

### A COMPETITIVE, VALUES-BASED, R&D-DRIVEN, GLOBAL BIOPHARMACEUTICAL LEADER



**FY2018 Earnings Announcement** 

May 14th, 2019

Better Health, Brighter Future

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The companies in which Takeda directly and indirectly owns investments are separate entities. In this presentation, "Takeda" is sometimes used for convei are also used to refer to subsidiaries in general or to those who work for them. These expressions are also used where no useful purpose is served by identifying the particular company or companies

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This presentation and any materials distributed in connection with this presentation may contain forward-looking statements, beliefs or opinions regarding Takeda's future business, future position and results of operations, including estimates, forecasts, targets and plans for Takeda. In particular, this presentation contains forecasts and management estimates related to the financial and operational performance of Takeda, including statements regarding forecasts for Revenue, Operating profit, Adjusted EBITDA, Profit before income taxes, Net profit attributable to owners of Takeda, Basic earnings per share, Amortization and impairment and other income/expense, Underlying Revenue, Underlying Core Earnings margin, Underlying Core EPS and Net Debt. Without limitation, forward looking statements often include the words such as "Targets," "plans", "relenses", "relenses", "expects," "caims," "intenses", "will," "may", "should", "would," "could", "activated and the projects of the projects o

#### Certain Non-IFRS Financial Measures

This presentation includes certain non-IFRS financial measures and targets. Takeda's management evaluates results and makes operating and investment decisions using both IFRS and non-IFRS measures included in this presentation. Non-IFRS results exclude certain income and cost items which are included in IFRS results. By including these non-IFRS measures, management intends to provide investors with additional information to further analyze Takeda's performance, core results and underlying trends. Non-IFRS results are not prepared in accordance with IFRS and non-IFRS information should be considered a supplement to, and not a substitute for, financial statements prepared in accordance with IFRS. Investors are encouraged to review the reconciliation of non-IFRS financial measures to their most directly comparable IFRS measures, which are on slides 63, 64, 66-70, and 74.

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#### Financial information

Takeda's financial statements are prepared in accordance with International Financial Reporting Standards ("IFRS"). The financial statements of Shire plc ("Shire") are presented in accordance with accounting principles generally accepted in the United States ("U.S. GAAP"). Therefore, the respective financial information of Takeda and Shire are not directly comparable.

The Shire acquisition closed on January 8, 2019, and our consolidated results for the fiscal year ended March 31, 2019 include Shire's results from January 8, 2019 to March 31, 2019. References to "Legacy Takeda" businesses are to our businesses held prior to our acquisition of Shire. References to "Legacy Shire" businesses are to those businesses acquired through the Shire acquisition.

Furthermore, this presentation refers to Takeda's Adjusted EBITDA and Shire's Non-GAAP EBITDA. Takeda's Adjusted EBITDA is not a measure presented in accordance with IFRS, and Shire's Non-GAAP EBITDA is not a measure presented in accordance with IFRS (for Takeda) is net profit for the year and in accordance with U.S. GAAP. The most closely comparable measure presented in accordance with IFRS (for Takeda) is net profit for the year and in accordance with U.S. GAAP (for Shire) is net income. Please see slides 58 and 74 for a further description of Takeda's Adjusted EBITDA and and Shire's Non-GAAP EBITDA are not directly comparable, because (1) Takeda's results are based on IFRS and Shire's results are based on U.S. GAAP and (2) Takeda's Adjusted EBITDA and Shire's Non-GAAP EBITDA are defined differently.

| 01. | Introduction ———    | Christophe Weber President & CEO       |  |
|-----|---------------------|--|--|
| 02. | Business Area Focus |  |  |
| 03. | R&D Engine          | Andrew Plump President, R&D            |  |
| 04. | Financial Strength  | Costa Saroukos Chief Financial Officer |  |
| 05. | Closing Remarks     | Christophe Weber President & CEO       |  |
| 06. | Q&A Session         |  |  |



# **INTRODUCTION**



Christophe Weber
President & Chief Executive Officer

**01.** Introduction

**AGENDA** 

**02.**Business
Area Focus

O3. R&D Engine

**04.** Financial Strength

**05.**Closing Remarks

**06.**Q&A
Session

# CLEAR STRATEGIC PRIORITIES AS A COMPETITIVE, VALUES-BASED, R&D-DRIVEN, GLOBAL BIOPHARMACEUTICAL LEADER

#### BUSINESS AREA FOCUS



**5 key business areas** of GI, Rare Diseases, Plasma-Derived Therapies, Oncology, and Neuroscience

#### R&D ENGINE



Therapeutic Area focus, partnership model, and patient-centric, science-driven culture of innovation

## FINANCIAL STRENGTH



Driving margin expansion and generating substantial cash flow to invest in the business, de-leverage rapidly, and return cash to shareholders

#### TAKEDA'S VALUES AND CULTURE

Patient-Trust-Reputation-Business Best-in-class Employer

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### **DELIVERING ON STRATEGIC PRIORITIES IN FY2018**

#### BUSINESS AREA FOCUS



- Key growth products continued to deliver strong revenue momentum (e.g. ENTYVIO +34.8%, NINLARO +36.1%, TRINTELLIX +19.4%)
- Successful completion of Shire and TiGenix acquisitions
- Acquired 10 new plasma collection centers since Shire acquisition close
- Divested non-core assets Multilab and Techpool
- Entered into agreements to divest XIIDRA and TACHOSIL

#### R&D ENGINE



- ENTYVIO demonstrated superior efficacy vs adalimumab in UC head-to-head VARSITY study;
   submitted regulatory applications<sup>\*1</sup> for subcutaneous formulation in the U.S. and EU
- Approvals: TAKHZYRO (U.S./EU), ALUNBRIG (EU); label expansions: ADCETRIS (EU/JP), TRINTELLIX (U.S.)
- 15 New Molecular Entity clinical stage-ups since April 2018
- 44 new collaborations with biotech/academia in FY18; announced 3 leading edge cell-therapy partnerships

## FINANCIAL STRENGTH



- Legacy Takeda Underlying Core Earnings margin +540bps driven by business momentum & Global OPEX initiative
- Strong Legacy Takeda performance entirely absorbed Shire acquisition related costs
- Unlocked JPY 200.9 billion cash from sale of real estate, securities and non-core businesses
- Secured investment grade rating; net debt/adjusted EBITDA at 4.7x as of March 31, 2019

### **BUSINESS MOMENTUM DELIVERING EXCELLENT FY2018 RESULTS** & A STRONG BASE FOR FUTURE GROWTH

#### **Excellent FY2018 results LEGACY TAKEDA** CONSOLIDATED RESULTS\*1 Underlying Reported **+5.3** % +18.5 % Revenue Revenue Underlying +540 bps **Core Earnings Core Earnings** Margin Underlying Reported 346 ven **113** yen Core EPS Excellent FY2018 results exceeded guidance, driven by key growth products and OPEX discipline Shire integration progressing as planned and at pace, with no loss of business momentum

#### Strong base for future growth

#### FY2019 to benefit from full year Legacy Shire contribution

- Momentum of key growth products in our 5 Key Business Areas expected to largely offset significant Loss of Exclusivity impact (e.g. VELCADE, FIRAZYR, ULORIC) and pricing headwinds
- Underlying Core Earnings margin of "mid-twenties %" and Underlying Core EPS guidance of 350-370 yen\*2 based on full year Shire contribution, cost synergies and OPEX discipline

#### Well positioned for future growth

- Top line growth will be driven by portfolio of 14 growing global brands
- Lean & innovative R&D engine to deliver sustainable pipeline
- Committed to margin expansion and deleveraging targets

1. Includes Legacy Shire financials (from January 8, 2019 to March 31, 2019), costs incurred by Legacy Takeda and Legacy Shire related to the acquisition, and financial impact from purchase accounting



#### FY2019 BUSINESS MOMENTUM EXPECTED TO LARGELY OFFSET SIGNIFICANT LOSS OF EXCLUSIVITY HEADWINDS

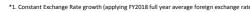
- Momentum of key growth products in our 5 Key Business Areas is expected to largely offset Loss of Exclusivity of VELCADE, FIRAZYR, ULORIC & others
- Full year consolidation of Legacy Shire results, cost synergies and OPEX discipline expected to contribute to underlying Core EPS of 350-370 yen

#### **FY2019 MANAGEMENT GUIDANCE (EXCLUDING ANY IMPACT OF DIVESTITURES)**

| UNDERLYING REVENUE GROWTH*1,2   | Flat to slightly declining |
|---------------------------------|----------------------------|
| UNDERLYING CORE EARNINGS MARGIN | Mid-twenties %             |
| UNDERLYING CORE EPS             | 350-370 yen                |
| ANNUAL DIVIDEND PER SHARE       | 180 yen                    |

Financial assumption for VELCADE in the U.S. is for one additional non-therapeutically equivalent competitor with intravenous and subcutaneous administration launching in July 2019. If no additional competitor launches, pro-forma underlying revenue growth would be "flat to slightly increasing".

Note: FY2019 Management Guidance does not take into consideration the recently announced divestitures of XIIDRA and TACHOSIL. However, Takeda does not expect these divestitures to have a meaningful impact on its management guidance



<sup>\*1.</sup> Constant Exchange Rate growth (applying FY2018 full year average foreign exchange rate)
\*2. Compared to baseline of JPY 3,300 billion (pro-forma April 2018-March 2019 combined revenue of Legacy Takeda and Legacy Shire, converted at April 2018-March 2019 average exchange rate of 111 JPY/USD)



#### INTEGRATION PROGRESSING WELL; INCREASING COST SYNERGY TARGET TO ~US\$2B

**INTEGRATION HIGHLIGHTS** 



Five months into integration, overall progress is on track



Increasing annual recurring pre-tax cost synergy target to \$2B by end of FY2021, with cumulative one-time implementation costs of \$3B



Executing on divestment strategy, with announced divestitures of XIIDRA and **TACHOSIL** 

RICARDO MAREK

**Emerging Markets Business** 

Takeda

#### **POST-CLOSE PRE-CLOSE** • First leadership meeting held 2 days after close Appointed new Takeda Executive PEOPLE & Team (TET) Identified "TET-2" and "TET-3" layers of management **CULTURE** Appointed "TET-1" layer of top 200 Key policies harmonized leaders • Announced new operating model to · Zurich chosen as regional HQ in Europe ORGANIZATION/ leverage Takeda and Shire know-how, • UK site consolidation announced **LOCATIONS** with 4 regional business units and 3 Reduced U.S. field-based employees; rolled out new footprint global specialty business units for primary care and neuroscience specialty salesforce Decision made to consolidate U.S. operations in Boston · Extensive planning for seamless Integrated platform to track OPEX and synergy targets, SYSTEMS/IT operations (e.g. emails) on Day 1 implementation costs, and FTEs for the whole company

Takeda

#### **DIVERSE AND EXPERIENCED TAKEDA EXECUTIVE TEAM**

JULIE KIM

Therapies Business Unit

CAMILLA SOENDERBY

Product Strategy Officer

GILES PLATFORD

President, Europe & Canada Business Unit



THOMAS

WOZNIEWSKI

Supply Officer

Global Manufacturing &

MWANA LUGOGO

Officer

Chief Ethics & Compliance

### **BOARD COMPOSITION FOR BEST IN CLASS GOVERNANCE**

**INDEPENDENT DIRECTORS\*1** 

#### **INTERNAL DIRECTORS**



**Christophe Weber** Representative Director, President & CEO



Masato Iwasaki Director, President, Japan Pharma Business Unit



**Andrew Plump** Director, President, Research & Development







Yoshiaki Fujimori



**Michel Orsinger** 



Ian Clark



Toshiyuki Shiga





Emiko Higashi



Steven Gillis

**AUDIT & SUPERVISORY COMMITTEE** (A&SC)



Yasuhiko Yamanaka Director, A&SC member



**Shiro Kuniya** Independent Director Chair A&SC



Koji Hatsukawa



CHAIR OF THE BOARD MEETING



NOMINATION COMMITTEE



Takeda

\*1 As defined by Tokyo Stock Exchange listing rules



# **BUSINESS AREA FOCUS**





**Christophe Weber** President & Chief Executive Officer

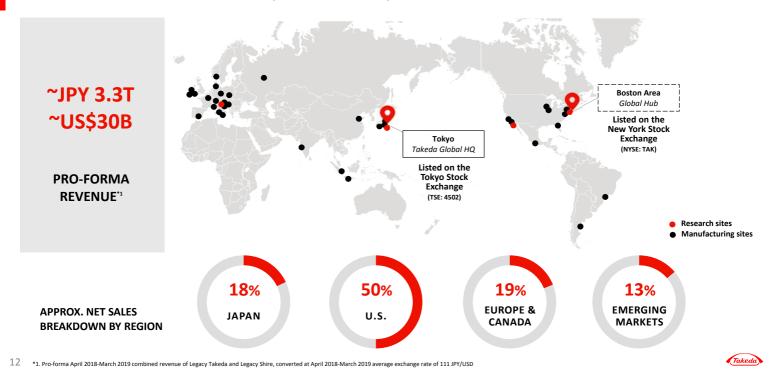
01. Introduction 02. **Business Area Focus**  03. R&D Engine

04. **Financial** Strength

05. Closing Remarks

06. Q&A Session

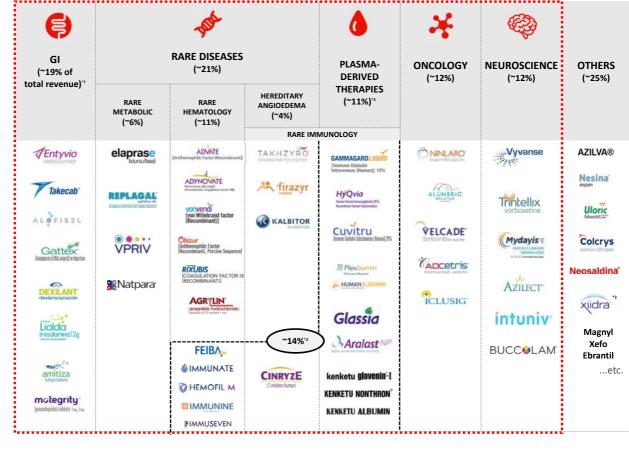
### A COMPETITIVE VALUES-BASED, R&D-DRIVEN, GLOBAL BIOPHARMACEUTICAL LEADER



## 5 KEY BUSINESS AREAS

Focused portfolio in 5 key business areas representing ~75% of total revenue<sup>1</sup>

- \*1. Percentages on this slide refer to percentage of pro-forma April 2018-March 2019 combined revenue of Legacy Takeda and Legacy Shire, converted at April 2018-March 2019 average exchange rate of 111 JPY/USD \*2. ~11% excluding Plasma Derived Therapies
- \*2. ~11% excluding Plasma Derived Therapie in Hereditary Angioedema and Rare Hematology (Cinryze, Feiba, Immunate, Hemofil M, Immunine and Immuseven).
- ~14% includes these products.
  \*3. On May 8th 2019, Takeda announced agreement to divest XIIDRA



#### **BALANCED PORTFOLIO OF KEY PRODUCTS INCLUDING 14 GLOBAL BRANDS EXPECTED TO CONTINUE TO DRIVE GROWTH OVER THE MID-TERM**

|       |   | FY2(<br>(Bn JPY) | (MM USD) | NUE <sup>*1</sup> versus PY               | GLOBAL<br>BRAND |                             |                                | FY2<br>(Bn JPY)   | 018 REVER                | VUE*1 versus PY | GLOBAL<br>BRAND |
|-------|---|------------------|----------|---|-----------------|-----------------------------|--------------------------------|---|--------------------------|-----------------|-----------------|
|       | <b>TEntyvio</b> vedolizumab                                   | 261.3            | 2,360    | +34.8%                                    | <b>©</b>        | 4                           | IMMUNOGLOBULIN                 | 286.5   | 2,588                    | +8.6%           |                 |
|       | Takecab"  | 58.2             | 526      | +20.1%                                    |                 |                             |                                | GAMMAGARD LIQUID [immune Globulin Intravenous (fluman)] 10% | Kiovig                   | +3.6%           | @               |
| 5     | Gattex<br>(totalate ) (All orga (1s riped to                  | 52.0             | 470      | +29.5%                                    | <b>©</b>        | PLASMA-DERIVED<br>THERAPIES |                                | HyQvia  | photo [IT]<br>Service    | +6.4%           | @               |
|       | ∧ L o FIS∃L   | -                | -        | N/A<br>(commercial launch<br>August 2018) | ₩               | ASMA                        |                                | Cuvit<br>Innere Githle Site                                 | ru<br>stanac (kanal) 774 | +90.3%          | @               |
| TOP   | <b>™</b> Natpara  | 27.6             | 250      | +53.4%                                    | ₩               | <b>P</b>                    | ALBUMIN/FLEXBUMIN              | 58.4  | 528                      | +2.1%           | @               |
| ,     | ADYNOVATE Brainton, 819 progl Braintoner Complains Factor 488 | 54.7             | 494      | +24.8%                                    | <b>@</b>        | ¥                           | NINLARO' (suazomb) capaules    | 60.2  | 544                      | +36.1%          | @               |
| ASES  | TAKHZYRO  | 16.7             | 151      | N/A<br>(commercial launch                 | ₩               | ONCOLOGY                    | CADCELLIS' brentusimab vedotin | 45.3  | 410                      | +19.7%          |                 |
| DISEA | elaprase<br>(dursultase)                                      | 72.2             | 652      | +10.0%                                    | <b>©</b>        | ONC                         | ALUNBRIG'                      | 5.0   | 45                       | +85.1%          | <b>@</b>        |
| RARE  | REPLAGAL  | 52.0             | 470      | -3.4%                                     |                 |                             | Vyvanse                        | 246.4   | 2,226                    | +0.0%           |                 |
|       | VPRIV   | 38.8             | 351      | -2.5%                                     | <b>@</b>        | NEURO-<br>SCIENCE           | Trintellix                     | 54.5  | 493                      | +19.4%          |                 |

