, Ph+ ALL</div>
GI	<div>TAK-954 Theravance Biopharma 5-HT4R ag Enteral Feeding Intolerance</div>	<div>TAK-906 D2/D3 Receptor Antagonist Gastroparesis</div>	<div>CX601 TiGenix mesenchymal stem cells Perianal Fistulas in CD (EU)</div>	<div>ENTYVIO® α4β7 mAb UC/CD (EM), UC (JP), CD (JP), adalimumab H2H Sub-Q UC, Sub-Q CD, GvHD Prophylaxis, GvHD SR, IO Colitis</div> <div>AMITIZA® Sucampo Chloride channel activator Pediatric constipation New formulation</div>	<div>Vonoprazan PCAB ARD (Asia) , NERD (JP) PPI Partial Responder</div>
CNS	<div>TAK-041 GPR139 agonist CIAS neg. symptoms</div> <div>TAK-071 M1PAM LBD-AD</div> <div>TAK-418 undisclosed Rare diseases</div>	<div>TAK-058 5-HT3 antagonist CIAS</div> <div>TAK-653 AMPA potentiator TRD</div> <div>TAK-831 DAAO inhibitor Schizophrenia, Ataxia</div>	<div>TAK-935 Ovid Therapeutics CH24H inhibitor Rare pediatric epilepsies</div>	<div>AD-4833 TOMM40 Zinfandel Pharmaceutical Mitochondrial growth modulator Delay of MCI</div>	<div>TRINTELLIX™ Lundbeck Multimodal anti-depressant Cognition data in label (CRL received) MDD (JP)</div> <div>Rasagiline Teva MAOB inhibitor Parkinson's (JP)</div>
Vaccines	<div>TAK-021 EV71 Vaccine</div>	<div>TAK-195 Gates Foundation Inactivated Polio Vaccine</div>	<div>TAK-214 Norovirus Vaccine</div>	<div>TAK-003 Dengue Vaccine</div>	
Other	<div>TAK-079 Anti-CD38 mAb SLE</div>	<div>TAK-020 BTK inhibitor RA</div>	<div>namilumab Amgen GM-CSF RA</div> <div>TAK-272 SCOHIA Pharma Direct renin inhibitor Diabetic Nephropathy</div>	<div>relugolix Myovant GNRH antagonist Uterine Fibroids (JP), Endometriosis, Prostate Cancer (JP)</div>	

Expanding our marketed products to new appropriate patients is an R&D priority



	Early Safety & Tolerability In New Indication	Proof of Concept In New Indication	Pivotal & Label Changing	Filed
Oncology	<p>ALUNBRIG® ROS1+ NSCLC</p> <p>Cabozantinib Solid Tumors (JP)</p>	<p>ICLUSIG® Second-Line Chronic Ph CML</p> <p>ICLUSIG® Philadelphia + ALL</p>	<p>NINLARO® Front Line MM</p> <p>ADCETRIS® Front Line Hodgkin Lymphoma</p> <p>NINLARO® Maintenance MM post-SCT</p> <p>ADCETRIS® Front Line MTCL</p> <p>NINLARO® Maintenance MM without SCT</p> <p>ALUNBRIG® Front Line ALK+ NSCLC</p> <p>NINLARO® R/R AL Amyloidosis</p> <p>ICLUSIG® Imatinib resistant Chronic Ph CML</p> <p>NINLARO® R/R Myeloma doublet regimen</p>	<p>NINLARO® R/R MM (Emerging Markets)</p> <p>ADCETRIS® Relapsed CTCL</p> <p>ALUNBRIG® ALK+NSCLC (EU)</p>
GI	<p>ENTYVIO® GvHD Prophylaxis</p> <p>ENTYVIO® IO Colitis</p>	<p>ENTYVIO® GvHD Steroid Refractory</p> <p>Vonoprazan PPI Partial Responder</p>	<p>ENTYVIO® CD (JP)</p> <p>Vonoprazan NERD</p> <p>ENTYVIO® Adalimumab H2H</p> <p>Vonoprazan ARD (Asia)</p> <p>ENTYVIO® SubQ UC</p> <p>AMITIZA® New Formulation</p> <p>ENTYVIO® SubQ CD</p>	<p>ENTYVIO® UC/CD (Emerging Markets)</p> <p>ENTYVIO® UC (JP)</p> <p>AMITIZA® Pediatric Constipation</p>
CNS			<p>TRINTELLIX™ MDD (JP)</p>	<p>TRINTELLIX™ Cognition (CRL received)</p> <p>Rasagiline Parkinson's (JP)</p>
Vaccines				
Other				

Enhance pipeline through partnerships and external innovation effort in FY17

	Research	Early Development	Late Stage / LCM
Oncology	Heidelberg PHARMA Focused Cancer Therapies GAMMADELTA THERAPEUTICS SCHROEDINGER NEKTAR SHATTUCK LABS Numerate tem SELEXIS Stanford University		TESARO niraparib (Jpn, select EM)
GI	HEMOSHEAR THERAPEUTICS NUBIYOTA SCHROEDINGER SGC Karolinska Institutet BioSurfaces Harrington Discovery Institute University Hospitals Cleveland, Ohio Numerate isogenica RECURSION Stanford University		
CNS	AstraZeneca MEDI1341 SCHROEDINGER PRANA BIOTECHNOLOGY Numerate Stanford University RECURSION Harrington Discovery Institute University Hospitals Cleveland, Ohio		
Vaccines			BE Biological E. Limited Celebrating Life Every Day
External Value Creation	CARDURIION PHARMA Chordia Therapeutics SAMSUNG BIOEPIS TAK-671		
Strategy & Operations	AXCELEAD Drug Discovery Partners SEEDSUPPLY	ChromaJean	

