

# **CELEBRATING 240 YEARS: UNWAVERING VALUES**



**Christophe Weber** 

Representative Director, President & CEO

Better Health, Brighter Future

June 29<sup>th</sup>, 2021 | 145<sup>th</sup> Ordinary General Meeting of Shareholders

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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 convenience where references are made to Takeda and its subsidiaries in general. Likewise, the words "we", "us" and "our" 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.

#### **Forward-Looking Statements**

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. Without limitation, forward-looking statements often include words such as "targets", "plans", "believes", "hopes", "continues", "expects", "aims", "intends", "ensures", "will", "may", "should", "would", "could" "anticipates", "estimates", "projects" or similar expressions or the negative thereof. These forward-looking statements are based on assumptions about many important factors, including the following, which could cause actual results to differ materially from those expressed or implied by the forward-looking statements: the economic circumstances surrounding Takeda's global business, including general economic conditions in Japan and the United States; competitive pressures and developments; changes to applicable laws and regulations, including global health care reforms; challenges inherent in new product development, including uncertainty of clinical success and decisions of regulatory authorities and the timing thereof; uncertainty of commercial success for new and existing products; manufacturing global health care reforms; challenges inherent are consoring regarding the safety or efficacy of marketed products or product candidates; the impact of health crises, like the novel coronavirus pandemic, on Takeda and its customers and suppliers, including of its business; the timing of any such divestments(s); and other factors identified in Takeda's most recent Annual Report on Form 20-F and Takeda's other reports filed with the U.S. Securities and Exchange Commission, available on Takeda's website at: https://www.takeda.com/investors/sec-filings/ or at www.sec.gov. Takeda does not undertake to update any of the forward-looking statements it may make, except as required by law or stock exchange rule. Past performance is not

#### **Certain Non-IFRS Financial Measures**

This presentation and materials distributed in connection with this presentation include certain financial measures not presented in accordance with International Financial Reporting Standards ("IFRS"), such as Underlying Revenue, Core Operating Profit, Underlying Core Operating Profit, Core Net Profit, Underlying Core EPS, Net Debt, EBITDA, Adjusted EBITDA and Free Cash Flow. Takeda's management evaluates results and makes operating and investment decisions using both IFRS and non-IFRS measures included in this presentation. These non-IFRS measures exclude certain income, cost and cash flow items which are included in, or are calculated differently from, the most closely comparable measures presented in accordance with IFRS. 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. Takeda's non-IFRS measures are not prepared in accordance with IFRS and such non-IFRS measures should be considered a supplement to, and not a substitute for, measures prepared in accordance with IFRS (which we sometimes refer to as "reported" measures). Investors are encouraged to review the definitions and reconciliations of non-IFRS financial measures to their most directly comparable IFRS measures, which are on slides 19-27.

#### Medical information

This presentation contains information about products that may not be available in all countries, or may be available under different trademarks, for different indications, in different strengths. Nothing contained herein should be considered a solicitation, promotion or advertisement for any prescription drugs including the ones under development.

#### **Financial information**

Takeda's financial statements are prepared in accordance with International Financial Reporting Standards ("IFRS").

The revenue of Shire plc ("Shire"), which was historically presented by Shire in accordance with accounting principles generally accepted in the United States ("U.S. GAAP"), has been conformed to IFRS, without material difference.

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.

This presentation includes certain pro forma information giving effect to the Shire acquisition as if it had occurred on April 1, 2018. This pro forma information has not been prepared in accordance with Article 11 of Regulation S-X. This pro forma information is presented for illustrative purposes and is based on certain assumptions and judgments based on information available to us as of the date hereof, which may not necessarily have been applicable if the Shire acquisition had actually happened as of April 1, 2018. Moreover, this pro forma information gives effect to certain transactions and other events which are not directly attributable to the Shire acquisition and/or which happened subsequently to the Shire acquisition, such as divestitures and the effects of the purchase price allocation for the Shire acquisition, and therefore may not accurately reflect the effect on our financial condition and results of operations if the Shire acquisition had actually been completed on April 1, 2018. Therefore, undue reliance should not be placed on the pro forma information included herein.



# Better Health for People, Brighter Future for the World

Our vision is to discover and deliver life-transforming treatments, guided by our commitment to:



We are guided by our values of Takeda-ism which incorporate Integrity, Fairness, Honesty, and Perseverance, with Integrity at the core. They are brought to life through actions based on Patient-Trust-Reputation-Business, in that order.

# DEEP INTEGRATION OF ESG INTO OUR CORPORATE PHILOSOPHY IMPERATIVES

Committed to measuring our performance – World Economic Forum's International Business Council Stakeholder Capitalism metrics

Environment





PLANET

Protect our planet

PATIENTS

Responsibly

into highly

translate science

innovative, life-

and vaccines

changing medicines

Accelerate

improve lives

worldwide

access to

PEOPLE

Create an exceptional people experience Commit to governance that provides sustainable value to society

VALUES-BASED

GOVERNANCE

Engage in thoughtful, agile, decision-making

Takeda

#### UNLEASH THE POWER OF DATA AND DIGITAL



thoughtfu decision-n

Governance



### OUR PEOPLE ARE THE CORNERSTONE OF TAKEDA'S SUCCESS







# DIVERSE & EXPERIENCED BOARD WITH 75% INDEPENDENT DIRECTORS & THREE COMMITTEES

A NEW BOARD SUBJECT TO SHAREHOLDERS' APPROVAL

#### INTERNAL DIRECTORS



CHRISTOPHE WEBER Representative Director, President & CEO



**ANDY PLUMP** Director, President, Research & Development

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MASATO IWASAKI Representative Director, Japan General Affairs



