

# Takeda's U.S. Pricing Methodology



	2018 <sup>1,2</sup>	2019 <sup>1,2</sup>	2020 <sup>1,2</sup>	2021 <sup>1,2</sup>	2022 <sup>1,2</sup>
<b>Average list price change<sup>3</sup> across portfolio</b>	5.5%	2.4%	3.4%	4.1%	4.5%
<b>Average net price change<sup>4</sup> across portfolio</b>	(0.3%)	(1.6%)	1.9%	1.0%	2.7%
<b>Average discount<sup>5</sup> across portfolio</b>	39%	40%	42%	42%	43%

- 1) Includes branded oral and infusion products marketed in the U.S. by Takeda's U.S. Business Unit and Oncology Business Unit during the listed calendar years. Adjustments were made to the calculation methodology in CY 2018-2019 to better reflect pricing and discounts across the diverse, expanded portfolio following the Shire acquisition. Products divested during the listed period are excluded, and beginning in CY2019 products acquired during the listed period are included.
- 2) Annual percent change vs. prior calendar year was calculated at a product level and weighted across Takeda's U.S. Product Portfolio.
- 3) Average List Price Change represents the year-over-year change in the wholesale acquisition cost (WAC), as a weighted average across all products in the U.S. product portfolio.
- 4) Average Net Price Change represents the year-over-year change in average net price, which is WAC less rebates, discounts, and channel fees.
- 5) The amount of rebates, discounts, and channel fees represents an estimate by the company based upon internal analyses.