

## Better health for people, Brighter future for the world

**FY2022 Q2 Earnings Announcement** 

October 27<sup>th</sup>, 2022



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#### Financial Information and Certain Non-IFRS Financial Measures

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

This presentation and materials distributed in connection with this presentation include certain financial measures not presented in accordance with IFRS, such as Core Revenue, Core Operating Profit, Core Net Profit, Core EPS, Constant Exchange Rate ("CER") change, 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 and core results, including when controlling for the effect of fluctuations in exchange rates. 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 in the financial appendix appearing at the end of this presentation.

#### **Exchange Rates**

In this presentation, certain amounts presented in Japanese yen have been translated to US dollars solely for the convenience of the reader. Except where otherwise noted, these convenience translations have been made at an exchange rate of 1USD = 144.71 JPY, the Noon Buying Rate certified by the Federal Reserve Bank of New York on September 30, 2022. The rate and methodologies used for these convenience translations differ from the currency exchange rates and translation methodologies under IFRS used for the preparation of Takeda's consolidated financial statements. These translations should not be construed as a representation that the relevant Japanese yen amounts could be converted into U.S. dollars at this or any other rate.

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**AGENDA** 

Introduction Christophe Weber
President & CEO



Pipeline Update Andy Plump
President, R&D



Financials Costa Saroukos
Chief Financial Officer



**Q&A Session** 



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

## **PATIENT**

 Responsibly translate science into highly innovative, life-changing medicines and vaccines  Accelerate access to improve lives

worldwide

## **PEOPLE**

Create an exceptional people experience

## **PLANET**

Protect our planet

#### ... AND BY UNLEASHING THE POWER OF DATA AND DIGITAL

• We strive to transform Takeda into the most trusted, science-driven, digital biopharmaceutical company

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.

## **FY2022 H1: EXECUTING STRATEGY & DELIVERING RESULTS**





## **Delivering Topline & Core Profit Growth**

- Strong first half with Core Revenue growth +5.5% at CER<sup>1,2</sup>
- Core Operating Profit JPY 625.2B (+14.5% growth at CER); Reported Operating Profit growth impacted by one-time gain in FY2021 Q1 from sale of Japan diabetes portfolio
- H1 Core Operating Profit margin of 31.7% (+2.4pp vs prior year)
- Reconfirming full-year Management Guidance for CER growth; Reported Forecast upgraded to reflect FX tailwinds



## **Momentum from Growth & Launch Products**

- Revenue driven by Growth & Launch Products<sup>3</sup> +19% at CER, with strong growth of ENTYVIO (+17%), TAKHZYRO (+31%), Immunoglobulin (+17%)
- Continued launch momentum from EXKIVITY and LIVTENCITY
- Raising ENTYVIO peak sales estimate to USD \$7.5-9.0B (previously \$5.5-6.5B), reflecting potential for further market growth & market share expansion



(BN YEN, except EPS)	REPORTED			CORE <sup>1</sup>		
	FY2022 H1	ACTUAL % CHANGE		FY2022 H1	ACTUAL % CHANGE	CER <sup>2</sup> % CHANGE
REVENUE	1,974.8	+10.1%		1,974.8	+18.9%	+5.5%
OPERATING PROFIT	255.0	-26.3%		625.2	+28.7%	+14.5%
EPS	108	-8.1%		288	+34.6%	+15.8%



## **Progress in our Innovative Pipeline**

- QDENGA: approved in Indonesia and positive CHMP opinion for the prevention of dengue disease against all serotypes regardless of prior dengue exposure
- Positive CHMP opinion for LIVTENCITY for refractory post-transplant CMV infection and/or disease
- Entered collaboration & licensing agreement for TAK-227 in celiac disease

- 2. Constant Exchange Rate, Please refer to appendix slide A-1 for definition
- 3. Please refer to slide 19 for details of Growth & Launch Products