**COSTA SAROUKOS** Director, Chief Financial Officer



#### 1. As defined by Tokyo Stock Exchange listing rules

2. Christophe Weber participates in the committee as an observer

#### INDEPENDENT EXTERNAL DIRECTORS<sup>1</sup>



MASAHIRO SAKANE Independent Director Chair of the Board meeting Chair of Nomination Committee



YOSHIAKI FUJIMORI Independent Director



**KOJI HATSUKAWA** Independent Director, Chair of A&SC<sup>4</sup>



OLIVIER BOHUON Independent Director





IAN CLARK Independent Director



**STEVEN GILLIS** Independent Director



**EMIKO HIGASHI** Independent Director Chair of Compensation Committee



SHIRO KUNIYA Independent Director



MICHEL ORSINGER Independent Director



TOSHIYUKI SHIGA Independent Director



MASAMI IIJIMA Independent Director

3. Current members of NC and CC subject to be confirmed at the Board of Directors meeting after the Ordinary General Meeting of Shareholders

4. Current chair of A&SC subject to be decided at A&SC after the Ordinary General Meeting of Shareholders



# **DIVERSE AND EXPERIENCED TAKEDA EXECUTIVE TEAM (TET)**

The gender, age and geographic diversity of the Takeda Executive Team together with its functional expertise and unparalleled experience, ensures quick and transparent decision-making



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**CHRISTOPHE WEBER** Representative Director President & CEO



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**MILANO FURUTA** President, Japan Pharma Business Unit



YOSHIHIRO

NAKAGAWA

Global General Counsel



Chief Global Corporate

Affairs Officer



**KOKI SATO** Corporate Strategy Officer & Chief of Staff



ANDY PLUMP Director President, Research & Development

MARCELLO AGOSTI Global Business Development Officer

TI TERESA BITETTI President, Global Oncology Business Unit

TTILAUREIalChief Huess UnitOfficer

LAUREN DUPREY JERRY GRECO Chief Human Resources Global Quality Officer JULIE KIM President, Plasma-Derived Therapies Business Unit

ed President, U.S. Business Unit and Global Portfolio Commercialization RAJEEV VENKAYYA President, Global Vaccine Business Unit

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**GILES PLATFORD** President, Europe & Canada Business Unit



**MWANA LUGOGO** Chief Ethics & Compliance Officer



THOMAS WOZNIEWSKI Global Manufacturing & Supply Officer



RICARDO MAREK President, Growth & Emerging Markets Business Unit



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### PATIENT-FIRST RESPONSE TO COVID-19 THROUGH PARTNERSHIPS

Vaccine Product/ Candidate	Mechanism	Current status
<b>TAK-019</b> (in-license from Novavax)	Recombinant s-protein vaccine candidate against SARS-CoV-2 adjuvanted with Matrix-M	<ul> <li>Partnership with Novavax in Japan for the development, manufacturing and commercialization of 250 million doses of their COVID-19 vaccine candidate</li> <li>Clinical Phase 1/2 study in Japan started February 2021; dosing complete in April 2021</li> <li>Takeda aims to distribute the first doses in Japan in H2 FY21, subject to regulatory approval</li> </ul>
COVID-19 Vaccine Moderna Intramuscular Injection (in-license from Moderna)	mRNA vaccine against SARS-CoV-2	<ul> <li>Three-way agreement among Takeda, Moderna and the Government of Japan's Ministry of Health, Labour and Welfare (MHLW) to <b>import and distribute 50 million doses</b> of Moderna's COVID-19 vaccine in Japan</li> <li>Regulatory approval in Japan on May 21, 2021. Takeda has begun distribution in Japan.</li> </ul>

In addition, Takeda also released capacity at contract manufacturer, IDT Biologika GmbH, to manufacture Johnson & Johnson's vaccine for three months

#### Other initiatives by Takeda to combat COVID-19

- Hyperimmune globulin: Takeda co-founded the CoVIg-19 Plasma Alliance to evaluate a hyperimmune globulin. While the data did not meet its endpoints, the program has contributed to the scientific understanding of antibody-based treatment to address the virus.
- Additional therapeutics: The company has assessed existing Takeda products for activity against the COVID-19 virus and has
  participated in the COVID R&D Alliance, the Innovative Medicines Initiative (IMI) CARE consortium, the Accelerating COVID-19
  Therapeutic Interventions and Vaccines (ACTIV) partnership and the COVID RED project.

### FY2020 RESULTS DEMONSTRATED THE RESILIENCE OF OUR PORTFOLIO

**Reported Revenue JPY 3,197.8** with underlying growth +2.2%<sup>1</sup> driven by 14 Global Brands

**Reported Op Profit JPY 509.3B** grew +407.2% versus previous year

**Core Op Profit<sup>2</sup> JPY 967.9B** with underlying growth +13.0%<sup>2</sup> due to accelerated synergies

**Net debt / adj. EBITDA<sup>3</sup> at 3.2x** with deleveraging driven by strong free cash flow

Up to ~\$12.9B non-core asset divestitures<sup>4</sup> exceeding our \$10B target

- 1. Please refer to slide 20 for its definition and slide 22 for reconciliation.
- 2. Please refer to slide 20 for its definition and slide 23 for reconciliation.
- 3. Please refer to slide 21 for definition, and slides 24-25 for reconciliation.