\*1. Underlying Revenue shown for Legacy Takeda products. Pro-forma April 2018-March 2019 revenue shown for Legacy Shire products, converted at April 2018-March 2019 average exchange rate of 111 JPY/USD





#### A GLOBAL LEADER IN INFLAMMATORY BOWEL DISEASE AND OTHER GI DISEASES

#### **KEY GROWTH PRODUCTS**



Approved in 50+ countries, preparing to file in China



Continue global roll out, positioning as first-line biologic option for patients who have failed conventional therapy



Lifecycle management including subcutaneous formulation and GvHD

Ulcerative colitis, Crohn's disease





Launched in Japan\*2 and several Asian markets



Strong volume growth in Japan, driven by efficacy in reflux esophagitis and prevention of gastric ulcer recurrence during LDA administration

Gattex

Short bowel syndrome

Approved in U.S. & EU and several other markets



Continue launch activities in approved regions and raise awareness of product profile in this ultra-rare condition



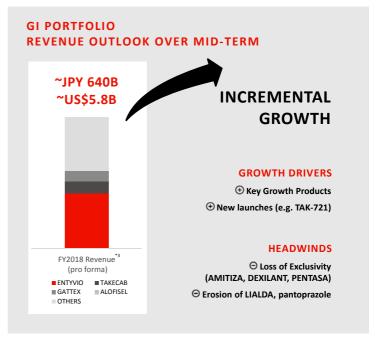
Approved in EU in March 2018, first commercial use in August 2018; more than 50 patients treated to date



Focus on establishing the brand, and identifying and training of centers of excellence in launching countries

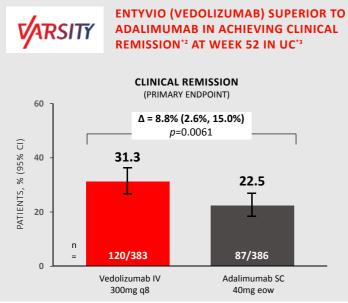
Complex anal fistulas in adults with Crohn's disease

GvHD: Graft versus Host Disease: LDA: Low-dose aspirir



Patients dosed in Ph-3 ADMIRE-CD-II study to support global filings

### **ENTYVIO CONTINUES ON STRONG GROWTH TRACK 5 YEARS FROM LAUNCH;** WE NOW ESTIMATE PEAK SALES OF \$4-5B<sup>11</sup>



Source: Schreiber S, et al. J Crohns Colitis 2019;13(Supplement\_1):S612-3 (abst OP34). [Oral presentation]

SC: Subcutaneous; IV: Intravenous CI: Confidence interval; q8: every 8 weeks; eow: every other week UC: Ulcerative colitis; CD: Crohn's disease

#### **CONTINUING TO GROW MARKET SHARE IN LAUNCHED COUNTRIES**

Increasing overall market share in the U.S. (UC 24.7%; CD 13.0%)\*4 and Europe & Canada (UC 21.1%; CD 12.1%)\*5, driven by continued penetration of the bio-naïve segment

#### **GEOGRAPHIC EXPANSION STILL ONGOING**

- Japan CD indication under review (launched for UC)
- Potential China submission in FY2020\*6

#### MAXIMIZING VALUE THROUGH LIFECYCLE MANAGEMENT

- Data from the first head-to-head superiority trial of two biologics in UC (VARSITY Study) demonstrated vedolizumab superior to adalimumab in achieving clinical remission at Week 52
- Subcutaneous formulation filed in U.S. (UC) and Europe (UC and CD)
- GvHD prophylaxis Ph-3 study initiated with first patient dosed (March 2019)

- \*1. Takeda internal estimate, Probability-to-success (PTS)-adjusted

  \*2. Clinical remission: Complete Mayo score of <2 points and no individual subscore >1 point.

  \*3. Data from full analysis set, which includes all randomised patients who received at least 1 dose of study drug.

  \*4. Source: Satient shares estimated from projected patient counts from SHA Medical and Pharmacy Claims data, February 2019.

  \*5. Source: Internal data.
- \*\*S. Source: Internal data

  \*6. On Aug. 8th, 2018, the China Center for Drug Evaluation (CDE) selected a total of 48 products for which there is an urgent medical need but which are not currently approved for marketing in China. Pharmaceutical companies have been encouraged to submit NDAs for these products using data gathered outside of China (including data demonstrating a lack of ethnic differences), and such NDAs will be subject to a priority review/appeal process.





#### RARE DISEASES

#### RARE METABOLIC: MAINTAIN STABLE PORTFOLIO IN LYSOSOMAL STORAGE DISORDERS AND FOCUS ON NATPARA EXPANSION

#### **KEY GROWTH PRODUCTS**





Approved in U.S. & EU



Increasing awareness of the burden of illness in hypoparathyroid patients whose hypocalceimia is not adequately controlled, and establish NATPARA as the adjunctive treatment of choice for patients whose hypocalcemia cannot be controlled on standard therapy

Hypoparathyroidism

#### STABLE PORTFOLIO FOR LYSOSOMAL STORAGE DISORDERS







#### RARE METABOLIC PORTFOLIO **REVENUE OUTLOOK OVER MID-TERM** ~JPY 190B ~US\$1.7B **INCREMENTAL GROWTH GROWTH DRIVERS** FY2018 Revenue NATPARA growth (pro forma)\*1 Stable portfolio for lysosomal ■ ELAPRASE ■ REPLAGAL storage disorders **■ VPRIV** ■ NATPARA (ELAPRASE, REPLAGAL, VPRIV)

<sup>\*1.</sup> Pro-forma April 2018-March 2019 revenue converted at April 2018-March 2019 average exchange rate of 111 JPY/USD





#### RARE DISEASES

## RARE HEMATOLOGY: CONTINUE TO DELIVER SIGNIFICANT VALUE TO PATIENTS IN INCREASINGLY COMPETITIVE ENVIRONMENT

#### **KEY GROWTH PRODUCTS**

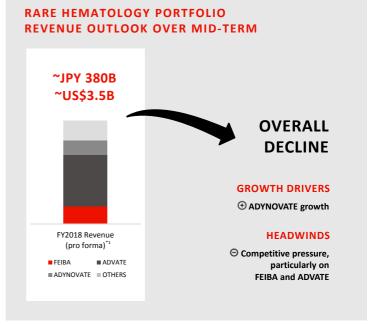




Approved in U.S., EU, Canada, Japan; continuing to roll-out launches in Europe and Emerging Markets

Continue to focus on personalised Factor VIII replacement therapy with ADYNOVATE as the standard of care in patients with Hemophilia A

Differentiate personalised prophylaxis through ADYNOVATE with myPKFiT, with goal to reduce bleeds for optimal joint health, allowing patients to live more active lives. Optimizing factor VIII levels is an essential part of a personalized treatment approach



\*1. Pro-forma April 2018-March 2019 revenue converted at April 2018-March 2019 average exchange rate of 111 JPY/USD





#### RARE DISEASES

# HEREDITARY ANGIOEDEMA: EXPECTED STRONG GROWTH OF TAKHZYRO SHOULD ENSURE TAKEDA MAINTAINS LEADERSHIP POSITION IN HAE

#### **KEY GROWTH PRODUCTS**





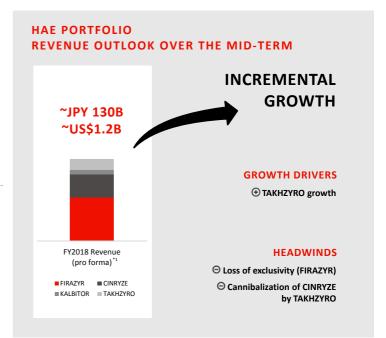
Approved in the U.S., EU and Canada; under review in China

Initial U.S. uptake comes from patients on existing prophylaxis the rapies and those new to prophylaxis

Focusing on launch excellence with the goals of:

Prevention of hereditary angioedema attacks

- Establishing prevention of HAE attacks as the standard of care, with zero attacks the treatment goal
- Positioning TAKHZYRO as first-line prevention treatment based on efficacy and safety profile, and subcutaneous self-administration
- Ensuring patient access to TAKHZYRO



<sup>\*1.</sup> Pro-forma April 2018-March 2019 revenue converted at April 2018-March 2019 average exchange rate of 111 JPY/USD



#### **PLASMA-DERIVED THERAPIES**

## OTHER PLASMA-DERIVED RARE IMMUNOLOGY PRODUCTS: MANAGING SUPPLY TO ENSURE STABLE GROWTH OF IG AND ALBUMIN

#### **KEY GROWTH PRODUCTS**



PID. MMN

PID SID (EU)



Approved in 50+ countries (KIOVIG in EU)



Continue to build on GAMMAGARD LIQUID's position as a highly recognized IVIG brand that is standard of care treatment for PID and MMN

PID, SID, other neuroimmunological indications



HYQVIA approved in the U.S., EU, LATAM, and Middle East; CUVITRU approved in the U.S. and EU  $\,$ 



Provides patients flexibility in their schedule of subcutaneous IG administration, whether monthly (HYQVIA) or more frequently (CUVITRU)



Phase 3 study ongoing for CIPD indication (HYQVIA)





Approved in 40+ countries

and allows minimal wastage

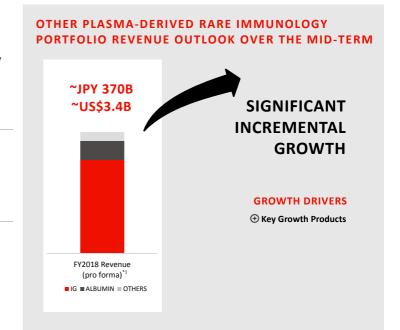
Maximize opportunity in China and other top priority markets including the U.S. and India

FLEXBUMIN uses a closed system (collapsible bag) which is

lightweight, aimed at reducing the risk of hospital infections,

Hypovolemia, Hypoalbuminemia

20



\*1. Pro-forma April 2018-March 2019 combined revenue of Legacy Takeda and Legacy Shire products converted at April 2018-March 2019 average exchange rate of 111 JPY/USD

#### Takeda

PID: Primary Immunodeficiency; SID: secondary immunodeficiency; MMN: Multifocal motor neuropathy, IVIG: Intravenous Immunoglobulin; CIDP: Chronic Inflammatory Demyelinating Polyradiculoneuropathy

#### PLASMA-DERIVED THERAPIES

## MAKING THE RIGHT INVESTMENTS TO BUILD A COMPETITIVE LEADING POSITION



## MANUFACTURING: RAMPING UP OPERATIONS AT COVINGTON

- Received US FDA approval to manufacture FLEXBUMIN in March 2019
- Ramp up to full production over next several years, with a focus on manufacturing the IG portfolio and Albumin, covering 1 million+ square feet with the opportunity to further expand with the aim of reducing the gap between demand and supply
- Additional internal capacity expansion under evaluation

## SUPPLY: INVESTING IN PLASMA COLLECTION

Acquired 10 additional plasma collection centers since Shire acquisition close

- 1 center in Maryland, U.S.
- 2 centers in Austria
- 7 centers in Hungary

Current footprint of 105 centers in the US, and 30 ex-US Intend to continue to invest in increasing plasma collection footprint, aiming for double-digit increase in number of new centers each year

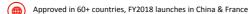


#### ONCOLOGY

#### ASPIRATION TO BECOME A GLOBAL TOP 10 ONCOLOGY PLAYER

#### **KEY GROWTH PRODUCTS**







Continue global roll out and increase share in 2L+ MM based on profile of efficacy, convenience and tolerability



Important data readout expected for transplant-ineligible MM maintenance (FY2019 H2)

Relapsed/refractory multiple myeloma



Peak sales estimate US\$1.5-2.08\*1



Approved in 70+ countries\*2



Label expansion to include previously untreated Hodgkin lymphoma approved in Japan (Sept 2018) and EU (Feb 2019)



Frontline PTCL data submitted to regulatory authorities in Japan (March 2019), with filing expected in EU in FY2019



Approved in U.S. & EU, studies ongoing in Japan and China



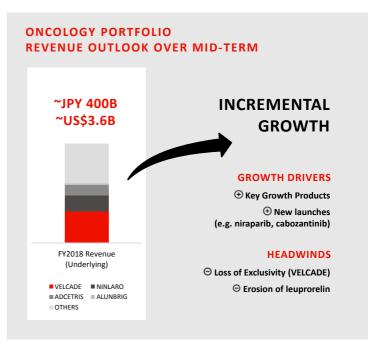
First-line NSCLC submission in U.S. planned for H2 FY2019 based on 2nd interim analysis of ALTA-1L study

ALK+ Non-Small Cell Lung Cancer (post-crizotinib)

Second-line head-to-head study with alectinib ongoing

Peak sales estimate US\$18\*1

MM: Multiple Myeloma; PTCL: Peripheral T-cell Lymphoma, NSCLC: Non Small Cell Lung Cancer
\*1. Takeda internal estimate, Probability-to-success (PTS)-adjusted
\*2. ADCETRIS is in-licensed from Seattle Genetics; Takeda has marketing rights ex.-North America







#### **NEUROSCIENCE**

#### STRONG U.S. FRANCHISE WITH LEADERSHIP IN ADHD

#### **KEY GROWTH PRODUCTS**





Approved in 23 countries, with Japan approval in March 2019

#1 branded ADHD medication in the U.S.

Realize volume-driven U.S. growth over the mid-term by stabilizing market share in the pediatric population and expanding in adults

Trintellix

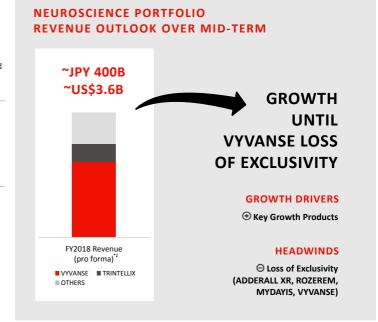
Attention deficit hyperactivity disorder



Marketed in the U.S.; under regulatory review in Japan\*1

#1 branded antidepressant in the U.S.

Expanded label in the U.S. to include data on speed of processing (May 2018) and Treatment Emergent Sexual Dysfunction (October 2018)

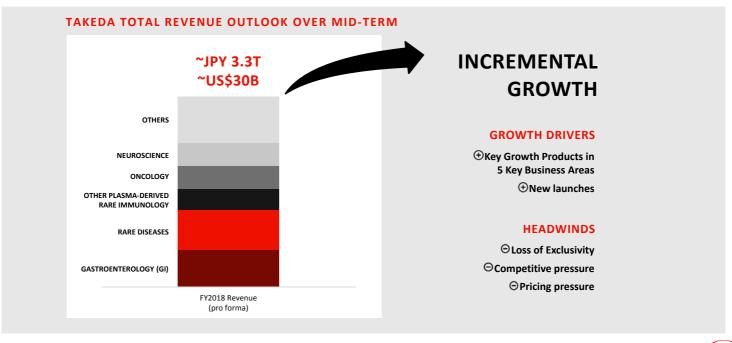


\*2. Pro-forma April 2018-March 2019 combined revenue of Legacy Takeda and Legacy Shire products verted at April 2018-March 2019 average exchange rate of 111 JPY/USD





## BALANCED PORTFOLIO OF 14 GLOBAL BRANDS IN OUR KEY BUSINESS AREAS EXPECTED TO DRIVE REVENUE GROWTH IN THE MID-TERM WHILE THE R&D PIPELINE ADVANCES



\*1. Pro-forma April 2018-March 2019 combined revenue of Legacy Takeda and Legacy Shire. Legacy Shire results converted at April 2018-March 2019 average rate of 111 JPY/USD.