<sup>1.</sup> Please refer to appendix slide A-1 for definition of core financial measures, and slides A-7 and A-9 for reconciliation

# DENGUE: LISTED BY WORLD HEALTH ORGANIZATION AS ONE OF TEN THREATS TO GLOBAL HEALTH<sup>1</sup>





>3.9 Billion

people are at risk of dengue infection globally<sup>2</sup>



>125

Endemic in over 125 countries; second most diagnosed cause of fever, after malaria, among travelers returning to Europe from endemic countries<sup>2,3</sup>



390M

**390M estimated infections** and **500,000 hospitalizations each year,** with an estimated **death rate of 20-25,000 per year, primarily** in children<sup>2,4,5</sup>



# **Growing** prevalence

Global incidence rates have increased 30-fold over the last 50 years due to urbanization, travel and climate change<sup>6</sup>



Urgent need for a safe and effective vaccine



Severe dengue is a **leading cause** of hospitalization and death in children and adults in endemic regions,<sup>2</sup> resulting in a high burden on healthcare systems



Significant **economic burden of disease**; families in endemic regions may spend 15-23% of monthly household income for hospitalizations<sup>7,8</sup>

"The sort of rates of hospitalisation Britain saw with delta, with omicron [strains of COVID-19] — we see that on a seasonal basis with dengue [in Sri Lanka]. Our hospital systems are completely overwhelmed and sometimes we have to restrict access during the dengue season, which coincides with monsoon season. This is why we need investment in tools to combat the virus."

- Dr. Neelika Malavige, head of scientific affairs at the Drugs for Neglected Diseases initiative (DNDi), quoted in The Telegraph9

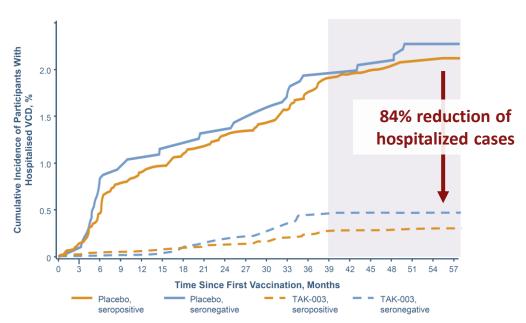
<sup>8.</sup> Senanayake MP, Jayasinghe SSK, Wijesundera DS, Manamperi M. Economic cost of hospitalized non-fatal Paediatric Dengue at the Lady Ridgeway Hospital for Children in Sri Lanka. Sri Lanka Journal of Child Health. 2014;43(4):205. doi:10.4038/sljch.v43i4.7762

## QDENGA: APPROVED IN INDONESIA & POSITIVE CHMP OPINION FOR PREVENTION OF DENGUE DISEASE AGAINST ALL SEROTYPES, REGARDLESS OF PRIOR DENGUE EXPOSURE



## 84% reduction of hospitalized dengue in Phase 3 study<sup>1</sup>

- Pivotal 4.5-year TIDES study in over 20,000 children and adolescents:<sup>1</sup>
- 84% reduction in hospitalized dengue, 61% reduction in symptomatic dengue
- No important safety risks identified<sup>2</sup>; No evidence of disease enhancement



VCD: Virologically confirmed dengue

## Regulatory outcomes consistent with 4.5 years of data

- Approved in Indonesia in August 2022, launch expected in early 2023
- Positive CHMP opinion recommends a broad label, for use in individuals aged 4 years and older in the EU, and in dengue-endemic countries participating in the parallel EU-M4all procedure<sup>3</sup>
- EU decision expected in the coming months, regulatory reviews will also progress in dengue-endemic countries in Latin America and Asia
- US filing expected within FY2022

"An antiviral therapy for dengue virus infection is not available, and most of the current measures that rely on mosquito control are not very efficient in preventing disease. There is an already approved vaccine, but the dengue tetravalent vaccine shows a wider protection for young children and people older than 45 years old. In light of this, a global unmet public health need is being addressed."