4. Includes transactions yet to close and the full value of milestones and other contingent payments not guaranteed to be made



#### UNDERLYING REVENUE GROWTH EXPECTED TO ACCELERATE IN FY2021; RAMPING UP R&D INVESTMENT TO SUPPORT THE PIPELINE

(BN YEN)	FY2020 RESULTS	FY2021 FORECAST
REVENUE	3,197.8	3,370.0
R&D EXPENSES	-455.8	-522.0
REPORTED OPERATING PROFIT	509.3	488.0
CORE OPERATING PROFIT <sup>1</sup>	967.9	930.0
REPORTED EPS (YEN)	241	160
CORE EPS <sup>2</sup> (YEN)	420	394
ANNUAL DIVIDEND PER SHARE (YEN)	180	180

#### Key assumptions in FY2021 forecast:

(1) To date, Takeda has not experienced a material effect on its financial results as a result of the global spread of the novel coronavirus infectious disease (COVID-19). Based on currently available information, Takeda believes that its financial results for FY2021 will not be materially affected by COVID-19 and, accordingly, Takeda's FY2021 forecast reflects this belief. However, the situation surrounding COVID-19 remains highly fluid, and future COVID-19-related developments in FY2021, including new or additional COVID-19 outbreaks and additional or extended lockdowns, shelter-in-place orders or other government action in major markets, could result in further or more serious disruptions to Takeda's business, such as slowdowns in demand for Takeda's products, supply chain related issues or significant delays in its clinical trial programs. These events, if they occur, could result in an additional impact on Takeda's business, results of operations or financial condition, as well as result in significant deviations from Takeda's FY2021 forecast. (2) The gain on sale of a diabetes portfolio in Japan is booked as revenue (JPY 133.0B), and adjusted out of Core Operating Profit for FY2021

(3) Takeda expects at least one 505(b)2 competitor for subcutaneous VELCADE to launch in the U.S. around mid FY2021

(4) Takeda does not expect to restart sales of Natpara in the U.S. market in FY2021

(5) FY2021 guidance does not include the impact of any potential further divestitures beyond what has already been disclosed by Takeda

1. Please refer to slide 20 for its definition, slide 23 for FY2020 reconciliation, and slide 26 for FY2021 forecast reconciliation.

2. Please refer to slide 23 for FY2020 reconciliation.

3. Underlying growth adjusts for divestitures (assets divested in FY2020 and disclosed divestitures expected to close in FY2021) and applies the FY2020 full year average FX rate.

Please refer to slide 20 for definition of underlying growth. Underlying measures are also the basis for calculating management KPIs. Please refer to slide 28 for more details.



## OUR PIPELINE IS POISED TO DELIVER NOW AND IN THE FUTURE



- 1. Projected approval dates depend on data read-outs; some WAVE 1 target approval dates assume accelerated approval
- 2. Certain WAVE 2 programs may be accelerated into WAVE 1 depending on future data read outs
- 3. Approval date assumes filing on Phase 2 data

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- 4. In active discussions with the FDA. Projected approval subject to outcome of discussions
- 5. COVID-19 related shift in enrollment now suggests regulatory filing in FY24 and potential approval FY25

6. Filing of TAK-609 is subject to feedback from FDA on the ongoing extension trial and may change 7. Partnership with Neurocrine Biosciences

8. Approved May 21, 2021

Takeda's Fiscal Year ends March 31 of the following year; e.g., "FY21" refers to the twelve-month period ending March 31, 2022. All timelines are approximate estimates of June 29, 2021. For glossary of disease abbreviations please refer to Appendix.



### FY2021: UNPRECEDENTED YEAR FOR THE TAKEDA R&D PIPELINE

WAVE 1 SUBMISSIONS AND APPROVALS	<ul> <li>Anticipate 5 to 6 NME submissions under US FDA and other major global agency review</li> <li>Potential for 4 NME approvals: TAK-003, mobocertinib, maribavir, Eohilia<sup>1</sup></li> </ul>
WAVE 1 / WAVE 2 PHASE 2 & POC	<ul> <li>Orexin franchise         <ul> <li>TAK-994 Phase 2b data in NT1 and proof-of-concept in NT2</li> <li>TAK-861 / TAK-925 explore additional indications</li> </ul> </li> <li>Proof-of-concept: TAK-755 (iTTP), TAK-981, TAK-573, TAK-906, TAK-951</li> </ul>
REGIONAL SUBMISSIONS AND APPROVALS	<ul> <li>Expect up to 13 submissions<sup>2</sup> and 8 approvals in Japan<sup>3</sup></li> <li>Expect up to 12 submissions<sup>2</sup> and 6 approvals in China<sup>3</sup></li> <li>COVID-19 vaccine approved in Japan: TAK-919 (Brand name: COVID-19 Vaccine Moderna Intramuscular Injection)</li> <li>Potential for COVID-19 vaccine approval in Japan: TAK-019</li> </ul>

In active discussions with the FDA. Projected approval subject to outcome of discussions.
 Includes submissions under review

Includes submissions under review
 Global brands, regional brands, and NMEs

NT1: Narcolepsy type 1, NT2: Narcolepsy type 2



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### **CAPITAL ALLOCATION TO MAXIMIZE VALUE FOR PATIENTS & SHAREHOLDERS**

Takeda is delivering on its financial commitments and has a strong cash flow outlook driven by business momentum, cost synergies, and non-core asset divestures. Guided by our values and commitment to patients, people and the planet, we will allocate capital to maximize value for patients & shareholders.