## <u>थ</u>

# **R&D ENGINE**



Andrew Plump
President,
Research & Development

O1.
Introduction

**02.**Business
Area Focus

03. R&D Engine

**04.** Financial Strength

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Session

## A UNIQUE R&D ENGINE DRIVING INNOVATION

#### **HIGHLY FOCUSED**













ONCOLOGY

RARE DISEASES

NEUROSCIENCE

PLASMA DERIVED THERAPIES

VACCINE

THERAPEUTIC AREAS

#### LEADING PARTNERSHIP MODEL

#### **CULTURE OF INNOVATION**

#### **UNIQUE R&D ENGINE**

Agile and lean organization, freeing up resources to be invested into pipeline development **Dynamic and sustainable** research and early development engine with key capabilities

**Transformative advances**via reciprocally
advantageous partnerships

**Laser-focused** on purposeful execution

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### PERFORMANCE AGAINST IMPORTANT R&D MILESTONES IN FY2018

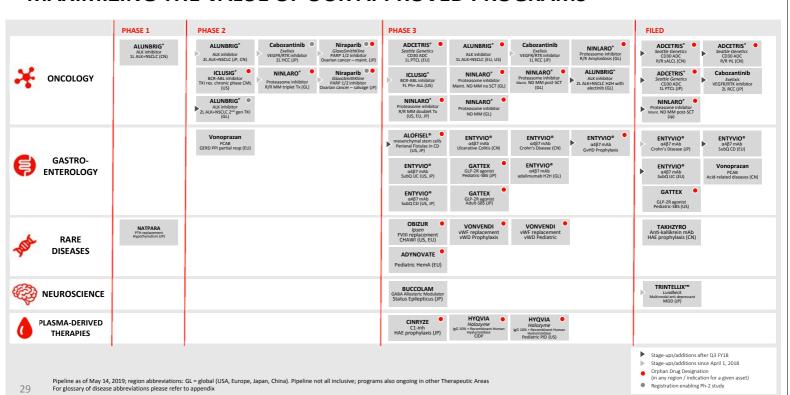
|            | COMPOUND         | EXPECTED EVENT  |    | Si       | nce FY1 | 18 Q3  |
|------------|------------------|---|----|----------|---------|--|
|            | ADSSTRIC         | Front-Line Hodgkin's Lymphoma EU approval decision                | H2 | <b>✓</b> | NEW     |  |
|            | ADCETRIS         | Front-Line Hodgkin's Lymphoma Japan approval decision             | H2 | ~        |         |  |
|            | ALLINDRIC        | ALTA-1L Front-line ALK+ NSCLC 1st Interim Analysis                | H1 | ~        |         |  |
|            | ALUNBRIG         | 2nd-line ALK+ NSCLC EU approval decision                          | H2 | <b>✓</b> |         |  |
|            | Cabozantinib     | Hepatocellular carcinoma Japan pivotal study start                | H2 | ~        |         |  |
|            | ICLUSIG          | Ph+ Acute Lymphoblastic Leukemia Global pivotal study start       | H1 | <b>✓</b> |         |  |
| <b>X</b> . |                  | Newly Diagnosed Multiple Myeloma 1st Interim Analysis             | H1 | <b>→</b> |         | Study continues to 2nd IA  |
| ••         | NINLARO          | Multiple Myeloma Maintenance Post-Transplant 1st Interim Analysis | H1 | <b>→</b> |         | The Multiple Myeloma Maintenance Post-Transplant study met its primary endpoint of progression free survival at the first 1A in July 2018. This data was submitted to the FDA in November 2018, and after further discussion with the authorities, the decision has been made to withdraw the filing and to resubm when more mature survival data are available. We will be reviewing the timin of future analyses and will work closely with the FDA on resubmission plans. |
|            | Pevonedistat     | HR-MDS/CMML/LB AML Ph-2 final analysis                            | H2 | <b>→</b> |         | Move final analysis to FY2019 with potential filing from ongoing Phase 2 study   |
|            | TAK-788          | First patient dosed in registration enabling Ph-2 NSCLC study     | H2 | <b>✓</b> | NEW     | Upcoming presentation at scientific conference   |
|            |                  | Crohn's Disease Japan submission                                  | H1 | <b>✓</b> |         |  |
|            | ENTYVIO          | Ulcerative Colitis Japan approval decision                        | H1 | <b>✓</b> |         |  |
|            |                  | Subcutaneous administration Ulcerative Colitis U.S./EU submission | H2 | <b>✓</b> | NEW     | Also submitted for Crohn's disease in EU   |
|            | TAK-954          | Enteral Feeding Intolerance Ph-2b study initiation                | H1 | ×        |         | Discontinued due to patient recruitment challenges in evolving patient management practice   |
|            | 1AK-334          | Post-Operative Gastrointestinal Dysfunction Ph-2b initiation      | H2 | <b>✓</b> | NEW     |  |
|            | TAK-906          | Gastroparesis Ph-2b initiation                                    | H2 | <b>✓</b> |         |  |
|            | TAK-721 (SHP621) | Eosinophilic Esophagitis Ph 3 induction study (301) top line data | H2 | ~        | NEW     |  |
| CO.        | TRINTELLIX       | Major Depressive Disorder Japan submission                        | H2 | <b>✓</b> |         |  |
| (C)        | IKINIELLIA       | TESD U.S. label update approval decision                          | H2 | ~        |         |  |
| V          | TAK-925          | Proof of concept in narcolepsy patients                           | H2 | <b>→</b> |         | Program achieved early stage goals and is on track to advance  |
| D          | TAK-003          | Dengue Vaccine Ph-3 primary analysis                              | H2 | <b>✓</b> |         | Publication forthcoming  |
|            | TAK-214          | Norovirus Vaccine Ph-2b final analysis (in adults)                | H1 | _        |         |  |



# INNOVATIVE PIPELINE HAS DELIVERED 15 NEW MOLECULAR ENTITY CLINICAL STAGE-UPS SINCE APRIL 2018

| ONCOLOGY                                   | TAK-52 Shoftuck Agonis Redirected Checkgonis Sold tumors  TAK-103 Anti-CD38 mab R/R MM, SLE  TAK-079 Anti-CD38 mab R/R MM, SLE  TAK-104 ImmunoGen GCC (EN ADC SUMO behibblor SUMO behibblo | TAK-228 (sapaniserub) mTORC 1/2 inhibitor Endometrial cancer  TAK-788  TAK-931   | TAK-385<br>(relugolis)<br>(pevonedistat)<br>Myovant<br>GnRH antagonist<br>Prostate Cancer (JP)   | NINLARO* Proteasome inhibitor  ADCETRIS* Seattle Genetics CD30 ADC BCR-ABL inhibitor  |
|--|--|--|--|---|
|  | GI malignancies Multiple cancers   | TAK-788  EGFR/HER2 inhibitor NSCLC  TAK-931  CDC7 inhibitor ESCC, sqNSCLC  |  | ALUNBRIG*  ALK Inhibitor  Cabozantinib Exelors VEGETR/RTK Inhibitor  Niraparib Glazosomith/Kline PARP 1/2 inhibitor   |
| GASTRO-<br>ENTEROLOGY                      | TAK-951 Peptide agonist Nasses & vermitting  TAK-681 CISH-681 CISH-6851 Somung Biospile Short Bowel Syndrome Short Bowel Syndrome  | TAK-906 D2/D3R antagonist Gastroperess TAK-954 Pherosonice Survey Coolest October Color Co | TAK-721 (SH621) CUSO/Forth State Control of the Con | ENTYVIO*  o487 mAb  Vonoprazan  PČAB  Mesenchymal stem cells  GATTEX*  GU-28 agenist  |
| RARE<br>DISEASES                           | TAK-511 (SH631) (SH631) (SH631) (SH631) (SH651) (SH651) (SH654) (SH654 | TAK-507 [SHR007] [SHR007] [GF-1] (GFBP3 [Chronic Lung Disease  Hunter CKS (IT)   | TAK-755 (SHP65) (SHP655) (SHP655) (SHP656) (SHP666) (SHP6 | OBIZUR  Diggr FVIII replacement  VONVENDI VMF replacement  NATPARA PTH replacement  ADVNOVATE FVIII replacement  TAKHZYRO Anti-kallikrein mabb                                    |
| NEUROSCIENCE                               | TAK-653 AMPAR potentiator TRO  MEDI-1341 AttraZeneca plipts-yn midb patention's Disease  WF-120101  Wow Life Sciences mittTsWP1 ASO Muningtor's Disease  Well Disease  Well Disease  Mittingtor's Dise | TAK-935  Ovid Therapeutics DAAO inhibitor Rare Pediatrić Epilepsies  TAK-831  DAAO inhibitor CAS NS  |  | TRINTELLIX <sup>TM</sup> Liandbeck Multimodal anti-depressant  GABA Allosteric Modulator  |
| PLASMA-DERIVED THERAPIES                   |  |  |  | HYQVIA  Halacyme IgG 10% + Recombinant Human Hyaluroridsse  |
| VACCINES *With oppoing significant clinics | TAK-021 TAK-426  BARDA Zilia Vaccine  Il development activities; Pipeline as of May 14, 2019   | TAK-214<br>Norovirus Vaccine   | TAK-003<br>Dengue Vaccine  | Stage-ups/additions after Q3 FY18 Stage-ups/additions since April 1, 2018 Orphan Drug Designation (in any region / indication for a given asset) Registration enabling Ph-2 study |

#### MAXIMIZING THE VALUE OF OUR APPROVED PROGRAMS



## NEXT WAVE OF INNOVATION: SELECTED EVENTS EXPECTED IN FY2019 FOR NEW MOLECULAR ENTITY PIPELINE

|                   |                        | MOA  | TAU /BU          | EXPECTED EVENT   | FY19 |
|-------------------|------------------------|--|------------------|--|------|
| LATE              | TAK-924 (pevonedistat) | NAE inhibitor                              | Oncology         | Pivotal Ph-2 readout in myelodysplastic syndrome (MDS)   | H1   |
| PIPELINE<br>ASSET | TAK-788                | EGFR/HER2<br>inhibitor                     | Oncology         | Ph-3 study start in treatment naïve non-small-cell lung carcinoma (NSCLC)                                | H1   |
|                   | TAK-823 (alisertib)    | Aurora A kinase inhibitor                  | Oncology         | Ph-3 study start in front-line acute myeloid leukemia (AML)  | H2   |
|                   | TAK-755                | ADAMTS-13                                  | Rare Disease     | $\label{ph-3} Ph-3\ study\ re-initiation\ in\ congenital\ thrombotic\ thrombocytopenic\ purpura\ (cTTP)$ | H2   |
|                   | TAK-609                | Iduronate-2-<br>sulfatase<br>(intrathecal) | Rare Disease     | Ph-3 study data readout (2-year extension) for Hunter Syndrome and cognitive impairment                  | H1   |
|                   | TAK-003                | Dengue vaccine                             | Vaccine          | Decision to submit Dengue vaccine  | H2   |
| EARLY             | TAK-573                | Anti-CD38<br>attenukine                    | Oncology         | POC readout for relapsed / refractory multiple myeloma   | H1   |
| PIPELINE<br>ASSET | TAK-676                | STING agonist                              | Oncology         | Ph-1 clinical start for systemic IV administration   | H1   |
|                   | Cell Therapy           | TBN  | Oncology         | Progress at least one innovative I/O cell therapy program to FIH   | H2   |
|                   | TIMP-Glia / Kuma062    | Immune Tol. Ind. /<br>Glutenase            | Gastroenterology | POC readout in Celiac Disease  | H1   |
|                   | TAK-748                | FIX Gene Therapy                           | Rare Disease     | Initiate Ph-1 study for Hemophilia B   | H2   |
|                   | TAK-925                | Orexin2R agonist                           | Neuroscience     | Update on the Orexin 2R agonist program at R&D Day   | H2   |
|                   | TAK-426                | Zika vaccine                               | Vaccine          | Early POC readout for Zika vaccine   | H2   |
|                   |                        |  |                  |  |      |

Table only shows select R&D milestones and is not comprehensive. All timelines are current assumptions and subject to chang TBN: to be named; POC: Proof of Concept; for full glossary of disease abbreviations please refer to appendix.



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#### **SELECT R&D PIPELINE EVENTS FOR APPROVED THERAPIES EXPECTED IN FY2019**

|            | COMPOUND        | EXPECTED EVENT   | FY19 |
|------------|-----------------|--|------|
|            | ADCETRIS        | ECHELON-2 submission in EU for front-line PTCL   | H1   |
|            | ALUNBRIG        | 2nd interim analysis of ALTA-1L front-line ALK+ NSCLC                                  | H1   |
| *          | Cabozantinib    | 1st approval decision in Japan for 2nd-line renal cell cancer (RCC)                    | H2   |
| •          | NUNU ADO        | Ph-3 readout in amyloidosis  | H1   |
|            | NINLARO         | Ph-3 readout in transplant ineligible maintenance in multiple myeloma (TOURMALINE MM4) | H2   |
|            | ALOFISEL        | ADMIRE II pivotal study initiation in US for perianal fistulas in Crohn's disease      | H1   |
|            |                 | Approval decision in Japan for Crohn's disease   | H1   |
| <b>(2)</b> | ENTYVIO         | Submission in US for subcutaneous administration in Crohn's disease                    | H2   |
|            |                 | Approval decision in US for subcutaneous administration in ulcerative colitis          | H2   |
|            | GATTEX          | Approval decision in US for short bowel syndrome (pediatric)                           | H1   |
| THE        | TAKHZYRO        | Initiate study in bradykinin mediated angioedema                                       | H2   |
|            | TRINTELLIX      | Approval decision in Japan for major depressive disorder (MDD)                         | Н1   |
|            | GLASSIA/ARALAST | Pivotal study start in emphysema patients with $\alpha 1$ anti-trypsin deficiency      | H2   |
|            |                 |  |      |

### **UPCOMING R&D INVESTOR DAYS (ESTIMATED TIMING)**

NEW YORK R&D Day
Thursday, 14th November 2019\*

TOKYO R&D Day
Thursday, 21st November 2019\*

\* Invitations forthcoming upon confirmation of dates









Costa Saroukos

Chief Financial Officer

**01.** Introduction

**UZ.**Business
Area Focus

03.

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**U4.**Financial
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#### **FY2018 EXCELLENT RESULTS DRIVEN BY KEY GROWTH PRODUCTS** AND STRICT OPEX DISCIPLINE

#### FY18 LEGACY TAKEDA RESULTS"

**GREATLY EXCEEDED ORIGINAL GUIDANCE** 

#### **REPORTED RESULTS**

- REVENUE +1.0% despite impact of divestitures and FX
- **OPERATING PROFIT +70.3%** driven by business momentum, with sale of real estate offsetting one-time FY17 gain on Wako divestiture

#### **UNDERLYING RESULTS**

- REVENUE +5.3% with significant contributions from ENTYVIO (+34.8%) & NINLARO (+36.1%)
- **CORE EARNINGS +38.7%** with margin expansion +540bps of which 3/4 driven by OPEX

#### FY18 CONSOLIDATED RESULTS<sup>12</sup>

STRONG LEGACY TAKEDA ABSORBED DEAL COSTS

### REPORTED **RESULTS**

- REVENUE +18.5% with one-time negative impact from applying Takeda distribution channel policies to Legacy Shire products
- **EPS -52.6% TO 113 YEN** strong Legacy Takeda performance absorbed acquisition-related costs; significant impact of non-cash purchase accounting expenses

**CASH FLOW** 

- FREE CASH FLOW +4.6% unlocking cash through asset sales
- **NET DEBT/ADJ. EBITDA AT 4.7X** Secured investment grade rating; starting with lower than expected leverage ratio

\*1. Excludes Legacy Shire financials (from January 8, 2019 to March 31, 2019), costs incurred by Legacy Takeda and Legacy Shire related to the acquisition, and financial impact from purchase accounting \*2. Includes Legacy Shire financials (from January 8, 2019 to March 31, 2019), costs incurred by Legacy Takeda and Legacy Shire related to the acquisition, and financial impact from purchase accounting

#### FY2018 STRONG LEGACY TAKEDA PERFORMANCE WITH OPERATING PROFIT +70.3%

#### FY2018 LEGACY TAKEDA'¹ REPORTED RESULTS (VS. PY)

| (BN YEN)         | FY2017  | FY2018  | VS. PY |
|------------------|---------|---------|--------|
| REVENUE          | 1,770.5 | 1,788.0 | +1.0%  |
| OPERATING PROFIT | 241.8   | 411.8   | +70.3% |
| NET PROFIT       | 186.9   | 312.9   | +67.4% |
| EPS*2            | 239 yen | 399 yen | +66.6% |
| JPY/USD          | 111 yen | 111 yen | -0.4%  |
| JPY/EUR          | 129 yen | 129 yen | -0.4%  |
| CORE EARNINGS    | 322.5   | 393.3   | +21.9% |
| FREE CASH FLOW   | 361.5   | 384.2   | +6.3%  |

Legacy Takeda Operating Profit increased +70.3% (JPY 170.0B) year-on-year mainly driven by business momentum; large one-time gains in FY2017 from Wako divesture and Teva JV product transfer were largely offset by sales of real estate in FY2018



<sup>\*1.</sup> Excluding Legacy Shire financials (from January 8, 2019 to March 31, 2019), costs incurred by Legacy Takeda and Legacy Shire related to the acquisition, and financial impact from purchase accounting \*2. Number of shares used for FY2018 EPS calculation: 784,477,109 shares (as of Jan 7, 2019, the day before the completion of the Shire acquisition).