 European Medicines Agency press release upon positive opinion from CHMP (Oct 14, 2022)<sup>3</sup>



## **RAISING PEAK SALES ESTIMATE TO USD \$7.5-9.0B**



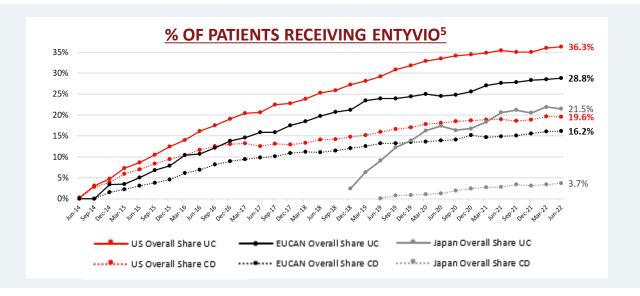
## **Outstanding momentum since launch in 2014**

- Only-in-class gut-selective alpha4beta7 integrin antagonist
- #1 prescribed biologic in IBD bio-naiive patients in the U.S.<sup>1</sup>
- Head-to-head superiority versus adalimumab in UC<sup>2</sup>
- Consistent and favorable safety profile based on real-world evidence;<sup>3</sup> has surpassed 1 million patient-years of treatment
- Strong uptake of SC formulation in Europe & Canada



## Raising peak sales to reflect growth opportunity

- New peak sales estimate USD \$7.5-9.0B (previously \$5.5-6.5B)
  - Updated assumption for biosimilar entry timing
  - High unmet medical need remains in IBD
  - Biologics market continues to expand globally
  - ENTYVIO total patient share still increasing
  - SC formulation regulatory filing in U.S. expected in FY2023
  - Continuing to invest in further evidence generation (real-world evidence, acute GvHD, potential combinations)



<sup>1.</sup> Source: US: SHA Medical and Pharmacy Claims data, June 2022

<sup>2.</sup> Sands BE, Peyrin-Biroulet L, Loftus EV, et al. Vedolizumab versus adalimumab for moderate to severe ulcerative colitis. N Engl J Med. 2019;381(13):1215–1226.

Yarur A, Mantzaris GJ, Kopylov U, et al. OP005 Real-world safety of vedolizumab and anti-TNF therapies in biologic-naive ulcerative colitis and Crohn's disease patients: results from the EVOLVE study. United European Gastroenterol J. 2019;7(8, Supplement):12.

<sup>4.</sup> Forecast in USD given for reference using full-year FX rate assumption of 132.4 JPY/USD

<sup>.</sup> Source: US: SHA Medical and Pharmacy Claims data, June 2022; EUCAN: Internal estimate; Japan: Japan Medical Data Center, June 2022