As of November 1, 2017

Important R&D milestones in FY2017

Therapeutic Area	Compound	Expected Event	
Oncology	Ninlaro	Newly Diagnosed Multiple Myeloma PFS readout (H2) Relapsed/Refractory Multiple Myeloma OS readout (H2)	➡ FY2018 H1
	Adcetris	Relapsed cutaneous T-cell lymphoma EU submission (H1)	✓
		Relapsed cutaneous T-cell lymphoma EU approval decision (H2) [newly added] Front-Line Hodgkin's Lymphoma Pivotal Ph-3 results (ECHELON-1) (CY2017)	✓
	Alunbrig	Non-Small Cell Lung Cancer US NDA approval (H1)	✓
Gastroenterology (GI)	Pevonedistat	HR-MDS/CMML/LB AML Ph-2 IA results (H1) HR-MDS/CMML/LB AML Pivotal Ph 3 study initiation (H2)	✓
	Entyvio	Ulcerative Colitis Japan Ph-3 Results (H2)	✓
	Cx601	Complex Perianal Fistulas in Crohn's Disease EU approval decision (CY2017)	➡ FY2017 H2
	TAK-954	Enteral Feeding Intolerance Ph-2b study initiation (H2)	
Central Nervous System (CNS)	Trintellix	Dialogue ongoing with FDA regarding cognition data in label	⚠ Received CRL June 2017
	Rasagiline	Parkinson's Disease Japan NDA submission (H1)	✓
Vaccines	TAK-003	Dengue Virus Vaccine Ph-3 TIDES Study enrollment completed (H1)	✓
	TAK-214	Norovirus Vaccine Ph-2b results (in adults) (H2)	⚠ Low Norovirus outbreaks
	TAK-426	Zika Vaccine Ph-1 start (H2)	

Blue text = new events added since Q1 presentation.

Table only shows select R&D milestones, and is not comprehensive. All timelines are current assumptions and subject to change

Key priorities for the mid-term: Boost Profitability

**Grow
Portfolio**

**Rebuild
Pipeline**

**Boost
Profitability**

Mid-term priorities

- Increase Underlying CE margin 100-200bps per year
- Execute Global Opex Initiative
- Unlock cash and invest for profitable growth

Strong H1 on both revenue and profitability, delivering double-digit EPS growth

- **Reported EPS increased +39.2%**
 - Revenue +3.6% with Growth Drivers and forex (+2.4pp) offsetting divestitures (-5.5pp)
 - Operating profit +44.6% driven by strong year-to-date underlying growth; result includes one-time income of 136.8 Bn yen
- **Strong Underlying performance with Core EPS +29.9%**
 - Underlying revenue +6.7% led by Growth Drivers +14.9%
 - Underlying CE growth +44.4%, with margin +500bps; not indicative of full year
 - Underlying Core EPS growth held back by higher tax rate (from 14.1% to 20.7%)
- **Operating Free Cash Flow increased +12.4% to 84.6 Bn yen; sale of non-core assets generated an additional 131 Bn yen of cash**

Reported EPS up 39.2% reflecting strong Core Earnings growth

Reported P&L – FY2017 H1

(Bn yen)	<u>FY2016 H1</u>	<u>FY2017 H1</u>	<u>vs. PY</u>	
Revenue	850.8	881.4	+30.6	+3.6%
Core Earnings	131.0	187.1	+56.0	+42.8%
Operating Profit	162.1	234.3	+72.3	+44.6%
Net Profit	124.3	172.8	+48.5	+39.0%
EPS	159 yen	221 yen	+62 yen	+39.2%
ROE	6.6%	8.7%		+2.1pp
JPY/USD	108 yen	111 yen	+4 yen	+3.3%
JPY/EUR	121 yen	126 yen	+5 yen	+4.2%

Underlying CE growth of 44.4% reflects strong revenue growth & margin step up; not indicative of full year

Underlying P&L – FY2017 H1

(Bn yen)	<u>FY2016 H1</u>	<u>FY2017 H1</u>	<u>vs. PY</u>	
Revenue	796.8	850.3	+53.5	+6.7%
Gross Profit	551.3	611.4	+60.1	+10.9%
% of revenue	69.2%	71.9%		+2.7pp
OPEX	-438.7	-448.8	-10.1	-2.3%
% of revenue	55.1%	52.8%		+2.3pp
Core Earnings	112.6	162.5	+50.0	+44.4%
% of revenue	14.1%	19.1%		+5.0pp
Core Net Profit	98.9	128.5	+29.6	+29.9%
Core EPS	127 yen	165 yen	+38 yen	+29.9%

Operating Free Cash Flow increased +12.4%

Cash Flow Statement – FY2017 H1

(Bn yen)	<u>FY2016 H1</u>	<u>FY2017 H1</u>	<u>vs. PY</u>	
Net profit	125.6	172.7	+47.1	+37.5%
Depreciation, amortization and impairment loss	106.3	84.2	-22.1	
Decrease (increase) in trade working capital	-28.2	-45.6	-17.4	
Income taxes paid	-4.7	-3.9	+0.8	
Other*	-87.3	-56.6	+30.7	
Net cash from operating activities	111.8	150.8	+39.0	+34.9%
Acquisition of tangible assets (net)**	-26.7	-36.0	-9.3	
Acquisition of intangible assets***	-9.9	-30.3	-20.3	
Operating Free Cash Flow	75.2	84.6	+9.4	+12.4%

- Sale of non-core assets generated an additional 131 Bn yen of cash
- Net Debt / EBITDA drops from 2.7x at end of FY2016 to 2.0x

FY2017 H1 adjustments:

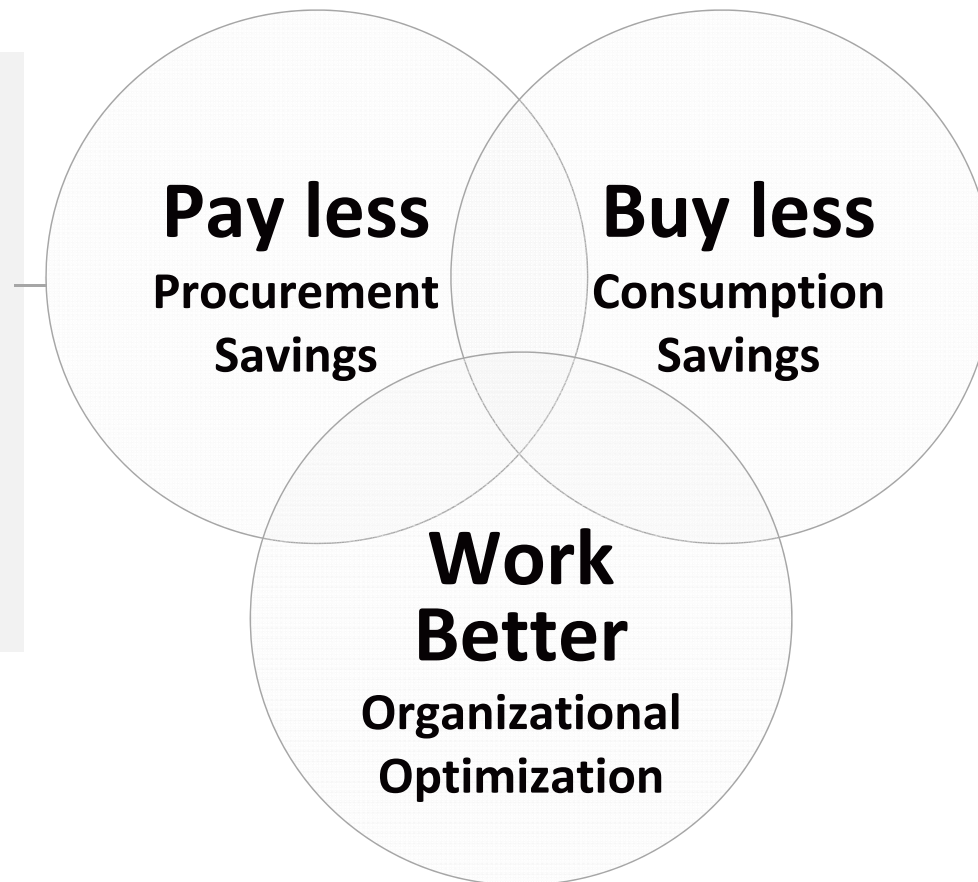
* Excludes 16.2 Bn yen of cash benefit associated with a payment from escrow for a transaction in Emerging Markets (this benefit is offset by an outflow entry in “investing activities”).

** Excludes 31.9 Bn yen proceeds of the sale of real estate.

*** Excludes a payment of 16.6 Bn yen to buy back future royalties.

Global Opex Initiative update

- H1 savings 10.4 Bn Yen (+26% vs. PY)
- Price management initiatives for all 11 cost packages by year end



- Policy rollout ongoing
- Already seeing behavior changes in major spend areas
- Preparing for cost package budgeting (zero-based)

- Benchmarked main G&A functions
- Typically 1-2 quartile gaps; defining plans to address gaps

Global Opex Initiative: Spotlight on Consultants & Contractors (20% of scope)

Findings:



- ❑ Ranked 3rd quartile compared to pharmaceutical peer set
- ❑ 1400+ consultant firms used
- ❑ Using strategic consultants for operational work
- ❑ 45%+ of contractor spend in USA
- ❑ Average contractor tenure >20 months

Key Achievements:



- ❑ New policy and targets issued
- ❑ Earlier involvement by the procurement team and strategic review of consultant portfolio
- ❑ Match consulting firms' core competency to right type of work
- ❑ Consolidating temp agencies to one global managed service provider
- ❑ Pay for job vs pay for person model deployed

GOAL: Move to 1st quartile over 18 months

Increasing Underlying Earnings guidance; full year margin expansion now expected at ~200bps

	FY2017 Full Year Guidance (growth %)	
	Previous Guidance May 10, 2017	Revised Guidance Nov 1, 2017
Underlying Revenue	Low single digit	Low single digit
Underlying Core Earnings	Mid-to-high teen	High teen
Underlying Core EPS	Low-to-mid teen	Mid teen
Annual dividend per share	180 yen	180 yen

Raising profit forecast to reflect year-to-date results

Revised FY2017 Full Year Forecast vs. Previous Forecast

(Bn yen)	<u>Previous Forecast</u> May 10, 2017	<u>Revised Forecast</u> Nov 1, 2017	<u>Change</u>		
Revenue	1,680.0	1,720.0	+40.0	+2.4%	• Currency +25.0
R&D expenses	-310.0	-315.0	-5.0	-1.6%	• Currency -5.0
Core Earnings	257.5	267.5	+10.0	+3.9%	• Reflecting H1 favorability
Amortization & impairment	-152.5	-147.5	+5.0	+3.3%	• Lower impairment +10.0, Currency -5.0
Other income/expense*	75.0	80.0	+5.0	+6.7%	• Lower restructuring +11.0, Colcrys contingent consideration -6.0
Operating profit	180.0	200.0	+20.0	+11.1%	
Profit before tax	190.0	210.0	+20.0	+10.5%	
Net profit	138.0	152.0	+14.0	+10.1%	• Tax rate 27% (no change)
EPS	177 yen	195 yen	+18 yen	+10.1%	
USD/JPY	110 yen	112 yen	+2 yen	+1.6%	
EUR/JPY	120 yen	129 yen	+9 yen	+7.7%	

* Includes non-recurring items

FY2017 Reported EPS to increase by 32% to 195 yen/share

Revised FY2017 Full Year Forecast vs. FY2016 Actual

(Bn yen)	<u>FY2016</u> <u>Actual</u> <u>Results</u>	<u>FY2017</u> <u>Revised</u> <u>Forecast</u>	<u>Change</u>	
Revenue	1,732.1	1,720.0	-12.1	-0.7%
R&D expenses	-312.3	-315.0	-2.7	-0.9%
Core Earnings	245.1	267.5	+22.4	+9.1%
Amortization & impairment	-156.7	-147.5	+9.2	+5.9%
Other income/expense*	67.5	80.0	+12.5	+18.6%
Operating profit	155.9	200.0	+44.1	+28.3%
Profit before tax	143.3	210.0	+66.7	+46.5%
Net profit	114.9	152.0	+37.1	+32.2%
EPS	147 yen	195 yen	+48 yen	+32.3%
USD/JPY	109 yen	112 yen	+3 yen	+2.6%
EUR/JPY	120 yen	129 yen	+10 yen	+8.1%

Revised Key FY2017 Items (Bn yen)