## AIMING FOR COMPETITIVE TOTAL SHAREHOLDER RETURNS

- Total shareholder returns (TSR) exceeded Takeda's global peer group in 2014-2017.
- TSR was negative in 2018, mainly impacted by shareholder dynamics leading up to the acquisition of Shire, but has been positive since the deal closed in January 2019.
- Takeda is targeting a return to competitive TSR through continued growth of the business driven by an innovative pipeline, and return cash to shareholders, maintaining well-established dividend policy of 180 yen per share annually.





#### TRANSFORMATION TO A GLOBAL, VALUES-BASED, R&D-DRIVEN BIOPHARMACEUTICAL COMPANY

#### Accelerating Growth & Patient Impact

	We Are One Takeda	NEXT 10 YEARS
Strategic Evolution	TODAY	<ul> <li>Transforming Science Into Life-transforming Medicines</li> </ul>
FROM 2014	<ul> <li>Global Values-based, R&amp;D-driven Biopharmaceutical Company</li> </ul>	<ul> <li>Wave 1 and Wave 2 Pipeline Growth Opportunities</li> </ul>
<ul><li>Globalization</li><li>R&amp;D Transformation</li></ul>	<ul> <li>5 Key Business Areas &amp; 14 Global Brands</li> <li>11 NMEs in Wave 1 Pipeline</li> </ul>	
FY2014	FY2020	LONG TERM
REPORTED UNDERLYING CORE REVENUE PROFIT <sup>1</sup> MARGIN	REPORTED UNDERLYING CORE REVENUE PROFIT <sup>1</sup> MARGIN JPY <b>3,197.8</b> BN <b>30.2</b> %	GLOBAL PATIENT REVENUE GOAL IMPACT ACCELERATING JPY 5TN <sup>2</sup> GROWTH BY FY2030

1. Underlying Core Operating Profit. Please refer to slide 20 for definition and slides 23 & 27 for reconciliations 2. Includes incremental revenue not adjusted for Probability of Technical Success (PTS) and is not a "forecast" or "target" figure. PTS applies to the probability that a given clinical trial/study will be successful based on pre-defined endpoints, feasibility and other factors and regulatory bodies will grant approval. Actual future net sales achieved by our commercialized products and

pipelines will be different, perhaps materially so, as there is a range of possible outcomes from clinical development, driven by a number of variables, including safety, efficacy and product labelling. If a product is approved, the effect of commercial factors including the patient population, the competitive environment, pricing and reimbursement is also uncertain.



## **2021 ANNUAL INTEGRATED REPORT**

This report outlines Takeda's financial and non-financial results of FY2020 and the focus areas we believe are most important for the stakeholders and communities we serve. The reporting period covers FY2020 (April 1, 2020 to March 31, 2021), but may include information beyond March 31, 2021.







# **APPENDIX**



### **CORPORATE PHILOSOPHY IMPERATIVES AND PRIORITIES**

*Committed to measuring our performance – World Economic Forum's International Business Council Stakeholder Capitalism metrics* 

#### PATIENT

#### **Responsibly translate science into** Accelerate access to improve lives Create an exceptional people Protect our planet highly innovative, life-changing worldwide experience We will harness our unique capabilities to medicines and vaccines deliver a high standard of environmental leadership We partner with diverse stakeholders to support the We aim to create a diverse and inclusive that protects our planet's natural systems and organization where people can thrive, grow sustainability of health care systems. We focus on diseases with the highest unmet needs human health. and realize their own potential while enabling to bring medicines and vaccines of the highest our purpose. quality to patients as quickly as possible. **PRIORITY 1:** Deliver life-changing medicines and **PRIORITY 1:** Provide timely, broad and sustainable **PRIORITY 1:** Develop and attract top talent to deliver **PRIORITY 1:** Minimize the environmental impact of vaccines to people by cultivating the best science access to our innovative medicines worldwide. our vision with a highly engaged workforce. products and services based on the principles of a generated through our strong internal research and circular economy. **PRIORITY 2:** Ensure sustainable access to our **PRIORITY 2:** Focus on improving employee health, development capabilities complemented by our innovative medicines for patients diagnosed with a well-being and resilience. **PRIORITY 2:** Decarbonize our operations and extensive partnership network. serious condition in underserved communities, in value chain. **PRIORITY 3:** Drive positive change by **PRIORITY 2:** Embed a patient-centric and scienceparticular where there are no medical alternatives. promoting diversity, equity and inclusion. **PRIORITY 3:** Empower our employees to go above driven approach from discovery through **PRIORITY 3:** Improve patient outcomes and create and beyond to conserve the world's natural resources. commercialization to ensure rapid, global access to all **PRIORITY 4:** Create an environment that fosters societal value through partnerships. transformative medicines and vaccines. lifelong learning and a growth mindset, enabling employees to thrive inside and outside of Takeda. **PRIORITY 3:** Ensure the high quality, uninterrupted supply and delivery of our medicines and vaccines to people by harnessing innovation.

PEOPLE

#### DATA AND DIGITAL

Unleash the power of data and digital

We strive to transform Takeda into the most trusted, data-driven, outcomes-based biopharmaceutical company. **PRIORITY 1:** Provide personalized digital experiences to patients across the care pathway.