Introduction Christophe Weber
President & CEO

**AGENDA** 

Pipeline Update Andy Plump
President, R&D



Financials

Costa Saroukos

Chief Financial Officer

**Q&A Session** 

## **UPDATES TO OUR PIPELINE SINCE FY2022 Q1 ANNOUNCEMENT**

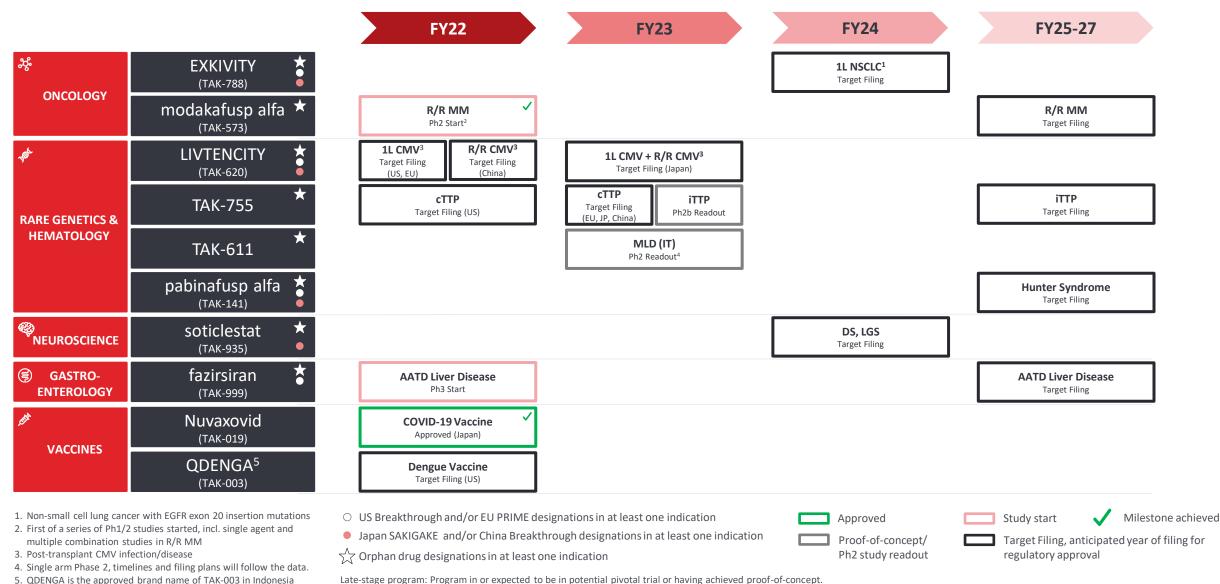


QDENGA¹ / TAK-003  REGULATORY UPDATES  LIVTENCITY		<ul> <li>Approved in Indonesia and positive CHMP opinion for the prevention of dengue disease against all serotypes regardless of prior dengue exposure</li> </ul>				
		<ul> <li>Positive CHMP opinion recommending approval in EU for treatment of adults with post-transplant CMV infection and/or disease refractory (with or without resistance) to one or more prior therapies</li> <li>Approvals in Australia and Canada for 2L post-transplant CMV infection</li> </ul>				
	TAKHZYRO	<ul> <li>Filed in the U.S. for the prevention of hereditary angioedema (HAE) attacks in children 2 to &lt;12 years of age</li> </ul>				
CLINICAL UPDATES	TAK-920	<ul> <li>First-in-human study start of antibody treatment for Alzheimer's Disease targeting TREM2<sup>2</sup></li> <li>Second program utilizing Denali's blood-brain barrier transport vehicle-enabled technology</li> </ul>				
BUSINESS DEVELOPMENT	TAK-227/ZED1227	<ul> <li>Takeda entered a collaboration and license agreement<sup>3</sup> with Zedira and Dr. Falk Pharma to develop a potential first-in-class therapy designed to prevent the immune response to gluten in celiac disease</li> <li>Takeda has rights in the US and other territories outside of Europe, Canada, Australia and China.</li> <li>A phase 2a study demonstrated protective effect of TAK-227 on the intestinal mucosa and symptoms during a 6-week gluten challenge.<sup>4</sup> It is currently in phase 2b.</li> </ul>				

- 1. QDENGA is the brand name of TAK-003 in Indonesia
- 2. TREM2: Triggering Receptor Expressed On Myeloid Cells 2
- 3. Takeda press release, October 20th, 2022: www.takeda.com/newsroom/newsreleases/2022/collaboration-and-licensing-agreement-to-develop-celiac-disease-therapy/
- 4. Schuppan D et al. N Engl J Med. 2021 Jul 1;385(1):35-45.