### **FY2018 STRONG LEGACY TAKEDA PERFORMANCE ENTIRELY ABSORBED** SHIRE ACQUISITION RELATED COSTS INCURRED IN FY2018

#### **FY2018 LEGACY TAKEDA (VS. FORECAST)**

| (BN YEN)          | ORIGINAL<br>FORECAST*1,2 | LEGACY<br>TAKEDA*2 | VS. ORI<br>FORE |         |
|-------------------|--------------------------|--------------------|-----------------|---------|
| REVENUE           | 1,737.0                  | 1,788.0            | +51.0           | +2.9%   |
| OPERATING PROFIT  | 201.0                    | 411.8              | +210.8          | +104.9% |
| PROFIT BEFORE TAX | 183.0                    | 357.4              | +174.4          | +95.3%  |
| NET PROFIT        | 139.0                    | 312.9              | +173.9          | +125.1% |
| EPS*4             | 178 yen                  | 399 yen            | +221 yen        | +124.2% |
| CORE EARNINGS     | 309.5                    | 393.3              | +83.8           | +27.1%  |

#### SHIRE ACQUISITION RELATED COSTS\*3

| (BN YEN)                 |        |
|--------------------------|--------|
| ACQUISITION COSTS, ETC.  | -25.3  |
| INTEGRATION COSTS        | -59.6  |
| FINANCIAL EXPENSES       | -41.3  |
| PROFIT BEFORE TAX IMPACT | -126.3 |
|                          |        |
| CORE EARNINGS IMPACT     | _      |

Strong Legacy Takeda performance entirely absorbed Shire acquisition related costs incurred in FY2018; +174.4 Bn yen vs. -126.3 Bn yen



#### **FY2018 CONSOLIDATED REPORTED RESULTS REFLECT 3-MONTHS LEGACY SHIRE CONTRIBUTION**

#### **FY2018 REPORTED RESULTS (VS. PY)**

| (BN YEN)             | FY2017  | FY2018*1 | VS. PY |
|----------------------|---------|----------|--------|
| REVENUE              | 1,770.5 | 2,097.2  | +18.5% |
| OPERATING PROFIT     | 241.8   | 205.0    | -15.2% |
| NET PROFIT           | 186.9   | 109.1    | -41.6% |
| EPS*2                | 239 yen | 113 yen  | -52.6% |
| CORE EARNINGS        | 322.5   | 459.3    | +42.4% |
| CORE EARNINGS MARGIN | 18.2%   | 21.9%    | +3.7pp |
| CORE EPS             | 302 yen | 334 yen  | +36.4% |
| FREE CASH FLOW       | 361.5   | 378.1    | +4.6%  |

<sup>\*1.</sup> Includes Legacy Shire financials (from January 8, 2019 to March 31, 2019), costs incurred by Legacy Takeda and Legacy Shire related to the acquisition, and financial impact from purchase accounting \*2. Number of shares used for FY2018 EPS calculation: 961,476,993 shares (April 2018 - March 2019 average)



<sup>\*1.</sup> Announced on May 14, 2018.
\*2. Excludes Legacy Shire financials (from January 8, 2019 to March 31, 2019), costs incurred by Legacy Takeda and Legacy Shire related to the acquisition, and financial impact from purchase accounting
\*3. Costs incurred by Legacy Takeda and Legacy Shire related to the acquisition.
\*4. Number of shares used for FY2018 EPS calculation: 784,477,109 shares (as of Jan 7, 2019, the day before the completion of the Shire acquisition).

#### FY2018 REPORTED RESULTS BREAKDOWN; CONSOLIDATED EPS SIGNIFICANTLY **IMPACTED BY NON-CASH PURCHASE ACCOUNTING EXPENSES**

**FY2018 REPORTED RESULTS (VS. PY)** 

| I IZOTO KELOKIED K | LOULID (VO. FI   |                                       |          |        |   |                                      |   |  |          |        |  |
|--------------------|------------------|---------------------------------------|----------|--------|---|--------------------------------------|---|--|----------|--------|--|
|                    | FY2017           | FY2018                                |          |        |   | FY2018                               |   | FY2018                                   |          |        |  |
| (BN YEN)           | LEGACY<br>TAKEDA | LEGACY<br>TAKEDA <sup>*1</sup><br>(A) | VS. PY   |        | SHIRE<br>ACQUISITION<br>RELATED<br>COSTS*2<br>(B) | LEGACY<br>SHIRE <sup>*3</sup><br>(C) | PURCHASE<br>ACCOUNTING<br>IMPACT<br>(D) | CONSOLIDATED<br>TOTAL<br>(A)+(B)+(C)+(D) | VS.      | PΥ     |  |
| REVENUE            | 1,770.5          | 1,788.0                               | +17.5    | +1.0%  | -   | 309.2                                | -                                       | 2,097.2                                  | +326.7   | +18.5% |  |
| OPERATING PROFIT   | 241.8            | 411.8                                 | +170.0   | +70.3% | -85.0   | 59.8                                 | -181.6                                  | 205.0                                    | -36.8    | -15.2% |  |
| NET PROFIT         | 186.9            | 312.9                                 | +126.0   | +67.4% | -100.2  | 38.1                                 | -141.7                                  | 109.1                                    | -77.8    | -41.6% |  |
| EPS*4              | 239 yen          | 399 yen                               | +159 yen | +66.6% | -   | -                                    | -                                       | 113 yen                                  | -126 yen | -52.6% |  |
| CORE EARNINGS      | 322.5            | 393.3                                 | +70.8    | +21.9% | -   | 66.0                                 | -                                       | 459.3                                    | +136.8   | +42.4% |  |
|                    |                  |                                       |          |        |   |                                      |   |  |          |        |  |

- Legacy Shire contributed 309.2 Bn yen in revenue and 66.0 Bn yen in Core Earnings, which includes one-time impact from applying Takeda distribution channel policies to Legacy Shire products resulting in significantly lower days-on-hand of commercial product at wholesalers
- Reported EPS -52.6% to 113 yen, impacted by significant non-cash purchase accounting expenses

<sup>1.</sup> Excludes Legacy Sime Inflantials (from January 8, 2015 to Walard 13, 2015), Costs included by Legacy Takeda and Legacy Sime related to the acquisition

\*3. Legacy Shire financials (from January 8, 2019, to March 31, 2019) excluding acquisition related costs

\*4. Number of shares used for FY2018 EPS calculation: Legacy Takeda 784,477,109 shares (as of Jan 7, 2019, the day before the completion of the Shire acquisition) and consolidated total 961,476,993 shares (April 2018 – March 2019 average)



#### FY2018 LEGACY TAKEDA UNDERLYING GROWTH GREATLY EXCEEDED **ORIGINAL AND REVISED GUIDANCE**

#### FY2018 LEGACY TAKEDA'1 UNDERLYING GROWTH (VS. PY)

|                                 | ORIGINAL GUIDANCE<br>MAY 14, 2018 | REVISED GUIDANCE<br>OCT 31, 2018 | FY2018 ACTUAL |             |
|---------------------------------|-----------------------------------|----------------------------------|---------------|-------------|
| UNDERLYING REVENUE              | Low single digit                  | Low single digit                 | +5.3%         | 区           |
| UNDERLYING CORE EARNINGS        | High single digit                 | High teens                       | +38.7%        | $\subseteq$ |
| UNDERLYING CORE EARNINGS MARGIN | Lower-end of +100-200bps          | Higher-end of +100-200bps        | +540bps       | 区           |
| UNDERLYING CORE EPS             | Low teens                         | Mid twenties                     | +29.0%        | $\subseteq$ |



<sup>\*1.</sup> Excludes Legacy Shire financials (from January 8, 2019 to March 31, 2019), costs incurred by Legacy Takeda and Legacy Shire related to the acquisition, and financial impact from purchase accounting

#### UNDERLYING CORE EARNINGS MARGIN EXPANDED 960BPS IN 2 YEARS DRIVEN BY KEY GROWTH PRODUCTS AND EXECUTION OF THE GLOBAL OPEX INITIATIVE

#### LEGACY TAKEDA\*1 UNDERLYING CORE EARNINGS MARGIN EXPANSION (VS. PY)

|                                  | FY2017  | FY2018  | 2 YEAR TOTAL*4 |
|----------------------------------|---------|---------|----------------|
| GROSS PROFIT*2 AS % OF REVENUE   | +280bps | +140bps | +420bps        |
| OPEX*3 AS % OF REVENUE           | +140bps | +400bps | +540bps        |
| LINDSDIVING CODE FARMINGS MARCIN | +420bps | +540bps | +960bps        |
| UNDERLYING CORE EARNINGS MARGIN  | 16.9%   | 22.3%   |                |

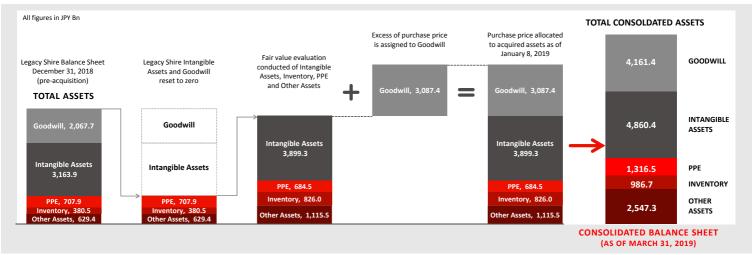
#### Global Opex Initiative underpins margin improvement

- Fully integrated into how we work (KPIs, incentives, zero based budgeting, integrated systems)
- OPEX savings contributed 74% of improvement in FY2018 vs. prior year
- \*1. Excludes Legacy Shire financials (from January 8, 2019 to March 31, 2019)

- \*1. Excludes tegacy sinte limitidation (notification) 8, 2019 to warch 51
  \*2. Calculated from COGS, less non-recurring items
  \*3. OPEX = 5G&A + R&D expenses, less non-recurring items
  \*4. Simple addition of FY2017 and FY2018 improvement (vs. PY in bps)



#### PURCHASE PRICE ALLOCATION RESETS LEGACY SHIRE BALANCE SHEET; INTANGIBLES LOWER THAN PRE-CLOSE ESTIMATE DUE TO UPDATED SYNERGY ASSUMPTION



#### **PURCHASE PRICE ALLOCATION OUTCOME SUMMARY**

- Intangible assets on consolidated balance sheet (JPY 4.9T) lower than pre-close estimate (JPY 6.3-6.7T) due to lower final purchase price, higher synergies, and more synergies allocated to Takeda portfolio.
- Amount of goodwill in line with pre-close estimate, with allocation comparable to other large pharma deals.
- Inventory step-up will unwind over weighted average inventory turnover period of approx. 2 years (non-cash expense). FY2018: JPY 82.2B; FY2019: ~JPY 250B
- Intangibles amortized over remaining economic life of each product (non-cash expense). Weighted average amortization period of intangibles from Shire acquisition is 10 years. FY19 amortization impact: Intangibles related to the Shire acquisition intangibles ~JPY 430B; Legacy Takeda intangibles ~JPY 100B.
- Low risk of significant impairment to goodwill and intangibles



#### **FY2019 BUSINESS MOMENTUM EXPECTED TO LARGELY OFFSET** SIGNIFICANT LOSS OF EXCLUSIVITY HEADWINDS

- Momentum of key growth products in our 5 Key Business Areas is expected to largely offset Loss of Exclusivity of VELCADE, FIRAZYR, ULORIC & others
- Full year consolidation of Legacy Shire results, cost synergies and OPEX discipline will contribute to underlying Core EPS of 350-370 yen

#### **FY2019 MANAGEMENT GUIDANCE (EXCLUDING ANY IMPACT OF DIVESTITURES)**

| UNDERLYING REVENUE GROWTH*1,2   | Flat to slightly declining |
|---------------------------------|----------------------------|
| UNDERLYING CORE EARNINGS MARGIN | Mid-twenties %             |
| UNDERLYING CORE EPS             | 350-370 yen                |
| ANNUAL DIVIDEND PER SHARE       | 180 yen                    |

Financial assumption for VELCADE in the U.S. is for one additional non-therapeutically equivalent competitor with intravenous and subcutaneous administration launching in July 2019. If no additional competitor launches, pro-forma underlying revenue growth would be "flat to slightly increasing".

Note: FY2019 Management Guidance does not take into consideration the recently announced divestitures of XIIDRA and TACHOSIL. However, Takeda does not expect these divestitures to have a meaningful impact on its management guidance.





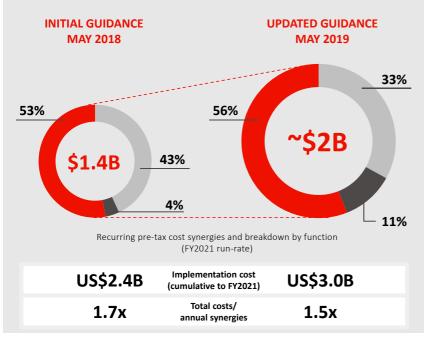
#### FY2019 REVENUE GUIDANCE FLAT TO SLIGHTLY DECLINING ASSUMING SIGNIFICANT LOSS OF EXCLUSIVITY IMPACT

|   | ANTICIPATED IMPACT ON TAKEDA REVENUE GROWTH (PERCENTAGE POINTS) |
|---|---|
| BUSINESS MOMENTUM   | + 6.0 - 7.0 pp  |
| VELCADE LOSS OF EXCLUSIVITY*1   | - ~2.0 pp   |
| ADDITIONAL PRODUCTS' LOSS OF EXCLUSIVITY'2  | - ~5.0 pp   |
| UNDERLYING REVENUE GROWTH   | Flat to slightly declining                                      |
| If no additional VELCADE competitor launches in the U.S., pro-forma underlying revenu | ue growth would be "flat to slightly increasing"                |

- \*1. VELCADE financial assumption for the U.S. is one additional therapeutically non-equivalent competitor with intravenous and subcutaneous administration launching in July 2019. Also anticipating lower ex-U.S. royalties in FY2019 due to generic pressure.
- \*2. Financial assumption is that the following products will also face loss of exclusivity in FY2019: U.S.: FIRAZYR, ULORIC, ROZEREM, ADDERALL XR; Japan: ENBREL, Leuprorelin 12w, BENET monthly



## INCREASING EXPECTED COST SYNERGY TARGET FROM US\$1.4B TO ~US\$2B AFTER DEEP DIVE BOTTOM-UP REVIEW



#### SG&A

- Sales and marketing efficiencies
- Consolidation of overlapping office locations
- Elimination of duplicate IT systems
- Reduction of duplicate costs across central support functions

#### R&F

- Rationalizing ongoing research and early stage pipeline programs
- Reducing overlapping resources
- Procurement savings on clinical trial materials

#### **Manufacturing & Supply**

- Operational procurement spend efficiencies
- Operational efficiencies through productivity improvements
- Supply chain optimization
- Reducing overlapping resources and right-sizing organization

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## ROBUST TRACKING PLATFORM ALREADY OPERATIONAL TO ENSURE RELENTLESS EXECUTION AGAINST SYNERGY & OPEX TARGETS