**PRIORITY 2:** Harness data as a digital enabler to generate sustainable value by acting on insights derived from analytics and Ai.

**PRIORITY 3:** Democratize technology and develop digital talent to speed innovation, improve outcomes and deliver on our commitments to patients.

PLANET



#### **TAKEDA'S DISCLOSURE METRICS**





### **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 (fiscal 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 using a full year plan rate and exclude the impacts 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 Operating Profit Growth", and "Underlying Core EPS Growth" as key financial metrics.

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

**Underlying Core Operating Profit** represents Core Operating Profit (as defined to the right) on a constant currency basis and further adjusted to exclude the impacts of divestitures that occurred during the reporting periods presented.

**Underlying Core EPS** represents net profit based on a constant currency basis, adjusted to exclude the impact of divestitures and items excluded in the calculation of Core EPS (as defined to the right), divided by the outstanding shares (excluding treasury shares) as of the end of the comparative period.

**Core Operating Profit** represents net profit adjusted to exclude income tax expenses, the 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 acquired intangible assets and other items unrelated to Takeda's core operations, such as purchase accounting effects and transaction related costs.

**Core EPS** represents net profit adjusted to exclude the impact of items excluded in the calculation of Core Operating Profit, 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 Takeda's ongoing operations and the tax effect of each of the adjustments, divided by the average outstanding shares (excluding treasury shares) of the reporting periods presented.



# **DEFINITION OF EBITDA/ADJUSTED EBITDA AND NET DEBT**

#### **EBITDA and 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 IFRS measures as the primary means of evaluating our performance, value and prospects for the future, and EBITDA and Adjusted EBITDA as supplemental measures.

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 and transaction related costs.

The most closely comparable measure presented in accordance with IFRS is net profit for the year. Please refer to slide 24 for a reconciliation to the respective most closely comparable measures presented in accordance with IFRS.

#### Net Debt

We present Net Debt because we believe that it is useful to investors in that our management uses it to monitor and evaluate our indebtedness, net of cash and cash equivalents, and, in conjunction with Adjusted EBITDA, to monitor our leverage. We also believe that similar measures of indebtedness are frequently used by securities analysts, investors and other interested parties in the evaluation of companies in our industry.

We define Net Debt first by calculating the sum of the current and non-current portions of bonds and loans as shown on our consolidated statement of financial position, which is then adjusted to reflect (i) the use of period-average, rather than period-end, exchange rates, which reflects the methodology for calculating our leverage ratios as contained in our term loans and revolving credit financing agreement, and which is the methodology which our management uses to monitor our leverage and (ii) a 50% equity credit applied to our aggregate principal amount of ¥500.0 billion hybrid (subordinated) bonds issued in June 2019 by S&P Global Rating Japan in recognition of the equity-like features of those bonds pursuant to such agency's ratings methodology. From this figure, we deduct cash and cash equivalents, excluding cash that is not available to Takeda's immediate or general business use, to calculate Net Debt.

The usefulness of Net Debt to investors has significant limitations including, but not limited to, (i) it may not be comparable to similarly titled measures used by other companies, including those in our industry, (ii) it does not reflect the amounts of interest payments to be paid on our indebtedness, (iii) it does not reflect any restrictions on our ability to prepay or redeem any of our indebtedness, (iv) it does not reflect any fees, costs or other expenses that we may incur in converting cash equivalents to cash, in converting cash from one currency into another or in moving cash within our consolidated group, (v) it applies to gross debt an adjustment for average foreign exchange rates which, although consistent with our financing agreements, does not reflect the actual rates at which we would be able to convert one currency into another and (vi) it reflects an equity credit due to the fact that the amounts of our subordinated bonds, although we believe it to be reasonable, do not affect the status of those instruments as indebtedness. Net Debt should not be considered in isolation and are not, and should not be viewed as, a substitute for bonds and loans or any other measure of indebtedness presented in accordance with IFRS.

The most directly comparable measures under IFRS for Net Debt is bonds and loans. Please refer to slide 24 for a reconciliation to this measure.



# **RECONCILIATION FROM REPORTED REVENUE TO UNDERLYING REVENUE** FY2020

(BN JPY)	FY2019	FY2020	vs. PY	
Revenue	3,291.2	3,197.8	-93.4	-2.8%
Fx effects <sup>*1</sup>				+3.0pp
Divestitures <sup>*2</sup>				+2.1pp
XIIDRA				+0.3pp
Regional portofolio				+1.2pp
TACHOSIL				+0.1pp
Others				+0.4pp
Underlying Revenue Growth				+ 2.2%

\*1 FX adjustment applies plan rate to both periods.

\*2 Major adjustments are as follow;

- Net sales of XIIDRA, a treatment for dry eye disease, the divestiture of which was completed in July 2019, are excluded from FY2019.
- Revenue of select over-the-counter and non-core products in a number of Near East, Middle East and Africa countries, is excluded from FY2019 as the divestiture was completed in March 2020.
- Revenue of select over-the-counter and non-core products in Russia, Georgia, and a number of countries from within the Commonwealth of Independent States, is excluded from FY2019 as the divestiture was completed in March 2020.
- Revenue of select over-the-counter and non-core products in Asia Pacific, is excluded from both FY2020 and FY2019, as the divestiture was completed in November 2020.
- Revenue of select non-core products predominantly in Europe, is excluded from both FY2020 and FY2019, as the divestiture was completed in December 2020.
- Revenue of select over-the-counter and non-core products in Latin America, is excluded from both FY2020 and FY2019, as the divestiture was completed in January 2021.
- Net sales from TACHOSIL, a surgical patch, are excluded from both FY2020 and FY2019, as the divestiture was completed in January 2021.