Amortization & impairment

- Amortization -125.0
- Impairment -22.5

Other income/expense

- Sale of Wako shares 106.3
- Sale of real estate 16.0
- LLP transfer gain 6.0
- Global Opex Initiative/Other -23.0
- R&D transformation* -14.0
- * Total spend now at -54.0
- ARIAD one-time -5.0
- Colcrys contingent consideration -6.0

Financial income

- Sale of securities 30.0

* Includes non-recurring items

All one-time income booked in H1; H2 includes higher expenses and Velcade impact

- **All one-time gains booked in H1**
 - Sale of additional long-listed products to Teva Takeda
 - Sale of shareholding in Wako Pure Chemical
 - Disposal of real estate

(Bn yen)

H1	H2
136.8	NONE

- **H2 includes higher one-time expenses**
 - Global Opex & R&D costs skewed to H2
 - Most impairment costs in H2

H1	H2
-4.4	-60.1

- **H1 benefits unwind in H2**
 - Higher U.S. inventory levels due to timing
 - OPEX phasing

H1	H2
+8.0-12.0	-8.0-12.0

- **H2 profitability is typically lower than H1**
 - Compounded by U.S. Velcade loss of exclusivity
 - H2 OPEX historically higher than H1

Velcade underlying revenue

H1	H2
71.3 (+0.4 vs. PY)	~35.0 (-33 vs. PY)

Multiple variables will determine the speed of Velcade erosion after loss of exclusivity

Impact on Velcade depends on timing, number of entrants, and substitutability

- Solid Velcade revenue in H1 (71.3 Bn yen)
- 20 generic bortezomib applications have been filed, including 3 non-mannitol 505(b)(2) filings
- **Citizen Petition to FDA**
 - Depending on the FDA position on certain language of the Velcade label, generic bortezomib-containing products may have to wait until the expiration of our label exclusivity in Feb 2018 before launching
 - Raises issues about the safety/efficacy of Fresenius Kabi's non-mannitol product
- **Litigation ongoing with defendants who are not part of the group of Sandoz defendants**
 - 9 bound by Court of Appeals judgment (Sandoz defendants); appeal for rehearing has been denied
 - Litigation cases involving other filers will continue at the District Court

Velcade revenue estimates

- FY2017 at ~106 Bn yen (based on 2–3 entrants from Nov 2017); additional opportunity up to 30 Bn yen (partly reinvest in the business)
- FY2018 at ~24 Bn yen with potential upside

Transformation is driving profitable growth in H1

- **Solid progress against key priorities**
 - Grow Portfolio, Rebuild Pipeline, Boost Profitability
- **Strong growth of both revenue and profitability**
 - Underlying revenue +6.7%
 - Underlying Core Earnings +44.4%
- **Double-digit EPS growth**
 - Underlying Core EPS +29.9%
 - Reported EPS +39.2%
- **Raising full-year outlook despite headwinds in H2**

Appendix

Definition of Core and Underlying Growth

Core Results Concept

Core Earnings is calculated by taking Gross Profit and deducting SG&A expenses and R&D expenses.

In addition, certain other items that are non-core in nature and significant in value may also be adjusted. This may include items such as the impact of natural disasters, purchase accounting effects, major litigation costs, integration costs and government actions, amongst others. The threshold for adjustments is set deliberately high at 1 Bn yen to ensure accountability and credibility.

Core EPS is calculated by taking Core Earnings and adjusting for items that are non-core in nature and significant in value (over 1 Bn yen) within each account line below Operating Profit. This includes, amongst other items, fair value adjustments and the imputed financial charge related to contingent consideration. In addition to the tax effects related to these items, the tax effects related to the above adjustments made in Core Earnings are also adjusted for when calculating Core EPS.