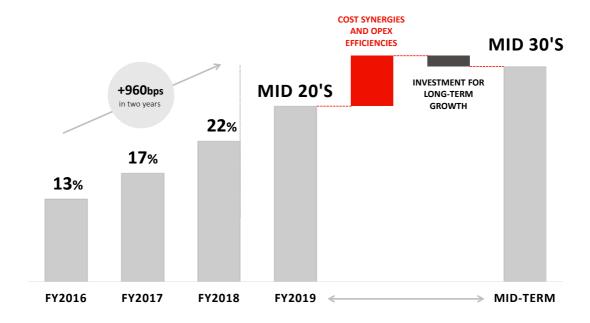


- Leverage Global OPEX Initiatives platform (e.g. system and processes), with synergy tracking fully integrated
- Tracking synergies monthly via key focused synergy cost packages (e.g. Compensation & Benefits, Travel, Meetings & Events, Facilities)
- Embedded targets into KPIs and incentives of all management
- Also tracking headcounts and implementation costs required to deliver synergies

COST SYNERGIES AND THE GLOBAL OPEX INITIATIVE EXPECTED TO CONTINUE TO DRIVE MARGIN IMPROVEMENT



#### TARGETING UNDERLYING CORE EARNINGS MARGIN COMPARABLE TO TOP-TIER INDUSTRY LEVELS DRIVEN BY COST SYNERGIES AND THE GLOBAL OPEX INITIATIVE



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### STRONG TRACK RECORD OF DISPOSING NON-CORE ASSETS TO GENERATE **CASH AND FOCUS THE BUSINESS**

|  | FY2017<br>BN YEN                                   | FY2018<br>BN YEN          | FY2019 TO DAT  |
|--|--|---------------------------|--|
| IVESTITURE OF<br>ON-CORE<br>USINESSES  | 7 products to Teva JV 28.5 Wako Pure Chemical 84.5 | Multilab & Techpool  27.5 | Agreement to divest XIIDRA for US\$3.4B upfront in cash and to an additional US\$1.9B in |
| ISPOSAL OF<br>EAL ESTATE               | 39.3   | 108.3                     | potential milestones  Agreement to divest TACHOS   |
| DISPOSAL OF<br>MARKETABLE<br>ECURITIES | 40.6   | 65.0                      | €358M upfront plus on-goir supply margin on long-term manufacturing arrangement          |



### SIMPLIFYING PORTFOLIO AND ACCELERATING DELEVERAGING WITH ANNOUNCEMENT OF AGREEMENTS FOR TWO DIVESTITURES

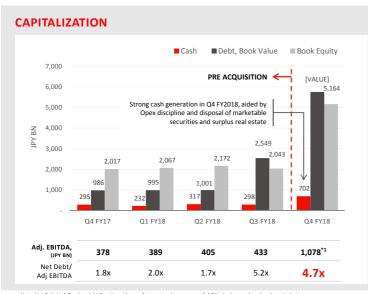
| PRODUCT(S) IN SCOPE | XIIDRA (global rights)  | TACHOSIL (global rights)   |
|---------------------|---|--|
| ANNUAL REVENUE      | US\$388M in fiscal year ended December 31, 2018   | Approx. US\$155M in the fiscal year ended March 31, 2018   |
| BUYER               | Novartis  | Ethicon (Johnson & Johnson)  |
| CONSIDERATION       | US\$3.4B upfront in cash and up to an additional US\$1.9B in potential milestone payments   | €358m (approx. US\$400m USD) upfront purchase price  |
| KEY DEAL ELEMENTS   | <ul> <li>Approximately 400 employees to transfer to Novartis</li> <li>Transaction expected to close in the 2<sup>nd</sup> half of calendar year 2019</li> </ul> | <ul> <li>Takeda will maintain manufacturing at Linz, Austria facility and enter into long-term Manufacturing Services Agreement with the buyer</li> <li>Approximately 80 employees to transfer to Ethicon</li> <li>Transaction expected to close in the 2<sup>nd</sup> half of calendar year 2019</li> </ul> |

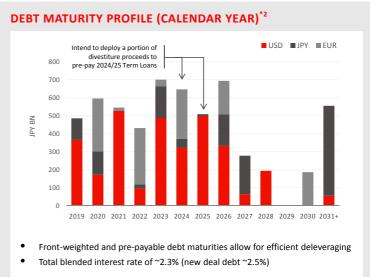
TAKEDA INTENDS TO USE THE PROCEEDS FROM THESE DIVESTITURES TO REDUCE DEBT AND ACCELERATE DELEVERAGING TOWARDS ITS TARGET OF 2.0X NET DEBT/ADJUSTED EBITDA IN THE MEDIUM TERM



### COMMITTED TO INVESTMENT GRADE CREDIT RATING AND RAPID DELEVERAGING

Starting FY2019 with lower than expected leverage ratio, well positioned for deleveraging to target 2.0x Net Debt/ Adj. EBITDA ratio in 3 to 5 years driven by strong cash flow & divestitures proceeds







### **CAPITAL ALLOCATION PRIORITIES**





### FY2019 FORECAST: STRONG INCREASE IN CORE EARNINGS +92.2%; NET PROFIT **EXCLUDING DEAL-RELATED COSTS AND PURCHASE ACCOUNTING IMPACT +17.7%**

#### **FY2019 REPORTED FORECAST (VS. PY)**

|                       |                        | (10111)                      |                    |        |  |   |  |  |          |        |
|-----------------------|------------------------|------------------------------|--------------------|--------|--|---|--|--|----------|--------|
|                       | FY2018<br>Actual       | FY2019<br>Forecast           |                    |        |  | 019<br>ecast                            | FY2018<br>Actual   | FY2019<br>Forecast   |          |        |
| (BN YEN)              | CONSOLIDATED<br>TOTAL  | CONSOLIDATED<br>TOTAL<br>(A) | VS. PY             |        | SHIRE<br>ACQUISITION<br>RELATED COSTS<br>(B) | PURCHASE<br>ACCOUNTING<br>IMPACT<br>(C) | EXCL. SHIRE ACQUISITION RELATED COSTS AND PURCHASE ACCOUNTING IMPACT | EXCL. SHIRE ACQUISITION RELATED COSTS AND PURCHASE ACCOUNTING IMPACT (A)-(B)-(C) | VS.      | РΥ     |
| REVENUE               | 2,097.2                | 3,300.0                      | +1,202.8           | +57.4% | -  | -                                       | 2,097.2  | 3,300.0  | +1,202.8 | +57.4% |
| OPERATING PROFIT      | 205.0                  | -193.0                       | -398.0             | _      | -154.0                                       | -693.0                                  | 471.5  | 654.0  | +182.5   | +38.7% |
| NET PROFIT            | 109.1                  | -383.0                       | -492.1             | -      | -226.0                                       | -570.0                                  | 351.0  | 413.0  | +62.0    | +17.7% |
| EPS                   | 113 yen                | -246 yen                     | -360 yen           | _      | -145 yen                                     | -367 yen                                | 365 yen  | 266 yen*1  | -99 yen  | -27.2% |
| CORE EARNINGS         | 459.3                  | 883.0                        | +423.7             | +92.2% | _  | -                                       | 459.3  | 883.0  | +423.7   | +92.2% |
| Revenue up +57.4% vs. | prior year due to full | year consolidation o         | of Legacy Shire re | esults |  | ADJUSTED EPS                            | 365 yen  | 430 yen*2  | +65 yen  | +17.7% |

Adjusted using same baseline number of shares outstanding \*1 Number of shares used for FY2019 EPS calculation: 1,554,780,063 shares (as of March 31, 2019) \*2 Adjusted FY2019 EPS when calculated as the same share count as FY2018, 961,476,993 share (Apr 2018 – Mar 2019 average)



Operating Profit and EPS significantly impacted by Shire-related integration costs and purchase accounting impact Core Earnings strongly increasing +92.2% from Legacy Shire contribution, synergies and continued OPEX discipline

Adjusted EPS +17.7% excluding Shire acquisition related costs and purchase accounting impact, adjusted to same baseline share count

### **SOLID DELIVERY AGAINST OUR FINANCIAL COMMITMENTS**

#### **FY2018**

Deliver 100-200bps underlying Core Earnings margin improvement

**≤** +540bps

Executing and improving the Global Opex Initiative

Embedded in systems, budgets, KPIs

Maintain investment grade credit ratings

Confirmed

Complete deal financing at competitive rates

2.5%
Blended interest rate for new debt

Unlock cash through disposal of non-core assets

JPY 200.9B asset sales in FY18

#### **FY2019 AND BEYOND**

Increasing annual cost synergy target from \$1.4bn to ~\$2bn by the end of FY2021

Target top-tier margins in the mid-term through cost synergies and continued OPEX discipline

Target 2.0x Net Debt / Adjusted EBITDA ratio in 3 to 5 years

Pursue divestment of non-core assets to accelerate deleveraging and focus portfolio

Intend to maintain well established dividend policy with 180 yen/share annually

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# CLOSING REMARKS



Christophe Weber
President & Chief Executive Officer

**01.** Introduction

O2.
Business
Area Focus

O3.
R&D
Engine

**04.**Financial Strength

**05.** Closing Remarks

**06.**Q&A
Session









Christophe Weber
President & Chief
Executive Officer



Andrew Plump
President, Research &
Development



Takeda

Better Health, Brighter Future

A Global, Values-Based, R&D-Driven Biopharmaceuticals Leader

Costa Saroukos
Chief Financial Officer



Masato Iwasaki
President, Japan Pharma
Business Unit



Julie Kim
President, Plasma-Derived
Therapies Business Unit

**01.** Introduction

**02.**Business
Area Focus

O3. R&D Engine **04.** Financial Strength

**05.**Closing Remarks

**06.**Q&A
Session



## **APPENDIX**



### **Definition of Core and Underlying Growth**

Takeda uses the concept of "Underlying Growth" for internal planning and performance evaluation purposes.

Underlying Growth compares two periods (quarters or years) of financial results under a common basis and is used by management to assess the business. These financial results are calculated on a constant currency basis and excluding the impact of divestitures and other amounts that are unusual, non-recurring items or unrelated to our ongoing operations. Although these are not measures defined by IFRS, Takeda believes Underlying Growth is useful to investors as it provides a consistent measure of our performance.

Takeda uses "Underlying Revenue Growth", "Underlying Core Earnings Growth", and "Underlying Core EPS Growth" as key financial metrics.

**Underlying Revenue** represents revenue on a constant currency basis and excluding non-recurring items and the impact of divestitures that occurred during the reporting periods presented.

Core Earnings represents net profit adjusted to exclude income tax expenses, our share of profit or loss of investments accounted for using the equity method, finance expenses and income, other operating expenses and income, amortization and impairment losses on intangible assets associated with products and other items that management believes are unrelated to our core operations, such as purchase accounting effects and transaction related costs.

Underlying Core Earnings represents Core Earnings based on a constant currency basis and further adjusted to exclude the impacts of divestitures occurred during the reporting periods presented.

Underlying Core EPS represents net income based on a constant currency basis, adjusted to exclude the impact of divestitures, items excluded in the calculation of Core Earnings and other non-operating items (e.g. amongst other items, fair value adjustments and the imputed financial charge related to contingent consideration) that are unusual, non-recurring in nature or unrelated to its ongoing operations and the tax effect of each of the adjustments, divided by the outstanding shares (excluding treasury shares) as of the end of the comparative period.



## **Definition of EBITDA/Adjusted EBITDA**

We present EBITDA and Adjusted EBITDA because we believe that these measures are useful to investors as they are frequently used by securities analysts, investors and other interested parties in the evaluation of companies in our industry. We further believe that Adjusted EBITDA is helpful to investors in identifying trends in its business that could otherwise be obscured by certain items unrelated to ongoing operations because they are highly variable, difficult to predict, may substantially impact our results of operations and may limit the ability to evaluate our performance from one period to another on a consistent basis.

EBITDA and Adjusted EBITDA should not be considered in isolation or construed as alternatives to operating income, net profit for the year or any other measure of performance presented in accordance with IFRS. These non-IFRS measures may not be comparable to similarly-titled measures presented by other companies.

The usefulness of EBITDA and Adjusted EBITDA to investors has limitations including, but not limited to, (i) they may not be comparable to similarly titled measures used by other companies, including those in our industry, (ii) they exclude financial information and events, such as the effects of an acquisition or amortization of intangible assets, that some may consider important in evaluating our performance, value or prospects for the future, (iii) they exclude items or types of items that may continue to occur from period to period in the future and (iv) they may not exclude all items which investors may consider to be unrelated to our long-term operations, such as the results of businesses divested during a period. These non-IFRS measures are not, and should not be viewed as, substitutes for IFRS reported net income (loss). We encourage investors to review our historical financial statements in their entirety and caution investors to use IFRS measures as the primary means of evaluating our performance, value and prospects for the future, and EBITDA and Adjusted EBITDA as supplemental measures.

#### **EBITDA and Adjusted EBITDA**

We define EBITDA as net profit before income tax expenses, depreciation and amortization and net interest expense. We define Adjusted EBITDA as EBITDA further adjusted to exclude impairment losses, other operating expenses and income (excluding depreciation and amortization), finance expenses and income (excluding net interest expense), our share of loss from investments accounted for under the equity method and other items that management believes are unrelated to our core operations such as purchase accounting effects

The most closely comparable measure presented in accordance with IFRS is net profit for the year. Please see slides 74 for a reconciliation to the respective most closely comparable measures presented in accordance with IFRS.



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### **FY2018 REPORTED RESULTS IN DETAIL**

|  | FY2017           | FY2018                                |          |        |                                       | FY2018                               |   | FY2018                                   |          |         |
|--|------------------|---------------------------------------|----------|--------|---------------------------------------|--------------------------------------|---|--|----------|---------|
| (BN YEN)                               | LEGACY<br>TAKEDA | LEGACY<br>TAKEDA <sup>*1</sup><br>(A) | VS. F    | Рγ     | SHIRE ACQUISITION RELATED COSTS*2 (B) | LEGACY<br>SHIRE <sup>*3</sup><br>(C) | PURCHASE<br>ACCOUNTING<br>IMPACT<br>(D) | CONSOLIDATED<br>TOTAL<br>(A)+(B)+(C)+(D) | VS. I    | рγ      |
| Revenue                                | 1,770.5          | 1,788.0                               | +17.5    | +1.0%  | -                                     | 309.2                                | -                                       | 2,097.2                                  | +326.7   | +18.5%  |
| Cost of sales                          | -495.9           | -476.4                                | +19.6    | +3.9%  | -                                     | -101.6                               | -81.7                                   | -659.7                                   | -163.8   | -33.0%  |
| Gross Profit                           | 1,274.6          | 1,311.7                               | +37.1    | +2.9%  | -                                     | 207.6                                | -81.7                                   | 1,437.5                                  | +162.9   | +12.8%  |
| % of revenue                           | 72.0%            | 73.4%                                 |          | +1.4pp | -                                     | 67.1%                                | -                                       | 68.5%                                    |          | -3.4pp  |
| SG&A expenses                          | -628.1           | -594.7                                | +33.4    | +5.3%  | -23.8                                 | -98.5                                | -0.6                                    | -717.6                                   | -89.5    | -14.2%  |
| R&D expenses                           | -325.4           | -323.7                                | +1.7     | +0.5%  | -1.6                                  | -43.0                                | -                                       | -368.3                                   | -42.9    | -13.2%  |
| Amortization of intangible assets      | -126.1           | -95.4                                 | +30.7    | +24.3% | -                                     | 0.0                                  | -99.2                                   | -194.7                                   | -68.6    | -54.4%  |
| Impairment losses on intangible assets | 4.0              | -8.7                                  | -12.7    | -      | -                                     | -0.0                                 | -                                       | -8.7                                     | -12.7    | -       |
| Other operating income                 | 169.4            | 161.2                                 | -8.2     | -4.8%  | -                                     | -1.4                                 | -                                       | 159.9                                    | -9.5     | -5.6%   |
| Other operating expenses               | -126.6           | -38.6                                 | +88.0    | +69.5% | -59.6                                 | -4.9                                 | -                                       | -103.2                                   | +23.4    | +18.5%  |
| Operating profit                       | 241.8            | 411.8                                 | +170.0   | +70.3% | -85.0                                 | 59.8                                 | -181.6                                  | 205.0                                    | -36.8    | -15.2%  |
| % of revenue                           | 13.7%            | 23.0%                                 |          | +9.4pp | -                                     | 19.3%                                |   | 9.8%                                     |          | -3.9pp  |
| Finance income                         | 39.5             | 16.6                                  | -22.9    | -57.9% | -                                     | -0.0                                 | 0.2                                     | 16.8                                     | -22.7    | -57.4%  |
| Finance expenses                       | -31.9            | -27.1                                 | +4.8     | +15.1% | -41.3                                 | -10.6                                | -4.2                                    | -83.3                                    | -51.4    | -160.9% |
| Equity income/loss                     | -32.2            | -43.9                                 | -11.7    | -36.4% | -                                     | 0.3                                  | -                                       | -43.6                                    | -11.4    | -35.5%  |
| Profit before tax                      | 217.2            | 357.4                                 | +140.2   | +64.5% | -126.3                                | 49.4                                 | -185.6                                  | 94.9                                     | -122.3   | -56.3%  |
| Net profit                             | 186.9            | 312.9                                 | +126.0   | +67.4% | -100.2                                | 38.1                                 | -141.7                                  | 109.1                                    | -77.8    | -41.6%  |
| EPS (yen)*4                            | 239 yen          | 399 yen                               | +159 yen | +66.6% | -                                     | -                                    | -                                       | 113 yen                                  | -126 yen | -52.6%  |
| Core Earnings                          | 322.5            | 393.3                                 | +70.8    | +21.9% | -                                     | 66.0                                 | -                                       | 459.3                                    | +136.8   | +42.4%  |
| Core Earnings Margin                   | 18.2%            | 22.0%                                 |          | +3.8pp | -                                     | 21.4%                                | -                                       | 21.9%                                    |          | +3.7pp  |
| USD/JPY                                | 111 yen          | 111 yen                               | -0 yen   | -0.4%  |                                       |                                      |   | 111 yen                                  | -0 yen   | -0.4%   |
| EUR/JPY                                | 129 yen          | 129 yen                               | -1 ven   | -0.4%  |                                       |                                      |   | 129 yen                                  | -1 yen   | -0.4%   |