# **RECONCILIATION FROM REPORTED TO CORE/UNDERLYING CORE** FY2020

		REPORTED TO CORE ADJUSTMENTS								CORE TO UNDERLYING CORE ADJ.			
(BN JPY)	REPORTED	Amortization & impairment of intangible assets	Other operating income/ expense	Shire integration costs	Shire purchase accounting adjustments	Teva JV related accounting adjustments	TCHC divestiture*	Swiss Tax Reform	Others	CORE	FX	Divestitures	UNDERLYING GROWTH
Revenue	3,197.8									3,197.8	199.5	-70.1	+2.2 %
Cost of sales	-994.3				81.2				6.2	-906.9	-47.0	21.0	
Gross Profit	2,203.5				81.2				6.2	2,290.9	152.5	-49.2	
SG&A expenses	-875.7			1.9	-0.3				1.4	-872.6	-47.0		
R&D expenses	-455.8			-0.3	0.0				5.7	-450.4	-18.3		
Amortization of intangible assets	-405.3	85.8			319.5					—			
Impairment losses on intangible assets	-16.6	16.6								—			
Other operating income	318.0		-116.9		-60.2	-1.5	-139.5			-			
Other operating expenses	-258.9		107.2	78.1					73.6	_			
Operating profit	509.3	102.4	-9.7	79.6	340.2	-1.5	-139.5		87.0	967.9	87.1	-49.2	+13.0 %
Margin	15.9 %									30.3%			30.2 %**
Financial income/expenses	-143.1			7.9	12.9				-4.0	-126.3	3.6		
Equity income/loss	0.1					16.6			-13.1	3.5	-0.3		
Profit before tax	366.2	102.4	-9.7	87.5	353.2	15.1	-139.5		69.8	845.1	90.4	-49.2	
Tax expense	9.9	-25.6	8.1	-18.6	-88.7	-4.6			-70.0	-189.4	-20.3	12.8	
Non-controlling interests	-0.2									-0.2	-0.0		
Net profit	376.0	76.8	-1.6	69.0	264.5	10.5	-139.5		-0.2	655.5	70.2	-36.4	
EPS (yen)	241									420	46	-23	+24.6 %
Number of shares (millions)	1,562									1,562			1,558

\* On March 31, 2021, Takeda completed the sale of Takeda Consumer Healthcare Company Limited ("TCHC"), a wholly-owned subsidiary of Takeda primarily focused on the consumer healthcare market in Japan, to The Blackstone Group Inc. \*\* Underlying Core Operating Profit Margin.

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### **NET DEBT/ADJUSTED EBITDA**

NET DEBT/ADJUSTED EBITDA RATIO		NET INCREASE (DECREASE) IN CASH				
(BN JPY)	FY2020	(BN JPY)		FY2020	vs. PY	
Cash and cash equivalents <sup>*1</sup>	790.7	Net cash from operating activities	669.8	1,010.9	+341.2	+50.9%
		Acquisition of PP&E	-127.1	-111.2		
Book value debt on the balance sheet	-4,635.4	Proceeds from sales of PP&E	12.6	46.5		
Hybrid bond 50% equity credit	250.0	Acquisition of intangible assets	-90.6	-125.3		
		Acquisition of investments	-7.6	-12.6		
FX adjustment* <sup>2</sup>	165.2	Proceeds from sales and redemption of investments	49.4	74.6		
C	4 220 2	Acquisition of business, net of cash and cash equivalents acquired	-4.9	—		
Gross debt* <sup>3</sup>	-4,220.2	Proceeds from sales of business, net of cash and cash equivalents divested	461.5	530.4		
Net cash (debt)	-3,429.4	Net increase (decrease) in short-term loans and commercial papers	-351.2	-149.0		
		Repayment of long-term loans	-137.4	-792.5		
		Proceeds from issuance of bonds	496.2	1,179.5		
Net debt/Adjusted EBITDA ratio	3.2 x	Repayment of bonds	-563.6	-859.2		
Net debt/ Adjusted EbribA fatto	J.2 A	Interest paid	-127.2	-107.3		
		Dividends paid	-282.6	-283.4		
		Others	-40.6	-85.3		
Adjusted EBITDA	1,083.5	Net increase (decrease) in cash	-43.3	316.1	+359.4	—

\*1 Includes short-term investments which mature or become due within one year from the reporting date and excludes deposits restricted to certain vaccines operations.

\*2 FX adjustment refers to change from month-end rate to average rate used for non-JPY debt calculation, to match with adjusted EBITDA calculation.

\*3 Bonds and loans of current and non-current liabilities. 250Bn yen reduction in debt due to 500Bn yen hybrid bond issuance in June 2019, given that the hybrid bond qualifies for 50% equity credit for leverage purposes. Includes cash and non cash adjustments to debt book-value. Non cash adjustments include changes dues to debt amortization and FX impact.