## 10 LATE-STAGE DEVELOPMENT PROGRAMS WITH UPCOMING NME FILING AND EXPANSION OPPORTUNITIES

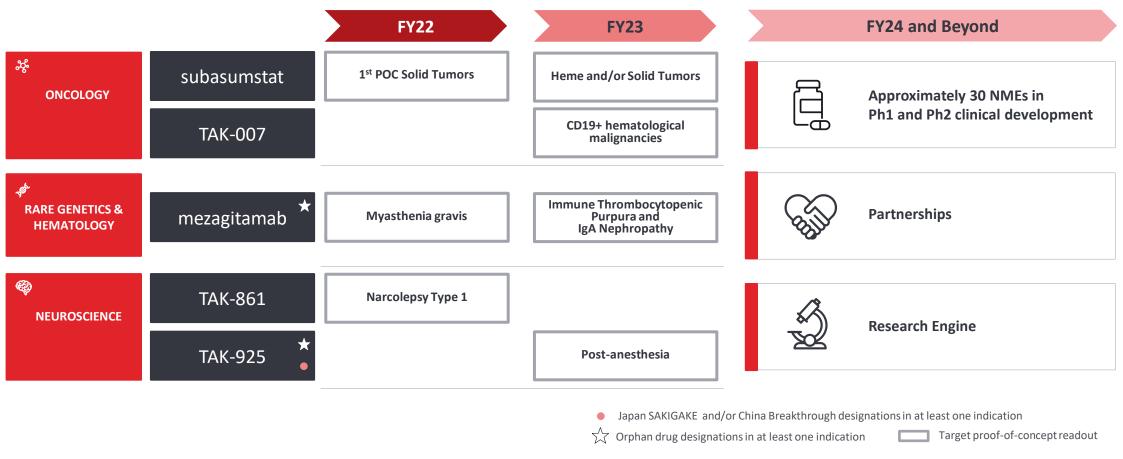




Late-stage program: Program in or expected to be in potential pivotal trial or having achieved proof-of-concept.

# KEY PROOF-OF-CONCEPT READOUTS IN FY22/23 EXPECTED TO ADD TO LATE-STAGE PIPELINE AND GLOBAL FILINGS IN MID/LATE 2020'S





 $Proof-of-concept \ (POC): A chieving \ proof-of-concept \ means \ obtaining \ clinical \ data \ sufficient \ to \ initiate \ pivotal \ trials \ or \ late-stage \ development.$ 

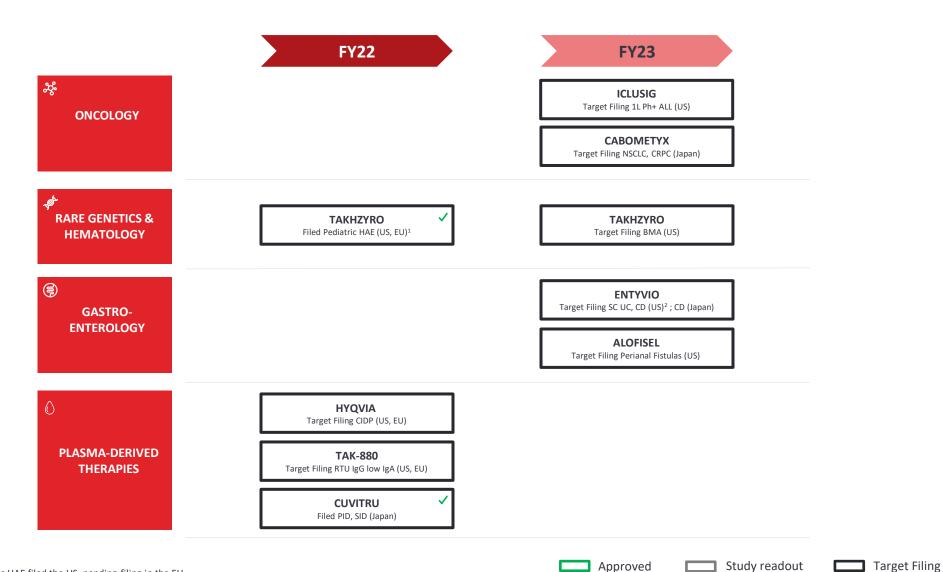
A "readout(s)" for a clinical trial occurs when Takeda has (1) received the relevant clinical data, (2) completed any necessary analysis and review of such clinical data, and (3) in instances where it is required or otherwise common convention or practice, consulted with applicable regulatory authorities regarding such clinical data.