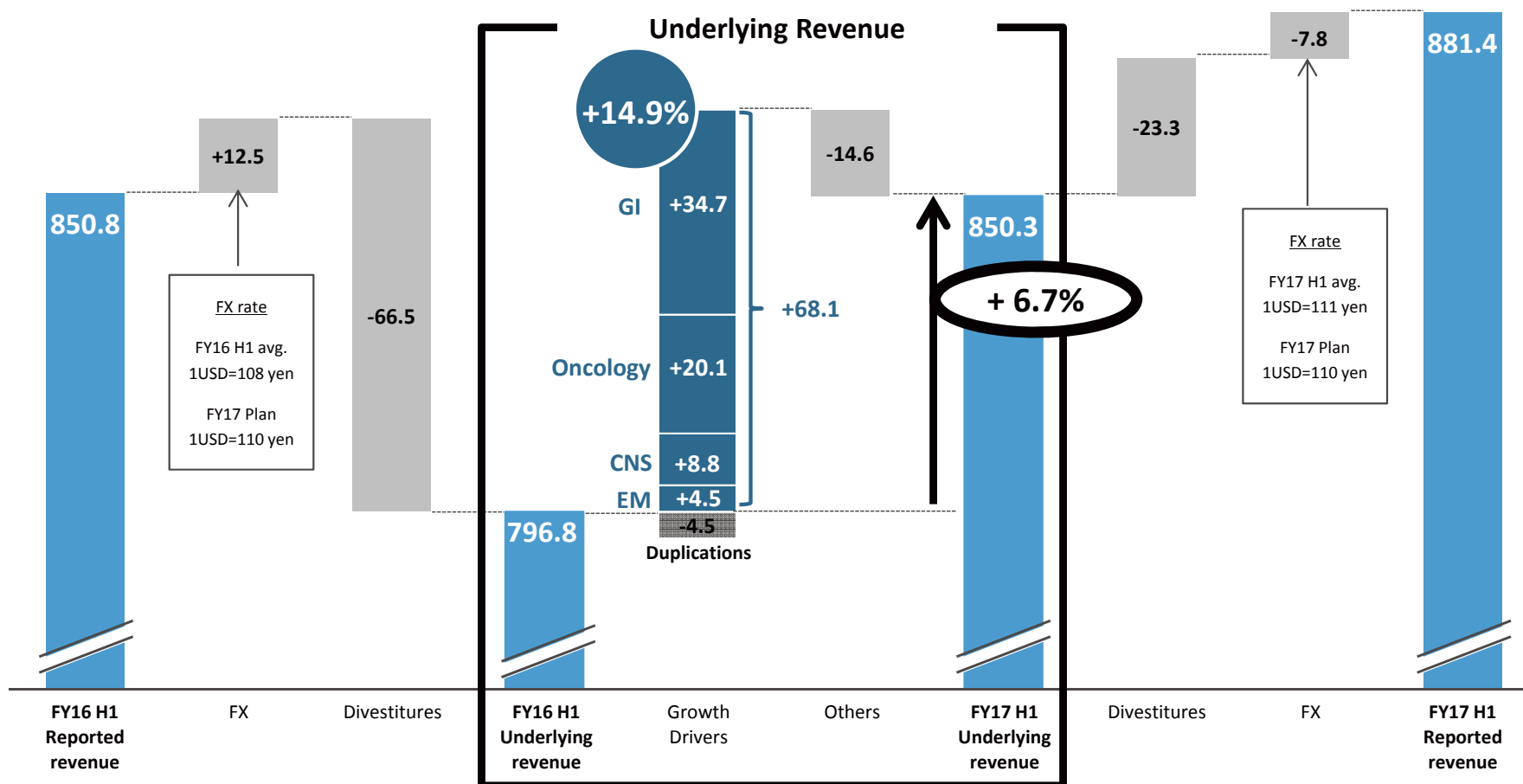
Underlying Growth

Underlying growth compares two periods (quarters or years) of financial results on a common basis, showing the ongoing performance of the business excluding the impact of foreign exchange and divestitures from both periods.

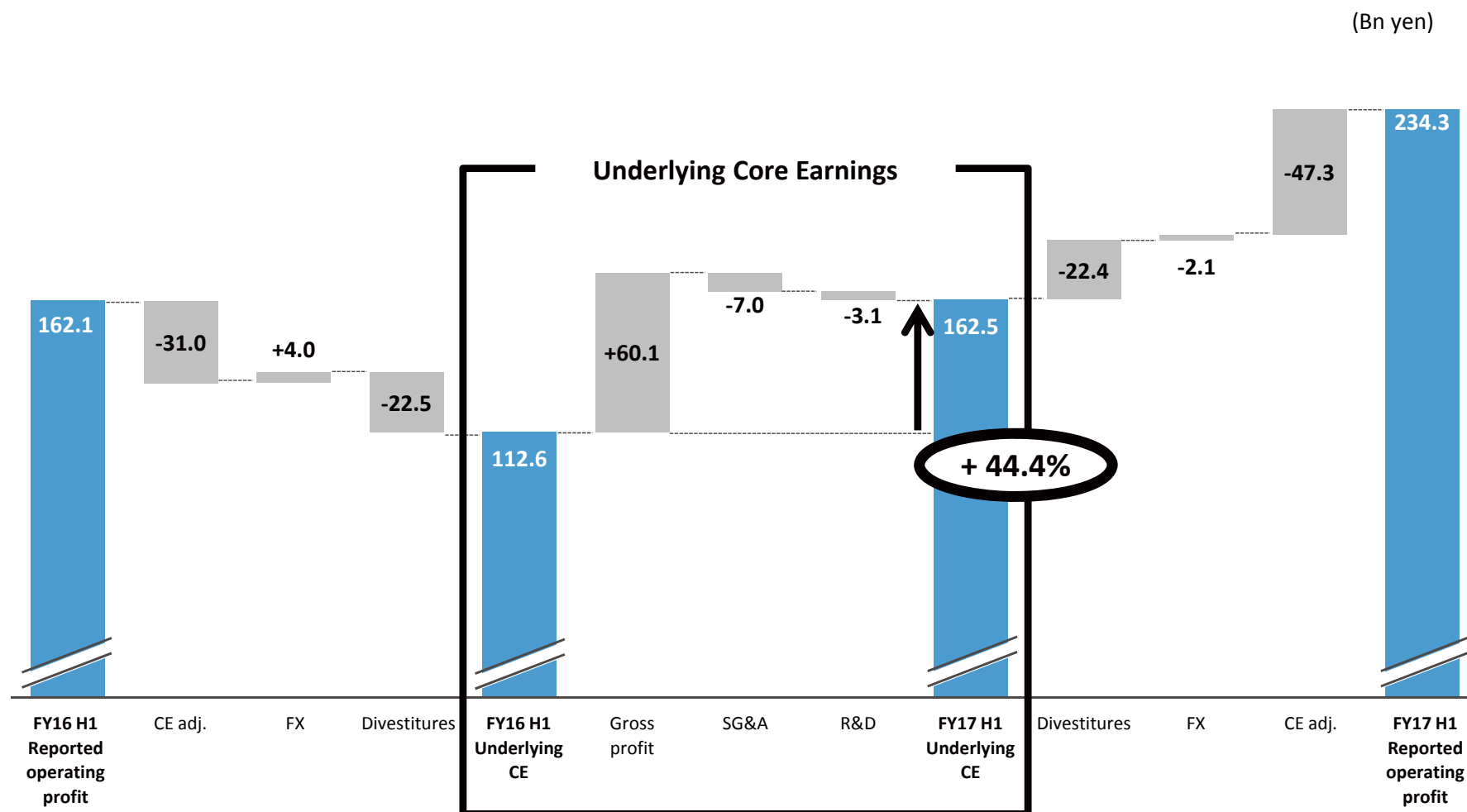
Constant Currency: Takeda operates globally and is exposed to movements in various different foreign exchange rates. Consequently, financial result comparisons between different periods can be, and often are, distorted by differences in the exchange rates at which transactions in foreign currencies are recorded. To enable management and external stakeholders to better understand underlying changes in financial performance, undistorted by the effects of movements in exchange rates, underlying results are prepared using constant exchange rates (CER), typically the budgeted exchange rates for the current year.