\*1. Excludes Legacy Shire financials (from January 8, 2019 to March 31, 2019), costs incurred by Legacy Takeda and Legacy Shire related to the acquisition, and financial impact from purchase accounting \*2. Costs incurred by Legacy Takeda and Legacy Shire related to the acquisition

\*3. Legacy Shire financials (from January 8, 2019, to March 31, 2019) excluding acquisition related costs

<sup>\*4.</sup> Number of shares used for FY2018 EPS calculation: Legacy Takeda 784,477,109 shares (as of Jan 7, 2019, the day before the completion of the Shire acquisition) and consolidated total 961,476,993 shares (April 2018 – March 2019 average)



## **FY2018 LEGACY TAKEDA UNDERLYING RESULTS**

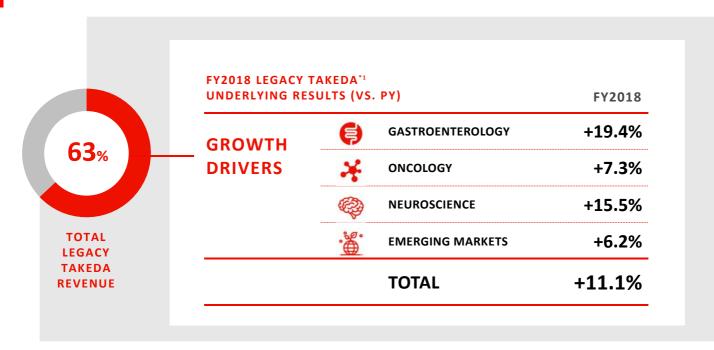
#### FY2018 LEGACY TAKEDA\*1 UNDERLYING RESULTS (VS. PY)

| (Bn yen)        | FY2017  | FY2018  | vs. PY |
|-----------------|---------|---------|--------|
| Revenue         | 1,673.2 | 1,762.3 | +5.3%  |
| Gross Profit    | 1,201.1 | 1,290.2 | +7.4%  |
| % of revenue    | 71.8%   | 73.2%   | +1.4pp |
| OPEX            | -917.9  | -897.5  | +2.2%  |
| % of revenue    | -54.9%  | -50.9%  | +4.0pp |
| Core Earnings   | 283.2   | 392.7   | +38.7% |
| % of revenue    | 16.9%   | 22.3%   | +5.4pp |
| Core Net Profit | 209.7   | 270.6   | +29.0% |
| Core EPS        | 268 yen | 346 yen | +29.0% |

\*1. Excludes Legacy Shire financials (from January 8, 2019, to March 31, 2019).

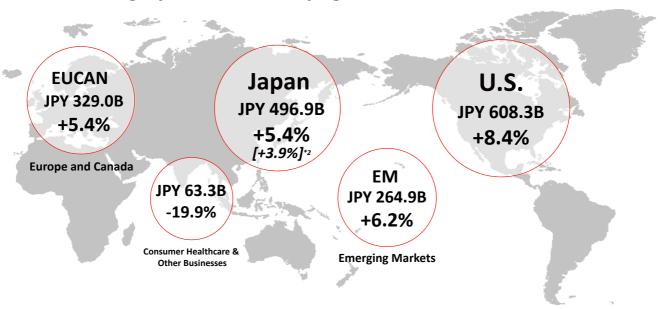


## **FY2018 LEGACY TAKEDA'S GROWTH DRIVERS**



## FY2018 LEGACY TAKEDA UNDERLYING REVENUE GROWTH BY REGION

FY2018 Legacy Takeda<sup>1</sup> Underlying Revenue: JPY 1,762.3B, +5.3%



 $<sup>^{*}</sup>$ 1. Excludes Legacy Shire financials (from January 8, 2019, to March 31, 2019).



## FY2018 RECONCILIATION FROM REPORTED TO CORE: CONSOLIDATED

|  |          |  |                                 |  | REPORT   | ED TO CORE ADJUST                                | TMENTS                                |  |                    |        |                 |
|--|----------|--|---------------------------------|--|--|--|---------------------------------------|--|--------------------|--------|-----------------|
| (BN YEN)                               | REPORTED | Amortization & impairment of intangible assets | Other operating income/ expense | Shire<br>acquisition<br>related<br>costs | Shire<br>purchase<br>accounting<br>adjustments | Teva JV<br>purchase<br>accounting<br>adjustments | Other purchase accounting adjustments | Gains on<br>sales of<br>securities &<br>properties | U.S. Tax<br>Reform | Others | CORE            |
| Revenue                                | 2,097.2  |  |                                 |  |  |  |                                       |  |                    |        | 2,097.2         |
| Cost of sales                          | -659.7   |  |                                 |  | 81.7   |  |                                       |  |                    |        | -578.0          |
| Gross Profit                           | 1,437.5  |  |                                 |  | 81.7   |  |                                       |  |                    |        | 1,519.3         |
| SG&A expenses                          | -717.6   |  |                                 | 23.8                                     | 0.6  |  |                                       |  |                    |        | -693.2          |
| R&D expenses                           | -368.3   |  |                                 | 1.6                                      |  |  |                                       |  |                    |        | -366.8          |
| Amortization of intangible assets      | -194.7   | 95.4   |                                 |  | 99.2   |  |                                       |  |                    |        | -               |
| Impairment losses on intangible assets | -8.7     | 8.7  |                                 |  |  |  |                                       |  |                    |        | -               |
| Other operating income                 | 159.9    |  | -58.4                           |  |  |  |                                       | -88.6  |                    | -12.9  | -               |
| Other operating expenses               | -103.2   |  | 41.4                            | 59.6                                     |  |  |                                       |  |                    | 2.1    | -               |
| Operating profit                       | 205.0    | 104.1  | -17.0                           | 85.0                                     | 181.6  |  |                                       | -88.6  |                    | -10.8  | 459.3           |
|  |          |  |                                 |  |  |  |                                       |  |                    |        | Core Earnings   |
| Financial income/expenses              | -66.4    |  |                                 | 18.1                                     | 4.0  |  |                                       |  |                    | 2.3    | -42.0           |
| Equity income/loss                     | -43.6    |  |                                 |  |  | 53.5   |                                       |  |                    |        | 9.8             |
| Profit before tax                      | 94.9     | 104.1  | -17.0                           | 103.1                                    | 185.6  | 53.5   |                                       | -88.6  |                    | -8.5   | 427.2           |
| Tax expense                            | 14.1     | -25.5  | 3.9                             | -20.5                                    | -44.0  | -16.4  |                                       | 30.2   |                    | -47.7  | -105.9          |
| Non-controlling interests              | 0.1      |  |                                 |  |  |  |                                       |  |                    |        | 0.1             |
| Net profit                             | 109.1    | 78.6   | -13.1                           | 82.6                                     | 141.7  | 37.1   |                                       | -58.4  |                    | -56.2  | 321.4           |
|  |          |  |                                 |  |  |  |                                       |  |                    |        | Core net profit |
| EPS (yen)                              | 113      |  |                                 |  |  |  |                                       |  |                    |        | 334             |
|  |          |  |                                 |  |  |  |                                       |  |                    |        | Core EPS        |
| Number of shares (millions)            | 961      |  |                                 |  |  |  |                                       |  |                    |        | 961             |



<sup>\*2.</sup> Excluding upfront payment received for product out-licensing in Japan: +3.9%

### **FY2017 RECONCILIATION FROM REPORTED TO CORE:** CONSOLIDATED

|  |          |  |                                 |  | REPOR  | TED TO CORE ADJUST                               | TMENTS                                |  |                    |        |                 |
|--|----------|--|---------------------------------|--|--|--|---------------------------------------|--|--------------------|--------|-----------------|
| (BN YEN)                               | REPORTED | Amortization & impairment of intangible assets | Other operating income/ expense | Shire<br>acquisition<br>related<br>costs | Shire<br>purchase<br>accounting<br>adjustments | Teva JV<br>purchase<br>accounting<br>adjustments | Other purchase accounting adjustments | Gains on<br>sales of<br>securities &<br>properties | U.S. Tax<br>Reform | Others | CORE            |
| Revenue                                | 1,770.5  |  |                                 |  |  |  |                                       |  |                    |        | 1,770.5         |
| Cost of sales                          | -495.9   |  |                                 |  |  |  | 1.4                                   |  |                    |        | -494.5          |
| Gross Profit                           | 1,274.6  |  |                                 |  |  |  | 1.4                                   |  |                    |        | 1,276.0         |
| SG&A expenses                          | -628.1   |  |                                 |  |  |  |                                       |  |                    |        | -628.1          |
| R&D expenses                           | -325.4   |  |                                 |  |  |  |                                       |  |                    |        | -325.4          |
| Amortization of intangible assets      | -126.1   | 126.1  |                                 |  |  |  |                                       |  |                    |        | -               |
| Impairment losses on intangible assets | 4.0      | -4.0   |                                 |  |  |  |                                       |  |                    |        | -               |
| Other operating income                 | 169.4    |  | -153.4                          |  |  |  |                                       | -16.0  |                    |        | -               |
| Other operating expenses               | -126.6   |  | 116.0                           |  |  |  |                                       |  |                    | 10.5   | -               |
| Operating profit                       | 241.8    | 122.1  | -37.4                           |  |  |  | 1.4                                   | -16.0  |                    | 10.5   | 322.5           |
|  |          |  |                                 |  |  |  |                                       |  |                    |        | Core Earnings   |
| Financial income/expenses              | 7.6      |  |                                 |  |  |  |                                       | -30.3  |                    | 7.6    | -15.0           |
| Equity income/loss                     | -32.2    |  |                                 |  |  | 40.0   |                                       |  |                    |        | 7.8             |
| Profit before tax                      | 217.2    | 122.1  | -37.4                           |  |  | 40.0   | 1.4                                   | -46.3  |                    | 18.1   | 315.2           |
| Tax expense                            | -30.5    | -35.9  | 15.8                            |  |  | -12.2  | -0.5                                  | 14.9   | -27.5              | -3.8   | -79.8           |
| Non-controlling interests              | 0.2      |  |                                 |  |  |  |                                       |  |                    |        | 0.2             |
| Net profit                             | 186.9    | 86.2   | -21.6                           |  |  | 27.8   | 1.0                                   | -31.4  | -27.5              | 14.3   | 235.6           |
|  |          |  |                                 |  |  |  |                                       |  |                    |        | Core net profit |
| EPS (yen)                              | 239      |  |                                 |  |  |  |                                       |  |                    |        | 302<br>Core EPS |
| Number of shares (millions)            | 781      |  |                                 |  |  |  |                                       |  |                    |        | 781             |

## FY2018 REPORTED LEGACY TAKEDA WITH INCURRED SHIRE ACQUISITION RELATED COSTS

|  |                                       | FY2018   |   |
|--|---------------------------------------|--|---|
| (Bn yen)                               | Legacy<br>Takeda <sup>*1</sup><br>(A) | Takeda incurred<br>Shire acquisition<br>related costs<br>(B) | Legacy Takeda<br>incl. Shire<br>acquisition<br>related costs<br>(A)+(B) |
| Revenue                                | 1,788.0                               | -  | 1,788.0   |
| Cost of sales                          | -476.4                                | -  | -476.4  |
| Gross Profit                           | 1,311.7                               | -  | 1,311.7   |
| SG&A expenses                          | -594.7                                | -23.8  | -618.4  |
| R&D expenses                           | -323.7                                | =  | -323.7  |
| Amortization of intangible assets      | -95.4                                 | =  | -95.4   |
| Impairment losses on intangible assets | -8.7                                  | =  | -8.7  |
| Other operating income                 | 161.2                                 | =  | 161.2   |
| Other operating expenses               | -38.6                                 | -35.5  | -74.1   |
| Operating profit                       | 411.8                                 | -59.3  | 352.5   |
| Finance income/expenses                | -10.5                                 | -41.3  | -51.8   |
| Equity income/loss                     | -43.9                                 | -  | -43.9   |
| Profit before tax                      | 357.4                                 | -100.6   | 256.8   |
| Net profit                             | 312.9                                 | -79.1  | 233.7   |
| EPS (yen)*2                            | 399 yen                               | -  | 243 yen   |
| Core Earnings                          | 393.3                                 | -  | 393.3   |
| Core Earnings Margin                   | 22.0%                                 | -  | 22.0%   |



<sup>&</sup>lt;sup>11</sup> Excludes costs incurred by Legacy Takeda related to the acquisition
<sup>12</sup> Number of shares used for FY2018 EPS calculation: Legacy Takeda 784,477,109 shares (as of Jan 7, 2019, the day before the completion of the Shire acquisition)