Where a readout is indicated for a class of related indications (e.g., solid tumors) involving multiple POC clinical trials, such readout occurs upon the earlier of (1) the first achievement of POC in an indication in such class, or (2) the conclusion of all of the POC clinical trials in such class.

## EXPECTED LCM MILESTONES FOR OUR GROWTH & LAUNCH AND OTHER KEY PRODUCTS IN MAJOR REGIONS



Milestone achieved



- 1. TAKHZYRO pediatric HAE filed the US, pending filing in the EU
- 2. ENTYVIO SC for UC in the US will be a resubmission after receiving FDA CRL in 2019

## **EXPECTED KEY REGULATORY DECISIONS AND PHASE 3 READOUTS IN FY22**



	QDENGA <sup>1</sup> / TAK-003	Dengue vaccine	EU approval <sup>1</sup> Endemic country approval <sup>1</sup>	<b>✓</b>
REGULATORY APPROVALS	LIVTENCITY	Post-transplant R/R CMV	EU approval <sup>2</sup>	
	EXKIVITY	2L EGFR exon20 insertion+ mNSCLC (post-platinum chemo)	Regional approvals <sup>3</sup> EU filing withdrawn	<b>✓</b> ×
	HYQVIA	HyHub AVA <sup>4</sup> device	US approval	
	LIVTENCITY	1L CMV infection in HSCT	Phase 3	
KEY PHASE 3 /	TAK-755	сТТР	Phase 3	
PIVOTAL READOUTS	ICLUSIG	1L Ph+ ALL	Phase 3	
	HYQVIA	CIDP	Phase 3	<b>✓</b>

<sup>1.</sup> QDENGA is the approved brand name of TAK-003 in Indonesia. Positive CHMP opinion for TAK-003 in October 2022. QDENGA was approved in Indonesia in August 2022.

<sup>2.</sup> Positive CHMP opinion for LIVTENCITY in EU in September 2022

<sup>3.</sup> Switzerland, Australia and South Korea

<sup>4.</sup> HyHub: Advanced vial access or sterile, single-use, medical device that simplifies preparation & delivery of HYQVIA from vials to subcutaneous tissue.

<sup>✓</sup> Milestone achieved

A "readout(s)" for a clinical trial occurs when Takeda has (1) received the relevant clinical data, (2) completed any necessary analysis and review of such clinical data, and (3) in instances where it is required or otherwise common convention or practice, consulted with applicable regulatory authorities regarding such clinical data.

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## STRONG H1 PERFORMANCE WITH CORE REVENUE GROWTH +5.5% AT CER<sup>1,2</sup>



### FY2022 H1 (APR-SEP)

### **TOPLINE**

- Core Revenue JPY 1,974.8B (USD 13.6B)<sup>1,3</sup> grew +5.5% at CER<sup>2</sup>, driven by Growth & Launch Products<sup>4</sup> +19%, including ENTYVIO (+17%), TAKHZYRO (+31%), Immunoglobulin (+17%), and launches of LIVTENCITY and EXKIVITY
- **Reported Revenue grew +10.1%** as business momentum and FX more than offset JPY 133.0B one-time revenue from sale of Japan diabetes portfolio booked in FY2021 Q1

## **MARGINS**

- Core Operating Profit JPY 625.2B (USD 4.3B)<sup>1,3</sup> grew +14.5% at CER;<sup>2</sup> Core Operating Profit margin 31.7%
- Reported Operating Profit JPY 255.0B; decline of -26.3% impacted by JPY 131.4B gain on sale of diabetes portfolio in prior year