Underlying revenue increased +6.7% led by Growth Drivers

(Bn yen)

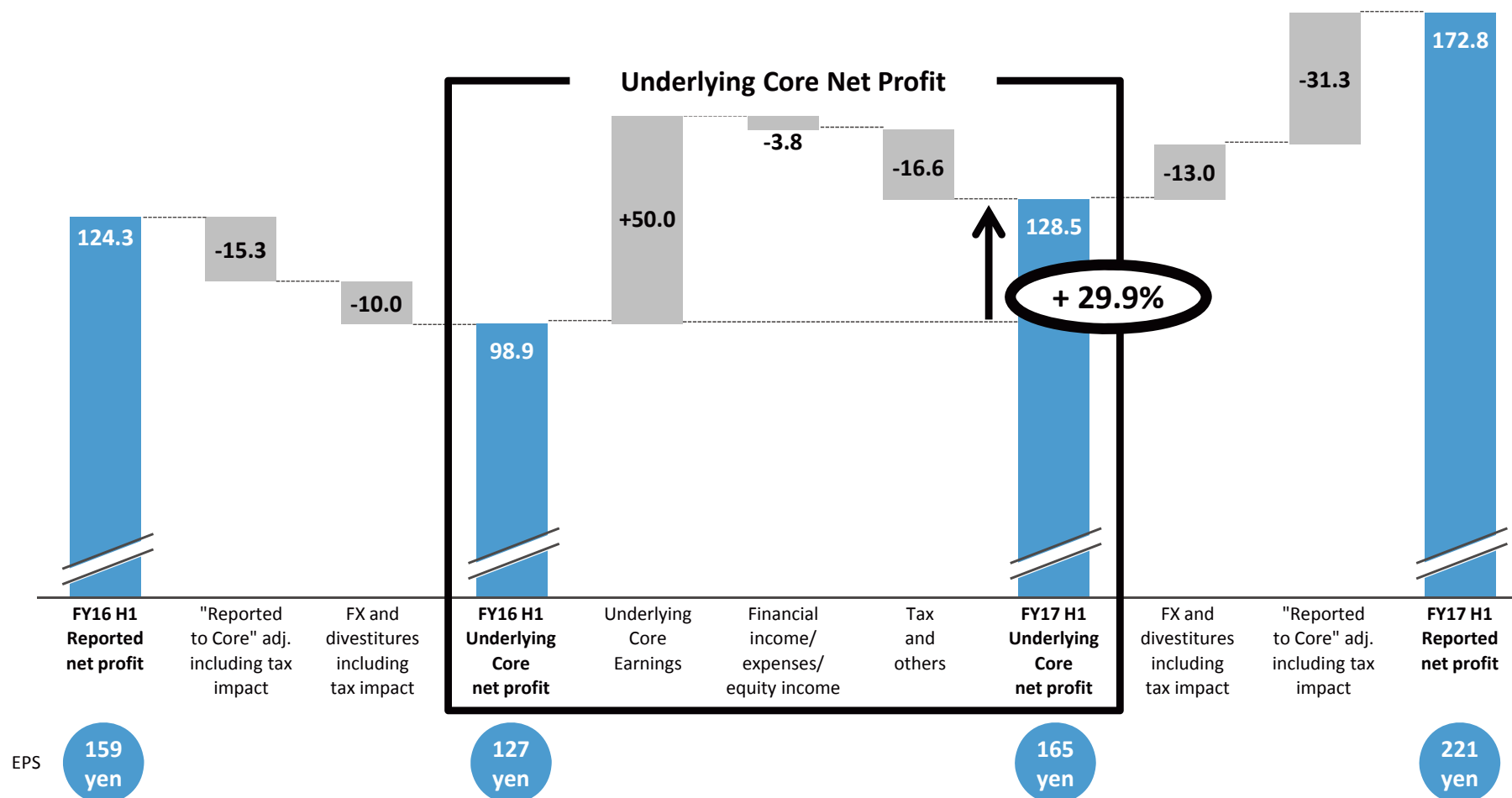


Underlying Core Earnings up +44.4% driven by volume/mix



Underlying Core net profit/EPS up +29.9% driven by Core Earnings

(Bn yen)



FY2017 H1 reported income statement

(Bn yen)	<u>FY2016 H1</u>	<u>FY2017 H1</u>	<u>vs. PY</u>	
Revenue	850.8	881.4	+30.6	+ 3.6%
Gross Profit	573.9	638.7	+64.7	+ 11.3%
% of revenue	67.5%	72.5%		+5.0pp
SG&A	-290.9	-297.3	-6.3	- 2.2%
R&D	-152.0	-155.1	-3.1	- 2.1%
Non-recurring Items	—	0.8		
Core Earnings	131.0	187.1	+56.0	+ 42.8%
Amortization and impairment of intangibles	-75.7	-56.9	+18.8	+ 24.8%
Other income/expenses	106.7	104.9	-1.8	- 1.7%
Non-recurring Items (reversal)	—	-0.8		
Operating Profit	162.1	234.3	+72.3	+ 44.6%
% of revenue	19.0%	26.6%		+7.5pp
Financial income/expenses	-6.2	-1.9	+4.3	+ 69.9%
Equity income	-0.9	0.5	+1.4	NA
Profit Before Tax	155.0	233.0	+78.0	+ 50.3%
Income tax	-29.4	-60.3	-30.9	NA
Non-controlling interests	-1.3	0.1	+1.5	NA
Net Profit	124.3	172.8	+48.5	+ 39.0%
EPS	159 yen	221 yen	+62 yen	+ 39.2%
Core EPS	139 yen	181 yen	+42 yen	+ 30.0%

FY2017 Q2 reported income statement

(Bn yen)	<u>FY2016 Q2</u>	<u>FY2017 Q2</u>	<u>vs. PY</u>	
Revenue	416.8	433.2	+16.4	+ 3.9%
Gross Profit	275.3	311.3	+36.0	+ 13.1%
% of revenue	66.1%	71.9%		+5.8pp
SG&A	-146.0	-151.4	-5.4	- 3.7%
R&D	-75.4	-79.4	-4.0	- 5.3%
Non-recurring Items	—	0.2		
Core Earnings	53.9	80.7	+26.8	+ 49.7%
Amortization and impairment of intangibles	-47.2	-24.4	+22.8	+ 48.3%
Other income/expenses	2.4	-16.7	-19.1	NA
Non-recurring Items (reversal)	—	-0.2		
Operating Profit	9.1	39.4	+30.2	NA
% of revenue	2.2%	9.1%		+6.9pp
Financial income/expenses	-3.3	-5.4	-2.1	- 63.2%
Equity income	-0.5	0.8	+1.3	NA
Profit Before Tax	5.3	34.7	+29.4	NA
Income tax	19.9	-7.1	-27.0	NA
Non-controlling interests	-0.5	0.3	+0.8	NA
Net Profit	24.8	28.0	+3.3	+ 13.1%
EPS	32 yen	36 yen	+4 yen	+ 13.1%
Core EPS	68 yen	79 yen	+10 yen	+ 15.0%