#### **NET PROFIT TO ADJUSTED EBITDA BRIDGE**

(BN JPY)	FY2019 LTM <sup>*1</sup>	FY2020 LTM <sup>*1</sup>	VS.	РҮ
Net profit	44.3	376.2	+331.9	+749.3%
Income tax expenses	-105.0	-9.9		
Depreciation and amortization	583.6	559.7		
Interest expense, net	137.8	129.0		
EBITDA	660.7	1,054.9	+394.2	+59.7%
Impairment losses	101.9	25.5		
Other operating expense (income), net, excluding depreciation and amortization and other miscellaneous expenses (non-cash item)	124.1	-74.5		
Finance expense (income), net, excluding interest income and expense, net	-0.6	14.1		
Share of loss on investments accounted for under the equity method	24.0	-0.1		
Non-core expense related to COVID-19	—	14.0		
Other adjustments:				
Impact on profit related to fair value step up of inventory in Shire acquisition	191.0	79.4		
Acquisition costs related to Shire	5.3	1.9		
Other costs <sup>*2</sup>	37.9	36.1		
EBITDA from divested products <sup>*3</sup>	-18.4	-67.8		
Adjusted EBITDA	1,125.9	1,083.5	-42.4	-3.8%

\*1 LTM represents Last Twelve Months (FY2019: April 2019 - March 2020, FY2020: April 2020 - March 2021).

\*2 Includes adjustments for non-cash equity-based compensation expense and non-recurring wind-down costs related to pipeline de-prioritization after Shire acquisition.

\*3 Represents adjustments for EBITDA from divested products which are removed as part of LTM Adjusted EBITDA.



### **RECONCILIATION FROM REPORTED OPERATING PROFIT TO CORE OPERATING PROFIT – FY2021 FORECAST**

(BN JPY)	REPORTED	Amortization of intangible assets	Impairment of intangible assets	Other operating income/ expenses	Japan diabetes portfolio divestiture	Others	CORE
Revenue	3,370.0				-133.0		3,237.0
Cost of sales					3.0	35.0	
Gross Profit					-130.0	35.0	
SG&A and R&D expenses						4.0	
Amortization of intangible assets	-406.0	406.0					_
Impairment losses on intangible assets	-50.0		50.0				_
Other operating income	23.0			-23.0			_
Other operating expenses	-100.0			100.0			_
Operating profit	488.0	406.0	50.0	77.0	-130.0	39.0	930.0



# RECONCILIATION FROM REPORTED TO CORE/UNDERLYING CORE FY2014 FULL YEAR

Billion yen	FY2013	FY2014
Revenue	1,691.7	1,777.8
Fx effects	6.0	(40.0)
Divestments	(22.1)	(16.0)
Underlying Revenue	1,675.7	1,721.9
Operating Profit	139.3	-129.3
Actos one off		274.1
Amortization of intangibles	119.7	123.8
Impairment of intangibles	23.1	63.5
Disposal of unused property	(6.7)	(32.8)
Restructuring costs	21.7	31.2
Contingent consideration	5.6	(51.3)
Litigation costs, etc.	11.6	9.2
Core Earnings	314.2	288.3
Fx effects	3.0	13.8
Divestments and other	(16.1)	(7.3)
Underlying Core Earnings	301.1	294.9
Underlying Core Earnings margin	18.0%	17.1%



#### FY2021 MANAGEMENT KPIs

#### FY2021 Short-Term Incentive (addition of new KPI: 14 Global Brands + New Product Incremental Revenue)

Metric		Rationale	Weight	Measurement	Threshold	Target	Maximum
Underlying Revenue	•	Key indicator of growth, including pipeline delivery	45%	Performance Goal as a % of Target	97%	100%	105%
	•	Important measure of success within the industry		STI Payout as a % of Target	40%	100%	200%
14 Global Brands + New Product	•	<u>14 Global Brands</u> : Emphasis on subset of revenue that is the key driver of future revenue growth	15%	Performance Goal as a % of Target	80%	100%	120%
Incremental Revenue	•	<u>New Product Revenue</u> : Key indicator of driving pipeline growth and commercial revenue success		STI Payout as a % of Target	40%	100%	200%
Underlying Core Operating Profit	•	Measure of margin achievement while ensuring expense discipline	40%	Performance Goal as a % of Target	95%	100%	115%
	•	Reflects synergy capture Communicated to shareholders as a key measure of Takeda success post Shire acquisition		STI Payout as a % of Target	50%	100%	200%

#### FY2021 Long-Term Incentive (Performance Share Units) (addition of new KPI: Approvals)

-			••			
Metric	Rationale	Weight	Measurement	Threshold	Target	Maximum
3-year Accumulated	Aligns with investor expectations	25%	Performance Goal as a % of Target	96%	100%	105%
Underlying Revenue	<ul> <li>Focuses participants on continued growth and pipeline delivery</li> <li>Important measure of success within the industry</li> </ul>		PSU Payout as a % of Target	50%	100%	200%
Point in time Core Operating Profit	<ul><li>Measures quality of the earnings over the performance period</li><li>High shareholder expectation for strong earnings growth</li></ul>	25%	Performance Goal as a % of Target	93%	100%	107%
Margin (at end of performance period)			PSU Payout as a % of Target	50%	100%	200%
3-year Accumulated	Focuses participants on cash generation and paying down debt	25%	Performance Goal as a % of Target	90%	100%	115%
Free Cash Flow	following the Shire acquisition		PSU Payout as a % of Target	50%	100%	200%
Approvals	<ul> <li>Reflects our objective of driving commercial revenue success, driving innovation, and ultimate replenishment of pipeline</li> <li>Ultimately drives revenue growth from new products</li> </ul>	15%	PSU Payout as a % of Target	0%	100%	200%
Pivotal Study Start	<ul> <li>Reflects future strength of Takeda's overall performance through delivery of innovative research and development programs</li> <li>Underscores our commitment to patients</li> </ul>	10%	PSU Payout as a % of Target	0%	100%	200%
3-year Relative TSR <sup>1</sup>	<ul> <li>Aligns payout from our performance share plan with the shareholder experience</li> <li>Only applies if absolute TSR is positive</li> </ul>	Modifier +/-20%				