### **CASH FLOW**

- Free Cash Flow JPY 296.9B (USD 2.1B);<sup>3,5</sup> supporting additional debt pre-payment of \$1B in October 2022
- Net Debt / Adjusted EBITDA<sup>6</sup> at 2.6x reduced from 2.8x at Q1 end; 98% of total debt at fixed rates with avg. 2% interest

#### RECONFIRMING FULL-YEAR FY2022 MANAGEMENT GUIDANCE

- Reported & Core forecasts and Free Cash Flow outlook upgraded to reflect FX tailwind
- Strong revenue, profit, and cash flow outlook, with Growth & Launch Products expected to more than offset loss of exclusivity headwinds

4. Please refer to slide 19 for details of Growth & Launch Products

<sup>1.</sup> Please refer to appendix slide A-1 for definition of core financial measures, and slides A-7 and A-9 for reconciliation.

<sup>2.</sup> Constant Exchange Rate. Please refer to appendix slide A-1 for definition.

<sup>3.</sup> Please refer to disclaimer on Exchange Rates on slide 2

<sup>5.</sup> Please refer to appendix slide A-1 for definition and slide A-11 for reconciliation

<sup>6.</sup> Please refer to appendix slide A-2 for definition and slides A-12 to A-15 for reconciliation

## BUSINESS MOMENTUM DRIVING STRONG CORE GROWTH AT CER<sup>1</sup> REPORTED GROWTH RATES IMPACTED BY SALE OF DIABETES PORTFOLIO IN FY2021 Q1



### **FY2022 H1 (APR-SEP) FINANCIAL RESULTS (SUMMARY)**

REP	REPORTED		CORE <sup>2</sup>			
FY2022 H1	ACTUAL % CHANGE	FY2022 H1	ACTUAL % CHANGE	CER % CHANGE <sup>1</sup>		
1,974.8	+10.1%	1,974.8	+18.9%	+5.5%		
255.0	-26.3%	625.2	+28.7%	+14.5%		
12.9%	-6.4pp	31.7%	+2.4pp			
166.8	-9.2%	446.7	+33.0%	+14.4%		
108 yen	-8.1%	288 yen	+34.6%	+15.8%		
	1,974.8 255.0 12.9% 166.8	FY2022 H1       ACTUAL % CHANGE         1,974.8       +10.1%         255.0       -26.3%         12.9%       -6.4pp         166.8       -9.2%	FY2022 H1         ACTUAL % CHANGE         FY2022 H1           1,974.8         +10.1%         1,974.8           255.0         -26.3%         625.2           12.9%         -6.4pp         31.7%           166.8         -9.2%         446.7	FY2022 H1         ACTUAL % CHANGE         FY2022 H1         ACTUAL % CHANGE           1,974.8         +10.1%         1,974.8         +18.9%           255.0         -26.3%         625.2         +28.7%           12.9%         -6.4pp         31.7%         +2.4pp           166.8         -9.2%         446.7         +33.0%		

-23.7%

-5.9%

**OPERATING CASH FLOW** 

FREE CASH FLOW<sup>2</sup>

305.2

296.9

Year-on-year cash flow impacted by JPY 131.4B cash from sale of Japan diabetes portfolio received in FY2021 Q1

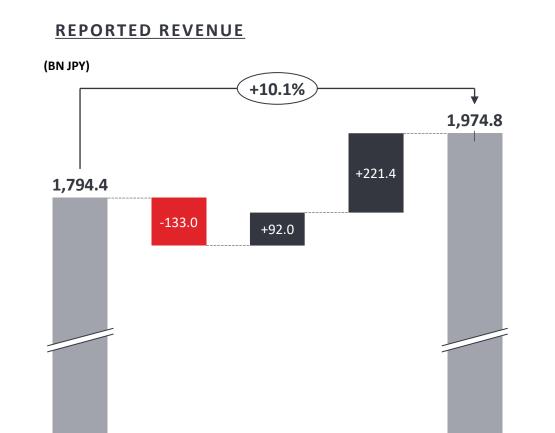
<sup>1.</sup> Constant Exchange Rate. Please refer to appendix slide A-1 for definition

<sup>2.</sup> Please refer to appendix slide A-1 for definition of core financial measures, and slides A-7 and A-9 for reconciliation.