Bridge from Reported Revenue to Underlying Revenue

(Bn yen)	Q2				H1			
	<u>FY2016</u>	<u>FY2017</u>	<u>vs. PY</u>		<u>FY2016</u>	<u>FY2017</u>	<u>vs. PY</u>	
Revenue	416.8	433.2	+16.4	+ 3.9%	850.8	881.4	+30.6	+ 3.6%
FX effects*	16.3	-5.7	-5.2pp		12.5	-7.8	-2.4pp	
Revenue excluding FX effects*	433.1	427.5	-5.6	- 1.3%	863.3	873.6	+10.3	+ 1.2%
Divestitures**	-34.2	-1.5	+8.1pp		-66.5	-23.3	+5.5pp	
Wako	-18.9	—			-37.9	—		
LLPs sold to Teva JV	-5.8	-1.5			-13.3	-19.7		
Respiratory business	-1.3	-0.1			-5.1	-0.1		
Contrave	-7.7	—			-9.1	—		
TAK-935	—	—			—	-3.5		
Others	-0.5	—			-1.1	—		
Underlying Revenue	398.9	426.0	+27.1	+ 6.8%	796.8	850.3	+53.5	+ 6.7%

* FX adjustment applies FY2017 plan rate to both years (1USD=110 yen, 1EUR=120 yen)

** Divestitures adjustments in FY2016, mainly include Wako 's revenue and sales of LLPs sold to the JV with Teva in May 2017, and in FY2017, mainly include one-time gain of those LLPs.

Note: See reported to core, core to underlying reconciliation Excel sheet uploaded onto the website.

Bridge from Operating Profit to Underlying Core Earnings

(Bn yen)	Q2				H1			
	<u>FY2016</u>	<u>FY2017</u>	<u>vs. PY</u>		<u>FY2016</u>	<u>FY2017</u>	<u>vs. PY</u>	
Operating Profit	9.1	39.4	+30.2	NA	162.1	234.3	+72.3	+ 44.6%
Amortization and impairment of intangibles	47.2	24.4	-22.8		75.7	56.9	-18.8	
Other income/expenses	-2.4	16.7	+19.1		-106.7	-104.9	+1.8	
Non-recurring items	—	0.2	+0.2		—	0.8	+0.8	
Core Earnings	53.9	80.7	+26.8	+ 49.7%	131.0	187.1	+56.0	+ 42.8%
FX effects*	3.0	-1.2	-4.2		4.0	-2.1	-6.1	
Divestitures**	-9.4	-1.2	+8.2		-22.5	-22.4	+0.1	
Wako	-0.7	—	+0.7		-2.8	—	+2.8	
LLPs sold to Teva JV	-5.6	-1.1	+4.5		-12.8	-18.9	-6.1	
Respiratory business	-0.6	-0.0	+0.6		-3.6	0.0	+3.6	
Contrave	-2.1	—	+2.1		-2.9	—	+2.9	
TAK-935	—	—	—		—	-3.5	-3.5	
Others	-0.3	—	+0.3		-0.4	—	+0.4	
Underlying Core Earnings	47.5	78.4	+30.9	+ 64.9%	112.6	162.5	+50.0	+ 44.4%

* FX adjustment applies FY2017 plan rate to both years (1USD=110 yen, 1EUR=120 yen)

** Divestitures adjustments in FY2016, mainly include Wako 's profits and profits of LLPs sold to the JV with Teva in May 2017, and in FY2017, mainly include one-time gain of those LLPs.

Note: See reported to core, core to underlying reconciliation Excel sheet uploaded onto the website.

Bridge from Net Profit to Underlying Core Net Profit

(Bn yen)	Q2				H1			
	<u>FY2016</u>	<u>FY2017</u>	<u>vs. PY</u>		<u>FY2016</u>	<u>FY2017</u>	<u>vs. PY</u>	
Net Profit	24.8	28.0	+3.3	+ 13.1%	124.3	172.8	+48.5	+ 39.0%
EPS	32 yen	36 yen	+ 4 yen	+ 13.1%	159 yen	221 yen	+ 62 yen	+ 39.2%
Amortization and impairment of intangibles	31.2	18.2	-13.0		50.8	40.1	-10.6	
Other income/expenses	-4.1	13.6	+17.7		-72.4	-70.0	+2.4	
Gain on sales of securities	0.0	-1.2	-1.2		-0.0	-6.8	-6.8	
Other exceptional gains and losses	1.5	2.7	+1.2		6.3	5.3	-1.0	
Core Net Profit	53.4	61.4	+8.0	+ 15.0%	109.0	141.5	+32.6	+ 29.9%
Core EPS	68 yen	79 yen	+ 10 yen	+ 15.0%	139 yen	181 yen	+ 42 yen	+ 30.0%
FX effects*	3.4	1.9	-1.5		5.1	2.5	-2.6	
Divestitures**	-6.5	-0.8	+5.7		-15.2	-15.6	-0.4	
Underlying Core Net Profit	50.3	62.5	+12.2	+ 24.3%	98.9	128.5	+29.6	+ 29.9%
Underlying Core EPS	64 yen	80 yen	+ 16 yen	+ 24.3%	127 yen	165 yen	+ 38 yen	+ 29.9%

* FX adjustment applies FY2017 plan rate to both years (1USD=110 yen, 1EUR=120 yen)

** Divestitures adjustments in FY2016, mainly include Wako 's profits and profits of LLPs sold to the JV with Teva in May 2017, and in FY2017, mainly include one-time gain of those LLPs.

Note: See reported to core, core to underlying reconciliation Excel sheet uploaded onto the website.