1. After measuring performance under the financial and non-financial metrics outlined above, Takeda will assess the Total Shareholder Return ("TSR") performance relative to our Fiscal Year 2021 Takeda Peer Group (excluding Celgene after the which was acquired). Relative TSR can modify the final LTI payout (up or down) by 20 percentage points. If absolute TSR performance is negative but Takeda outperforms our peers, a positive adjustment would not be made to the performance share payout factor. The TSR peer group for the Fiscal Year 2020-2022 performance cycle is as follows: AbbVie, Amgen, Astellas, AstraZeneca, Bristol-Myers Squibb, Eli Lilly, Gilead Sciences, GlaxoSmithKline, Johnson, Merck & Co, Merck Group, Novartis, Pfizer, Roche, Sanofi.



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# **GLOSSARY OF ABBREVIATIONS**

#### **Regional Abbreviations:**

CN: China; EU: Europe; JP: Japan; US: United States of America

AD	Alzheimer's disease			
ADC	antibody drug conjugate			
ADHD	attention deficit hyperactivity disorder			
AHA	acquired hemophilia A			
ALK	anaplastic lymphoma kinase			
ALCL	anaplastic large-cell lymphoma			
AML	acute myeloid leukemia			
ASCT	autologous stem cell transplant			
ARD	acid-related diseases			
AVA	Advanced Vial Access			
BBB	blood brain barrier			
BLA	biologics license application			
BMA	bradykinin mediated angioedema			
втк	Bruton's tyrosine kinase			
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 schizophrenia			
CIDP	chronic inflammatory demyelinating polyradiculoneuropathy			
CLL	Chronic lymphocytic leukemia			
CML	chronic myeloid leukemia			
CMML	chronic myelomonocytic leukemia			
CMV	Cytomegalovirus			
CSF	cerebrospinal fluid			
CNS	central nervous system			
CPF	Complex perianal fistulas			
CRL	complete response letter			
CRPS	complex regional pain syndrome			

CTCL	cutaneous T-cell lymphoma		
cTTP	congenital thrombotic thrombocytopenic purpura		
DAAO	D-amino acid oxidase		
DEE	developmental and epileptic encephalopathies		
DLBCL	diffuse large B-cell lymphoma		
DS	Dravet Syndrome		
DU	duodenal ulcer		
Dx	diagnosis		
EDS	excessive daytime sleepiness		
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		
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 lymphoma		
HR MDS	higher-risk myelodysplastic syndromes		
IBD	inflammatory bowel disease		

PAS

**Prior Approval Supplement** 

IND	investigational new drug	PBS	phosphate buffered saline
iNHL	Indolent non-Hodgkin's lymphoma	РСАВ	potassium competitive acid blocker
I/O	immuno-oncology	Ph+ ALL	Philadelphia chromosome-positive acute lymphoblastic leukemia
iTTP	immune thrombotic thrombocytopenic purpura	PN+ ALL	
IV	intravenous	PID	primary immunodeficiency
iPSC	induced pluripotent stem cells	РК	pharmacokinetics
L-ASA	low dose aspirin	POC	proof of concept
LBD	Lewy body dementia	POGD	post-operative gastrointestinal dysfunction
LB AML	low-blast acute myeloid leukemia	POI	post-operative ileus
LSD	lysosomal storage disorder	PTCL	peripheral T-cell lymphoma
LCM	lifecycle management	PTH	parathyroid hormone
LGS	Lennox-Gastaut Syndrome	R/R	relapsed/refractory
mAb	monoclonal antibody	RCC	renal cell cancer
МАОВ	monoamine oxidase B	RTK	receptor tyrosine kinase
MG	myesthenia gravis	sALCL	systemic anaplastic large cell lymphoma
MLD	metachromatic leukodystrophy	SBS	short bowel syndrome
ММ	multiple myeloma	SC	subcutaneous formulation
NAE	NEDD8 activating enzyme	SCD	sickle cell disease
ND	newly diagnosed	SCT	stem cell transplant
NDA	new drug application	SCZ	schizophrenia
Neg	negative	SID	secondary immunodeficiency
NERD	non-erosive reflux disease	SLE	systemic lupus erythematosus
NHL	non-Hodgkin's lymphoma	sq	squamous
NK	natural killer	STING	stimulator of interferon genes
NME	new molecular entity	SUMO	small ubiquitin-related modifier
NSCLC	non-small cell lung cancer	TESD	treatment emergent sexual dysfunction
NSCT	non stem cell transplant	ткі	tyrosine kinase inhibitor
NS	negative symptoms	TRD	treatment resistant depression
NT1 or 2	Narcolepsy Type 1 or 2	UC	ulcerative colitis
ORR	overall response rate	vWD	von Willebrand disease
PARP	poly (ADP-ribose) polymerase		

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