# FY2018 RECONCILIATION FROM REPORTED TO CORE/UNDERLYING CORE: LEGACY TAKEDA

|  |                  |   |                                 |  | REPOR  | TED TO CORE ADJUS                                | TMENTS                                |  |                    |        |                 | COR<br>UNDERLYIN | E TO<br>G CORE ADJ. |                    |
|--|------------------|---|---------------------------------|--|--|--|---------------------------------------|--|--------------------|--------|-----------------|------------------|---------------------|--------------------|
| (BN YEN)                               | REPORTED<br>NOTE | Amortization &<br>impairment of<br>intangible<br>assets | Other operating income/ expense | Shire<br>acquisition<br>related<br>costs | Shire<br>purchase<br>accounting<br>adjustments | Teva JV<br>purchase<br>accounting<br>adjustments | Other purchase accounting adjustments | Gains on<br>sales of<br>securities &<br>properties | U.S. Tax<br>Reform | Others | CORE            | FX               | Divestitures        | UNDERLYING<br>CORE |
| Revenue                                | 1,788.0          |   |                                 |  |  |  |                                       |  |                    |        | 1,788.0         | -15.3            | -10.4               | 1,762.3            |
| Cost of sales                          | -476.4           |   |                                 |  |  |  |                                       |  |                    |        | -476.4          | 1.9              | 2.3                 | -472.2             |
| Gross Profit                           | 1,311.7          |   |                                 |  |  |  |                                       |  |                    |        | 1,311.7         | -13.4            | -8.1                | 1,290.2            |
| SG&A expenses                          | -618.4           |   |                                 | 23.8                                     |  |  |                                       |  |                    |        | -594.7          | 4.1              | 5.4                 | -585.2             |
| R&D expenses                           | -323.7           |   |                                 |  |  |  |                                       |  |                    |        | -323.7          | 11.1             | 0.4                 | -312.3             |
| Amortization of intangible assets      | -95.4            | 95.4  |                                 |  |  |  |                                       |  |                    |        | -               |                  |                     | -                  |
| Impairment losses on intangible assets | -8.7             | 8.7   |                                 |  |  |  |                                       |  |                    |        | -               |                  |                     | -                  |
| Other operating income                 | 161.2            |   | -59.8                           |  |  |  |                                       | -88.6  |                    | -12.9  | -               |                  |                     | -                  |
| Other operating expenses               | -74.1            |   | 36.5                            | 35.5                                     |  |  |                                       |  |                    | 2.1    | -               |                  |                     | -                  |
| Operating profit                       | 352.5            | 104.1   | -23.3                           | 59.3                                     |  |  |                                       | -88.6  |                    | -10.8  | 393.3           | 1.7              | -2.3                | 392.7              |
|  |                  |   |                                 |  |  |  |                                       |  |                    |        | Core Earnings   |                  | Underlying          | Core Earnings      |
| Financial income/expenses              | -51.8            |   |                                 | 18.1                                     |  |  |                                       |  |                    | 2.3    | -31.4           | 3.1              | 0.3                 | -27.9              |
| Equity income/loss                     | -43.9            |   |                                 |  |  | 53.5   |                                       |  |                    |        | 9.6             | 0.1              | -                   | 9.7                |
| Profit before tax                      | 256.8            | 104.1   | -23.3                           | 77.4                                     |  | 53.5   |                                       | -88.6  |                    | -8.5   | 371.4           | 5.0              | -2.0                | 374.5              |
| Tax expense                            | -23.1            | -25.5   | 5.0                             | -15.7                                    |  | -16.4  |                                       | 30.2   |                    | -57.2  | -102.7          | -1.7             | 0.8                 | -103.6             |
| Non-controlling interests              | 0.1              |   |                                 |  |  |  |                                       |  |                    |        | 0.1             | -                | -0.4                | -0.3               |
| Net profit                             | 233.7            | 78.6  | -18.3                           | 61.6                                     |  | 37.1   |                                       | -58.4  |                    | -65.7  | 268.8           | 3.3              | -1.5                | 270.6              |
|  |                  |   |                                 |  |  |  |                                       |  |                    |        | Core net profit |                  | Underlying          | Core net profit    |
| EPS (yen)                              | 243              |   |                                 |  |  |  |                                       |  |                    |        | 280             |                  |                     | 346                |
|  |                  |   |                                 |  |  |  |                                       |  |                    |        | Core EPS        | re EPS Underl    |                     | lying Core EPS     |
| Number of shares (millions)            | 961              |   |                                 | <u>-</u>                                 | <u>-</u>                                       | <u>-</u>   | <u>-</u>                              | <u>-</u>   |                    |        | 961             |                  |                     | 781                |

Note: Includes Shire acquisition related costs incurred at Legacy Takeda



# FY2017 RECONCILIATION FROM REPORTED TO CORE/UNDERLYING CORE: LEGACY TAKEDA

|  |          |   |                                 |  | REPORT   | TED TO CORE ADJUS                                | TMENTS   |  |                    |        |                 | COR<br>UNDERLYIN |              |                    |
|--|----------|---|---------------------------------|--|--|--|--|--|--------------------|--------|-----------------|------------------|--------------|--------------------|
| (BN YEN)                               | REPORTED | Amortization &<br>impairment of<br>intangible<br>assets | Other operating income/ expense | Shire<br>acquisition<br>related<br>costs | Shire<br>purchase<br>accounting<br>adjustments | Teva JV<br>purchase<br>accounting<br>adjustments | Other<br>purchase<br>accounting<br>adjustments | Gains on<br>sales of<br>securities &<br>properties | U.S. Tax<br>Reform | Others | CORE            | FX               | Divestitures | UNDERLYING<br>CORE |
| Revenue                                | 1,770.5  |   |                                 |  |  |  |  |  |                    |        | 1,770.5         | -37.8            | -59.5        | 1,673.2            |
| Cost of sales                          | -495.9   |   |                                 |  |  |  | 1.4  |  |                    |        | -494.5          | 4.3              | 18.1         | -472.1             |
| Gross Profit                           | 1,274.6  |   |                                 |  |  |  | 1.4  |  |                    |        | 1,276.0         | -33.5            | -41.4        | 1,201.1            |
| SG&A expenses                          | -628.1   |   |                                 |  |  |  |  |  |                    |        | -628.1          | 10.1             | 13.1         | -604.8             |
| R&D expenses                           | -325.4   |   |                                 |  |  |  |  |  |                    |        | -325.4          | 11.3             | 1.0          | -313.1             |
| Amortization of intangible assets      | -126.1   | 126.1   |                                 |  |  |  |  |  |                    |        | -               |                  |              | -                  |
| Impairment losses on intangible assets | 4.0      | -4.0  |                                 |  |  |  |  |  |                    |        | -               |                  |              | -                  |
| Other operating income                 | 169.4    |   | -153.4                          |  |  |  |  | -16.0  |                    |        | -               |                  |              | -                  |
| Other operating expenses               | -126.6   |   | 116.0                           |  |  |  |  |  |                    | 10.5   | -               |                  |              | -                  |
| Operating profit                       | 241.8    | 122.1   | -37.4                           |  |  |  | 1.4  | -16.0  |                    | 10.5   | 322.5           | -12.1            | -27.3        | 283.2              |
|  |          |   |                                 |  |  |  |  |  |                    |        | Core Earnings   |                  | Underlyin    | g Core Earnings    |
| Financial income/expenses              | 7.6      |   |                                 |  |  |  |  | -30.3  |                    | 7.6    | -15.0           | 7.2              | -0.2         | -8.0               |
| Equity income/loss                     | -32.2    |   |                                 |  |  | 40.0   |  |  |                    |        | 7.8             | -0.1             | -            | 7.7                |
| Profit before tax                      | 217.2    | 122.1   | -37.4                           |  |  | 40.0   | 1.4  | -46.3  |                    | 18.1   | 315.2           | -4.9             | -27.4        | 282.9              |
| Tax expense                            | -30.5    | -35.9   | 15.8                            |  |  | -12.2  | -0.5   | 14.9   | -27.5              | -3.8   | -79.8           | 0.9              | 6.1          | -72.7              |
| Non-controlling interests              | 0.2      |   |                                 |  |  |  |  |  |                    |        | 0.2             | -0.0             | -0.7         | -0.5               |
| Net profit                             | 186.9    | 86.2  | -21.6                           |  |  | 27.8   | 1.0  | -31.4  | -27.5              | 14.3   | 235.6           | -4.0             | -21.9        | 209.7              |
|  |          |   |                                 |  |  |  |  |  |                    |        | Core net profit |                  | Underlying   | Core net profit    |
| EPS (yen)                              | 239      |   |                                 |  |  |  |  |  |                    |        | 302             |                  |              | 268                |
|  |          |   |                                 |  |  |  |  |  |                    |        | Core EPS        |                  | Unde         | rlying Core EPS    |
| Number of shares (millions)            | 781      |   |                                 |  |  |  |  |  |                    |        | 781             |                  |              | 781                |

### BRIDGE FROM REPORTED REVENUE TO UNDERLYING REVENUE: LEGACY TAKEDA

|                               | q      | Q4            |       |         | Full '  | Year    |       |        |
|-------------------------------|--------|---------------|-------|---------|---------|---------|-------|--------|
| (Bn yen)                      | FY2017 | FY2017 FY2018 |       | vs. PY  |         | FY2018  | vs. I | PY     |
| Revenue                       | 401.0  | 408.0         | +7.0  | + 1.8%  | 1,770.5 | 1,788.0 | +17.5 | + 1.0% |
| FX effects*                   | -9.1   | -0.7          | +8.4  | +2.2pp  | -37.8   | -15.3   | +22.5 | +1.3pp |
| Revenue excluding FX effects* | 391.9  | 407.3         | +15.4 | + 3.9%  | 1,732.7 | 1,772.7 | +40.0 | + 2.3% |
| Divestitures**                | -13.7  | -2.4          | +11.3 | +3.1pp  | -59.5   | -10.4   | +49.1 | +3.0pp |
| LLPs sold to Teva JV          | -0.1   | -             | +0.1  | +0.3pp  | -18.7   | -       | +18.7 | +1.2pp |
| TAK-935                       | -      | -             | -     | -       | -3.5    | -       | +3.5  | +0.2pp |
| Multilab                      | -1.2   | -             | +1.2  | +3.3pp  | -4.5    | -1.1    | +3.4  | +0.2pp |
| Techpool                      | -4.8   | -             | +4.8  | +13.4pp | -18.2   | -6.6    | +11.6 | +0.7pp |
| Others                        | -7.6   | -2.4          | +5.2  | +14.3pp | -14.5   | -2.6    | +11.9 | +0.7pp |
| Underlying Revenue            | 378.2  | 404.9         | +26.7 | + 7.1%  | 1,673.2 | 1,762.3 | +89.1 | + 5.3% |



#### **BRIDGE FROM OPERATING PROFIT TO UNDERLYING CORE EARNINGS: LEGACY TAKEDA**

|   | Q                     | 4     |        |          | Full  | /ear           |        |         |
|---|-----------------------|-------|--------|----------|-------|----------------|--------|---------|
| (Bn yen)                                      | FY2017 FY2018<br>NOTE |       | vs.    | vs. PY   |       | FY2018<br>NOTE | vs.    | PY      |
| Operating Profit                              | -80.5                 | 68.1  | +148.6 | -        | 241.8 | 352.5          | +110.7 | + 45.8% |
| Amortization and impairment of intangibles    | 35.8                  | 24.7  | -11.0  | -        | 122.1 | 104.1          | -18.0  | -10.7pp |
| Shire integration costs (Other expenses)      | -                     | 21.4  | +21.4  | -        | -     | 35.5           | +35.5  | +21.2pp |
| Other income/expenses                         | 87.9                  | 11.5  | -76.4  | -        | -37.4 | -25.8          | +11.5  | +6.9pp  |
| Non-recurring items (Shire acquisition costs) | -                     | 12.8  | +12.8  | -        | -     | 23.8           | +23.8  | +14.2pp |
| Non-recurring items (Others)                  | -13.4                 | -89.8 | -76.4  | -        | -4.1  | -96.8          | -92.8  | -55.4pp |
| Core Earnings                                 | 29.8                  | 48.7  | +18.9  | + 63.4%  | 322.5 | 393.3          | +70.8  | + 21.9% |
| FX effects*                                   | -2.2                  | 2.7   | +4.8   | +33.4pp  | -12.1 | 1.7            | +13.8  | +6.0pp  |
| Divestitures**                                | -4.3                  | -2.4  | +1.8   | +12.7pp  | -27.3 | -2.3           | +24.9  | +10.8pp |
| LLPs sold to Teva JV                          | -0.0                  | -     | +0.0   | +0.1pp   | -16.9 | -              | +16.9  | +7.3pp  |
| TAK-935                                       | -                     | -     | -      | +0.0pp   | -3.5  | -              | +3.5   | +1.5pp  |
| Multilab                                      | 0.3                   | -0.0  | -0.3   | -1.8pp   | 0.9   | -0.1           | -1.1   | -0.5pp  |
| Techpool                                      | -0.4                  | 0.0   | +0.4   | +2.5pp   | -0.9  | 0.5            | +1.4   | +0.6pp  |
| Others  | -4.2                  | -2.4  | +1.7   | +12.0pp  | -6.9  | -2.6           | +4.3   | +1.9pp  |
| Underlying Core Earnings                      | 23.3                  | 48.9  | +25.6  | + 109.5% | 283.2 | 392.7          | +109.5 | + 38.7% |



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<sup>\*</sup> FX adjustment applies FY2018 plan rate to both years (1USD=105 yen, 1EUR=130 yen)
\*\* Divestitures adjustments in FY2017, mainly include one-time gain from the 7 LLPs sold to the JV with Teva in May 2017, and in FY2018, mainly include Multilab and Techpool revenue.
Note: See reported to core, core to underlying reconciliation Excel sheet uploaded onto the website.

<sup>\*</sup> FX adjustment applies FY2018 plan rate to both years (1USD=105 yen, 1EUR=130 yen)

\*\* Divestitures adjustments in FY2017, mainly include one-time gain from the 7 LLPs sold to the JV with Teva in May 2017, and in FY2018, mainly include Multilab and Techpool profits/losses.

Note: Includes Shire acquisition related costs incurred at Legacy Takeda. See reported to core, core to underlying reconciliation Excel sheet uploaded onto the website.

### **BRIDGE FROM NET PROFIT TO UNDERLYING CORE NET PROFIT: LEGACY TAKEDA**

|  | (        | Q4             |          |         | Ful     | l Year         |         |         |
|--|----------|----------------|----------|---------|---------|----------------|---------|---------|
| (Bn yen)                                   | FY2017   | FY2018<br>NOTE | vs. PY   |         | FY2017  | FY2018<br>NOTE | vs.     | PΥ      |
| Net Profit                                 | -54.0    | 69.3           | +123.3   | -       | 186.9   | 233.7          | +46.9   | + 25.1% |
| EPS  | - 69 yen | 51 yen         | +120 yen | -       | 239 yen | 243 yen        | +4 yen  | + 1.6%  |
| Amortization and impairment of intangibles | 24.9     | 18.1           | -6.8     | -       | 86.2    | 78.7           | -7.5    | -6.1pp  |
| Shire integration costs (Other expenses)   | -        | 16.0           | +16.0    | -       | -       | 27.0           | +27.0   | +21.7pp |
| Other income/expenses                      | 65.0     | 11.1           | -53.9    | -       | -21.6   | -18.3          | +3.3    | +2.7pp  |
| Shire acquisition costs                    | -        | 10.5           | +10.5    | -       | -       | 21.5           | +21.5   | +17.3pp |
| Shire acquisition financial expenses       | -        | 0.6            | +0.6     | -       | -       | 13.2           | +13.2   | +10.6pp |
| Other exceptional gains and losses         | -17.7    | -119.7         | -102.0   | -       | -15.9   | -86.9          | -71.1   | -57.2pp |
| Core Net Profit                            | 18.2     | 5.9            | -12.2    | - 67.3% | 235.6   | 268.8          | +33.2   | + 14.1% |
| FX effects*                                | -0.6     | 0.3            | +0.9     | +0.3pp  | -4.0    | 3.3            | +7.3    | +3.9pp  |
| Divestitures**                             | -6.7     | -2.5           | +4.2     | +1.2pp  | -21.9   | -1.5           | +20.4   | +11.0pp |
| Underlying Core Net Profit                 | 10.8     | 3.7            | -7.1     | - 65.8% | 209.7   | 270.6          | +60.8   | + 29.0% |
| Underlying Core EPS                        | 14 yen   | 5 yen          | - 9 yen  | - 65.8% | 268 yen | 346 yen        | +78 yen | + 29.0% |



## **FREE CASH FLOW**

| (Bn yen)   | FY2017 | FY2018 | )18 vs. PY |        |
|--|--------|--------|------------|--------|
| Net profit   | 186.7  | 109.0  | -77.7      | -41.6% |
| Depreciation, amortization and impairment loss                             | 195.7  | 282.6  | +86.9      |        |
| Decrease (increase) in trade working capital                               | 19.9   | 28.9   | +8.9       |        |
| Income taxes paid  | -29.9  | -44.9  | -15.0      |        |
| Other  | 5.4    | -47.1  | -52.5      |        |
| Net cash from operating activities   | 377.9  | 328.5  | -49.4      | -13.1% |
| Acquisition of PP&E  | -67.0  | -77.7  | -10.7      |        |
| Proceeds from sales of PP&E  | 3.0    | 50.7   | +47.8      |        |
| Acquisition of intangible assets   | -61.3  | -56.4  | +4.8       |        |
| Acquisition of investments   | -16.9  | -17.1  | -0.2       |        |
| Proceeds from sales and redemption of investments                          | 40.7   | 65.0   | +24.3      |        |
| Proceeds from sales of business, net of cash and cash equivalents divested | 85.1   | 85.1   | +0.1       |        |
| Free Cash Flow   | 361.5  | 378.1  | +16.7      | +4.6%  |



<sup>\*</sup> FX adjustment applies FY2018 plan rate to both years (1USD=105 yen, 1EUR=130 yen)

\*\* Divestitures adjustments in FY2017, mainly include one-time gain from the 7 LLPs sold to the JV with Teva in May 2017, and in FY2018, mainly include Multilab and Techpool profits/losses.

Note: Includes Shire acquisition related costs incurred at Legacy Takeda. See reported to core, core to underlying reconciliation Excel sheet uploaded onto the website.