FY2017 H1 underlying income statement

(Bn yen)	<u>FY2016 H1</u>	<u>FY2017 H1</u>	<u>vs. PY</u>	
Underlying Revenue	796.8	850.3	+53.5	+ 6.7%
Underlying Gross Profit	551.3	611.4	+60.1	+ 10.9%
% of revenue	69.2%	71.9%		+2.7pp
SG&A	-287.9	-294.9	-7.0	- 2.4%
R&D	-150.8	-153.9	-3.1	- 2.1%
Underlying Core Earnings	112.6	162.5	+50.0	+ 44.4%
% of revenue	14.1%	19.1%		+5.0pp
Financial income/expenses	-2.2	-3.3	-1.1	- 50.4%
Equity income	5.3	2.7	-2.7	- 49.9%
Underlying Core Profit Before Tax	115.7	161.9	+46.2	+ 39.9%
Income tax	-16.3	-33.5	-17.2	NA
Non-controlling interests	-0.5	0.1	+0.6	NA
Underlying Core Net Profit	98.9	128.5	+29.6	+ 29.9%
Underlying Core EPS	127 yen	165 yen	+38 yen	+ 29.9%

FY2017 Q2 underlying income statement

(Bn yen)	<u>FY2016 Q2</u>	<u>FY2017 Q2</u>	<u>vs. PY</u>	
Underlying Revenue	398.9	426.0	+27.1	+ 6.8%
Underlying Gross Profit	272.9	306.9	+34.0	+ 12.5%
% of revenue	68.4%	72.0%		+3.6pp
SG&A	-148.5	-149.7	-1.2	- 0.8%
R&D	-76.9	-78.8	-1.9	- 2.5%
Underlying Core Earnings	47.5	78.4	+30.9	+ 64.9%
% of revenue	11.9%	18.4%		+6.5pp
Financial income/expenses	-1.6	-2.4	-0.8	- 47.8%
Equity income	2.2	1.9	-0.3	- 15.0%
Underlying Core Profit Before Tax	48.1	77.8	+29.7	+ 61.9%
Income tax	2.4	-15.7	-18.1	NA
Non-controlling interests	-0.2	0.3	+0.5	NA
Underlying Core Net Profit	50.3	62.5	+12.2	+ 24.3%
Underlying Core EPS	64 yen	80 yen	+16 yen	+ 24.3%

Amortization and impairment forecast

(Bn Yen)	<u>FY2016</u>	<u>FY2017</u>	<u>future</u>
Amortization	-112.5	-125.0	
Nycomed	-36.3	-39.0	Most assets amortized by FY2026
Millennium	-48.5	-40.0	Velcade fully amortized in FY2017, drops to 2.0 Bn yen in FY2018
ARIAD	-1.7	-20.0	Increases by an additional ~15.0 Bn yen, following Alunbrig 1L approval
Impairment	-44.3	-22.5	
Amortization & impairment	-156.7	-147.5	

Net Debt / EBITDA ratio reduced to 2.0x, with sale of non-core assets generating 131 Bn yen

Use of Cash – FY2017 H1

(Bn yen)	<u>FY2016 Q4</u>	<u>FY2017 H1</u>	
Operating Free Cash Flow		84.6	
Real estate disposal		31.9	} 130.8
Sale of Wako shares		84.5	
Sale of other shareholdings		14.3	
Dividend		-71.0	
Others		-32.9	
Net increase (decrease) in cash		111.4	
Debt	-1,144.9	-1,137.4	
Net cash (debt)	-824.3	-705.3	
Gross debt/EBITDA ratio	3.7 x	3.2 x	
Net debt/EBITDA ratio	2.7 x	2.0 x	

FY2016 Baseline for FY2017 Underlying Growth Guidance

(Bn yen)	<u>FY2016</u>
Revenue	1,732.1
FX effects*	+19.4
Divestitures - Wako	-79.1
Divestitures - Additional LLPs to Teva JV	-24.2
Divestitures - others	-26.0
Underlying Revenue	1,622.1
Operating Profit	155.9
Amortization & impairment	+156.7
Other income	-143.5
Other expense	+72.9
Others (Non-recurring items)	+3.2
Core Earnings	245.1
FX effects*	+5.3
Divestitures - Wako, additional LLPs, etc.	-46.0
Underlying Core Earnings	204.4
% of revenue	12.6%
Underlying Core Tax Rate	26.0%
Underlying Core EPS (yen)	192

* Adjustment applying a constant currency at 1USD=110 yen, 1EUR=120 yen and etc., i.e. FY17 plan rate

NOTE: Events in FY17 may result in recalculation of the FY16 baseline.

Glossary of Abbreviations

ALK	anaplastic lymphoma kinase	H2H	head to head	R/R	relapsed/refractory
AD	Alzheimer's disease	HER2	human epidermal growth factor receptor 2	RA	rheumatoid arthritis
ADC	antibody drug conjugate	HL	Hodgkin's lymphoma	RCC	renal cell cancer
ADHD	attention deficit hyperactivity disorder	HR MDS	high risk myelodysplastic syndromes	SCT	stem cell transplant
ARD	acid-related diseases	IBD	inflammatory bowel disease	SCZ	schizophrenia
BTK	Bruton's tyrosine kinase	IO	immuno-oncology	SLE	Systemic lupus erythematosus
CD	Crohn's disease	LBD	Lewy Body Dementia	SR	Steroid Refractory
CIAS	cognitive impairment associated with schizophrenia	mAb	monoclonal antibodies	SubQ	subcutaneous formulation
CML	chronic myeloid leukemia	MAOB	monoamine oxidase B	TRD	Treatment resistant depression
CNS	central nervous system	MDD	Major depressive disorder	UC	ulcerative colitis
CRL	complete response letter	MCI	mild cognitive impairment		
CTCL	cutaneous T Cell Lymphoma	MCL	mantle cell lymphoma		
DLBCL	Diffuse Large B Cell Lymphoma	MM	multiple myeloma		
EGFR	epidermal growth factor receptor	MTCL	mature T-cell lymphoma		
FL ALK+	Front line ALK-positive	Neg	negative		
FL HL	front line Hodgkin's lymphoma	NERD	Non-erosive reflux disease		
GI	gastrointestinal	NSCLC	non-small cell lung cancer		
GvHD	graft versus host disease	Ph+ ALL	Philadelphia chromosome-positive acute lymphoblastic leukemia		

Better Health, Brighter Future



Takeda Pharmaceutical Company Limited