## **OPERATING FREE CASH FLOW**

| (Bn yen)                                       | FY2017 | FY2018 | vs. F | PΥ     |
|--|--------|--------|-------|--------|
| Net profit                                     | 186.7  | 109.0  | -77.7 | -41.6% |
| Depreciation, amortization and impairment loss | 195.7  | 282.6  | +86.9 |        |
| Decrease (increase) in trade working capital   | 19.9   | 28.9   | +8.9  |        |
| Income taxes paid                              | -29.9  | -44.9  | -15.0 |        |
| Other <sup>*1</sup>                            | -21.4  | -47.1  | -25.7 |        |
| Net cash from operating activities             | 351.1  | 328.5  | -22.6 | -6.4%  |
| Acquisition of PP&E                            | -63.6  | -77.7  | -14.1 |        |
| Acquisition of intangible assets <sup>*2</sup> | -44.6  | -56.4  | -11.8 |        |
| Operating Free Cash Flow                       | 242.9  | 194.4  | -48.5 | -20.0% |

- Sale of real estate and marketable securities generated an additional 173.4 Bn yen
- Sale of non-core businesses Techpool and Multilab generated an additional 27.5 Bn yen



## **NET DEBT/ADJUSTED EBITDA**

| (Bn yen)  | FY2017 | FY2018   | VS.      | PY      |
|---|--------|----------|----------|---------|
| Operating Free Cash Flow  | 242.9  | 194.4    | -48.5    | -20.0%  |
| Sale of Wako shares   | 84.5   | -        |          |         |
| Sale of Techpool and Multilab shares                                    | -      | 27.5     | ]        |         |
| Sale of other shareholdings <sup>*1</sup>                               | 40.6   | 65.0     | 200.9    |         |
| Real estate disposals*1   | 39.3   | 108.3    |          |         |
| Payment into restricted deposit of TiGenix                              | -71.8  |          |          |         |
| Dividend  | -141.9 | -143.0   |          |         |
| Repayment of long term loans and bonds                                  | -140.0 | -        |          |         |
| Bridge and term loan facilities, etc Shire acquisition                  | -      | -19.5    |          |         |
| Net of cash consideration - Shire acquisition                           | -      | -2,891.9 |          |         |
| Proceeds from long-term loans and issuance of bonds - Shire acquisition | -      | 3,295.9  |          |         |
| Others  | -78.6  | -229.2   |          |         |
| Net increase (decrease) in cash   | -24.9  | 407.6    | +432.5   | _       |
| (Bn yen)  | FY2017 | FY2018   | VS.      | PY      |
| Cash and cash equivalents*2   | 294.5  | 702.1    | +407.6   | +138.4% |
| Debt <sup>*3</sup>  | -985.7 | -5,751.0 | -4,765.3 | -483.5% |
| Net cash (debt)   | -691.1 | -5,048.9 | -4,357.7 | -630.5% |
| Gross debt/Adjusted EBITDA ratio  | 2.6 x  | 10.7 x   | +8.1     |         |
| Net debt/Adjusted EBITDA ratio  | 1.8 x  | 9.4 x    | +7.6     |         |
| Net debt/Pro-forma Adjusted EBITDA ratio                                |        | 4.7 x    |          |         |
| Adjusted EBITDA*4   | 377.7  | 536.4    | +158.7   | +42.0%  |
| Pro-forma Adjusted EBITDA*4   |        | 1,077.7  |          |         |

<sup>\*\*</sup> FY2018 disposal objective: \*\*110 Bn yen in total \*\* Includes short-term investments which mature or become due within one year from the reporting date \*\*1 Bonds and loans of current and non-current liabilities \* Please see slides 74 for details.



The following items have been excluded from the above cash flow statement:
\*1 FY2017: 26.8 Bn yen of cash benefit with a payment from escrow regarding the Unipharm transaction (offset by an outflow entry in "investing activities").

<sup>\*2</sup> FY2017: Payment of 16.6 Bn yen to buy back future royalties.

## RECONCILIATION FROM NET PROFIT TO EBITDA/ADJUSTED EBITDA

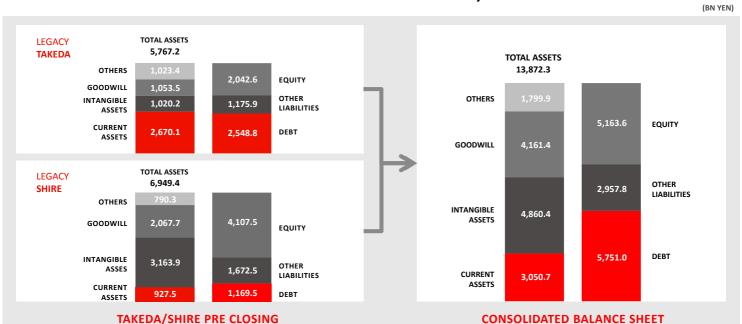
| (Davisa)   | Full y | ear ended Marc | h 31    |
|--|--------|----------------|---------|
| (Bn yen)   | 2017   | 2018           | 2019    |
| Net profit for the year  | 115.5  | 186.7          | 109.0   |
| Income tax expenses  | 27.8   | 30.5           | -14.1   |
| Depreciation and amortization  | 171.4  | 182.1          | 272.4   |
| Interest expense, net  | 5.5    | 6.8            | 41.6    |
| EBITDA   | 320.2  | 406.1          | 408.9   |
| Impairment losses  | 51.4   | 13.5           | 10.1    |
| Other operating expense (income), net, excluding depreciation and amortization   | -78.3  | -61.1          | -58.6   |
| Finance expense (income), net, excluding interest income and expense, net        | 5.4    | -14.4          | 24.9    |
| Share of loss on investments accounted for under the equity method               | 1.5    | 32.2           | 43.6    |
| Other adjustments:   |        |                |         |
| Transaction costs related to the acquisition of ARIAD                            | 3.2    | -              | -       |
| Impact on profit related to fair value step up of inventory in ARIAD acquisition | -      | 1.4            | -       |
| Acquisition costs related to Shire   | -      | -              | 23.8    |
| Other costs related to Shire   | -      | -              | 1.6     |
| Impact on profit related to fair value step up of inventory in Shire acquisition | -      | -              | 82.2    |
| Adjusted EBITDA  | 303.4  | 377.7          | 536.4   |
| Shire's Non GAAP EBITDA (Apr 2018 - Dec 2018)*                                   | -      | -              | 541.3   |
| Pro-forma Adjusted EBITDA**  | -      | -              | 1,077.7 |

<sup>\*</sup> Subtracted Shire Jan – Mar 2018 (3 months) Non GAAP EBITDA from Shire Jan – Dec 2018 (12 months) Non GAAP EBITDA and converted to JPY with average exchange rate of \$:¥ of 1: 110.8 (Apr – Dec 2018).
\*\* 12-month Apr 2018 – Mar 2019 combined Adjusted EBITDA of Takeda and Shire.
Note: Takeda's Adjusted EBITDA and Shire's Non-GAAP EBITDA are not directly comparable, because (1) Takeda's results are based on IFRS and Shire's results are based on U.S. GAAP and (2) Takeda's Adjusted EBITDA and Shire's Non-GAAP EBITDA are defined differently.

#### Takeda

## **CONSOLIDATED BALANCE SHEET AS OF MARCH 31, 2019**

(AS OF DECEMBER 31, 2018)



Takeda

(AS OF MARCH 31, 2019)

## **FY2019 FORECAST**

|                           | FY2018             | FY2019             |                  |         | FY2018<br>Actual                              | FY2019<br>Forecast |          |         |
|---------------------------|--------------------|--------------------|------------------|---------|---|--------------------|----------|---------|
| (Bn yen)                  | Actual             | Forecast           | vs. I            | PΥ      | Excl. Shire a<br>related co<br>purchase accou | vs. F              | γ        |         |
| Revenue                   | 2,097.2            | 3,300.0            | +1,202.8         | +57.4%  | 2,097.2                                       | 3,300.0            | +1,202.8 | +57.4%  |
| R&D expenses              | -368.3             | -491.0             | -122.7           | -33.3%  | -366.7  | -491.0             | -124.3   | -33.9%  |
| Amortization & impairment | -203.4             | -659.0             | -455.6           | -224.0% | -104.1  | -220.0             | -115.9   | -111.3% |
| Other operating income    | 159.9              | 9.0                | -150.9           | -94.4%  | 159.9   | 9.0                | -150.9   | -94.4%  |
| Other operating expenses  | -103.2             | -172.0             | -68.8            | -66.7%  | -43.5   | -18.0              | +25.5    | +58.6%  |
| Operating profit          | 205.0              | -193.0             | -398.0           | -       | 471.5   | 654.0              | +182.5   | +38.7%  |
| Profit before tax         | 94.9               | -369.0             | -463.9           | -       | 406.8   | 581.0              | +174.2   | +42.8%  |
| Net profit                | 109.1              | -383.0             | -492.1           | -       | 351.0   | 413.0              | +62.0    | +17.7%  |
| EPS (yen)                 | 113 yen            | -246 yen           | -360 yen         | -       | 365 yen                                       | 266 yen            | -99 yen  | -27.2%  |
| Core Earnings             | 459.3              | 883.0              | +423.7           | +92.2%  | 459.3   | 883.0              | +423.7   | +92.2%  |
| USD/JPY<br>EUR/JPY        | 111 yen<br>129 yen | 111 yen<br>124 yen | -0 yen<br>-5 yen |         |   |                    |          |         |

| Shire acquisition related costs                        | FY2018 | FY2019 |
|--|--------|--------|
| SG&A and R&D expenses - acquisition costs, etc.        | -25.3  | -      |
| Other operating expenses - integration costs           | -59.6  | -154.0 |
| Financial expenses - Bridge loan fees, interests, etc. | -41.3  | -87.0  |
| Profit Before Tax impact                               | -126.3 | -241.0 |
| Purchase accounting impact (major items)               |        |        |
| Cost of sales - unwinding of inventories step-up       | -82.2  | -253.0 |
| Amortization of intangible assets - Shire acquisition  | -99.2  | -439.0 |
| Other non-cash items                                   |        |        |
| Amortization of intangible assets<br>- Legacy Takeda   | -95.4  | -99.0  |
| Impairment   | -8.7   | -121.0 |

Note: This FY2019 Reported Forecast does not take into consideration the recently announced divestitures of XIIDRA and TACHOSIL. but Takeda does not expect these divestitures to have a material impact.



The FY2019 Reported Forecast will be updated at a later date to reflect these divestitures once a reliable estimate of their impact can be made, which will depend upon the exact timing of transaction close.

#### **OUR ESG PROFILE: FOCUSED ON CREATING CORPORATE VALUE AND FOSTERING SUSTAINABILITY**

#### **OUR LEADERSHIP**

**COMMITMENT TO BUILDING A SUSTAINABLE** SOCIETY

- Access to Medicines Strategy
- Global CSR Program in developing countries
- Environmental targets and proactive CO2 reduction
- Safe Takeda Initiative
- **Supply Chain and Compliance initiatives**



Takeda aligns its Responsibility programs with the UN Sustainable Development Goals (SDGs)

#### **OUR RECOGNITION**

**WORKING WITH LEADING ORGANIZATIONS TO ADVANCE SUSTAINABILITY** 



Dow Jones Sustainability Indices

In Collaboration with RobecoSAM 40

Asia Pacific Index



**TAKEDA NOW RANKS FIFTH IN ACCESS TO MEDICINE INDEX** 

access to medicine Index





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## **GLOSSARY OF ABBREVIATIONS**

| AD    | Alzheimer's disease                                       |
|-------|---|
| ADC   | antibody drug conjugate                                   |
| ADHD  | attention deficit hyperactivity disorder                  |
| ALK   | anaplastic lymphoma kinase                                |
| ALS   | amyotrophic lateral sclerosis                             |
| AML   | acute myeloid leukemia                                    |
| AMR   | antibody mediated rejection                               |
| ASCT  | autologous stem cell transplant                           |
| ARD   | acid-related diseases                                     |
| втк   | Bruton's tyrosine kinase                                  |
| ввв   | blood brain barrier                                       |
| BOS   | budesonide oral suspension                                |
| CAR-T | Chimeric antigen receptor-T                               |
| CD    | Crohn's disease   |
| CHAWI | congenital hemophilia A with inhibitors                   |
| CIAS  | cognitive impairment associated with<br>schizophrenia     |
| CIC   | chronic idiopathic constipation                           |
| CIDP  | chronic inflammatory demyelinating polyradiculoneuropathy |
| CML   | chronic myeloid leukemia                                  |
| CMML  | chronic myelomonocytic leukemia                           |
| CSF   | cerebrospinal fluid                                       |
| CNS   | central nervous system                                    |
| CRL   | complete response letter                                  |
| CTCL  | cutaneous T-cell lymphoma                                 |
| CTTP  | congenital thrombotic thrombocytopenic purpura            |
| DAAO  | D-amino acid oxidase                                      |
| DED   | dry eye disease   |

| DLBCL  | diffuse large B-cell lymphoma            |
|--------|--|
| DM     | diabetes mellitus                        |
| DU     | duodenal ulcer                           |
| Dx     | diagnosis                                |
| EE H   | erosive esophagitis healing              |
| EE M   | erosive esophagitis maintenance          |
| EFI    | enteral feeding intolerance              |
| EGFR   | epidermal growth factor receptor         |
| EOE    | eosinophilic esophagitis                 |
| ESCC   | esophageal squamous-cell carcinoma       |
| FL     | front line                               |
| FLT-3  | FMS-like tyrosine kinase 3               |
| FSI    | first subject in                         |
| GCC    | guanylyl cyclase C                       |
| GERD   | gastroesophageal reflux disease          |
| GI     | gastrointestinal                         |
| GnRH   | gonadotropin-releasing hormone           |
| GU     | gastric ulcer                            |
| GvHD   | graft versus host disease                |
| HAE    | hereditary angioedema                    |
| H2H    | head to head                             |
| нсс    | hepatocellular carcinoma                 |
| HemA   | hemophilia A                             |
| HER2   | human epidermal growth factor receptor 2 |
| HL     | Hodgkin's lymphoma                       |
| HR MDS | high-risk myelodysplastic syndromes      |
| ·nn    | *- fl                                    |

| IBS-C  | irritable bowel syndrome with constipation |
|--------|--|
| IND    | investigational new drug                   |
| 1/0    | immuno-oncology                            |
| IV     | intravenous                                |
| iPSC   | induced pluripotent stem cells             |
| LBD    | Lewy body dementia                         |
| LB AML | low-blast acute myeloid leukemia           |
| LSD1   | Lysine specific demethylase 1              |
| LCM    | lifecycle management                       |
| mAb    | monoclonal antibody                        |
| MAOB   | monoamine oxidase B                        |
| MLD    | metachromatic leukodystrophy               |
| NAE    | NEDD8 activating enzyme                    |
| NASH   | non-alcoholic steatohepatitis              |
| ND     | newly diagnosed                            |
| NDA    | new drug application                       |
| Neg    | negative                                   |
| NERD   | non-erosive reflux disease                 |
| NF     | new formulation                            |
| NK     | natural killer                             |
| NME    | new molecular entity                       |
| NSCLC  | non-small cell lung cancer                 |
| NSCT   | non stem cell transplant                   |
| NS     | negative symptoms                          |
| OIC    | opioid induced constipation                |
| ORR    | overall response rate                      |
| DADD   | poly (ADR ribosa) polymorasa               |

| PBS     | phosphate buffered saline  |
|---------|--|
| PCAB    | potassium competitive acid blocker                               |
| PFIC    | progressive familial intrahepatic cholestasis                    |
| Ph+ ALL | Philadelphia chromosome-positive acute<br>lymphoblastic leukemia |
| PID     | primary immunodeficiency   |
| PPI     | proton pump inhibitor  |
| PK      | pharmacokinetics   |
| POC     | proof of concept   |
| POI     | post-operative ileus   |
| PTCL    | peripheral T-cell lymphoma                                       |
| R/R     | relapsed/refractory  |
| RA      | rheumatoid arthritis   |
| RCC     | renal cell cancer  |
| RTK     | receptor tyrosine kinase   |
| sALCL   | systemic anaplastic large cell lymphoma                          |
| SBS     | short bowel syndrome   |
| sc      | subcutaneous formulation   |
| SCT     | stem cell transplant   |
| SCZ     | schizophrenia  |
| SLE     | systemic lupus erythematosus                                     |
| sq      | squamous   |
| SR      | steroid refractory   |
| SR-GvHD | steroid refractory acute graft vs host disease                   |
| STING   | stimulator of interferon genes                                   |
| SUMO    | small ubiquitin-related modifier                                 |
| SYK     | spleen tyrosine kinase   |
| TESD    | treatment emergent sexual dysfunction                            |