## FY2022 H1 REVENUE: BUSINESS MOMENTUM AND FX TAILWIND MORE THAN OFFSET IMPACT OF SALE OF JAPAN DIABETES PORTFOLIO IN Q1 OF PRIOR YEAR



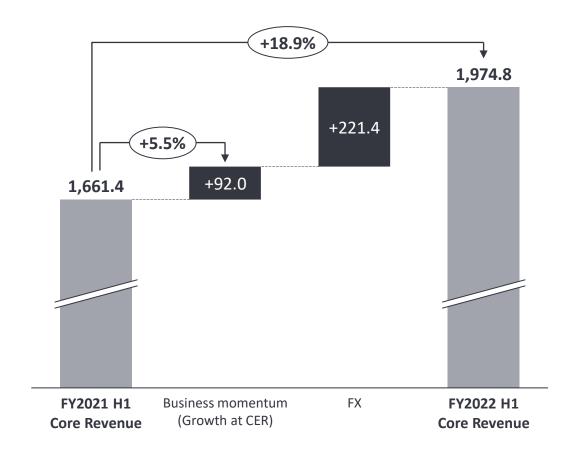
### **FY2022 H1 REVENUE VS PRIOR YEAR**



**Business** 

momentum

### CORE REVENUE<sup>1</sup>



FY2021 H1

Reported

Revenue

Sale of Japan

diabetes

portfolio in

FY2021 Q1

FX

FY2022 H1

Reported

Revenue

# BALANCED PORTFOLIO ACROSS 5 KEY BUSINESS AREAS WITH GROWTH & LAUNCH PRODUCTS REVENUE GROWTH +19% AT CER



FY2022 H1 REVENUE<sup>1</sup>



% of Sales: 28% Growth: +12%



% of Sales: 18% Growth: +8%

**RARE GENETICS** 

& OTHER

RARE HEMATOLOGY

% of Sales: 8% % of Sales: 10% Growth: -2% Growth: +17%



## PDT IMMUNOLOGY

% of Sales: 16% Growth: +14%



#### **ONCOLOGY**

% of Sales: 11% Growth: -12%



#### **NEUROSCIENCE**

% of Sales: 15% Growth: +11% **OTHER** 

% of Sales: 11% Growth: -6%

GROWTH & LAUNCH PRODUCTS























(JP)

## Total FY2022 H1 Revenue 759.8B (USD 5.3B)2 (+19% growth)

OTHER KEY PRODUCTS

















Leuprorelin





Azilva® (JP)

- 1. Year-on-year growth rates are Core Revenue at CER. Please refer to appendix slide A-1 for definition.
- 2. Please refer to disclaimer on Exchange Rates on slide 2.

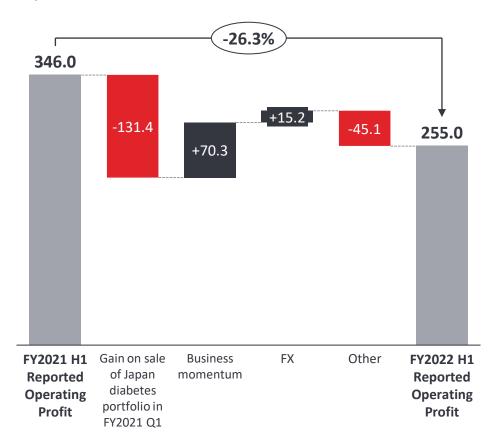
## FY2022 H1 OPERATING PROFIT: CORE O.P. GROWTH OF +14.5% AT CER; REPORTED O.P. GROWTH IMPACTED BY ONE-TIME GAIN IN Q1 OF PRIOR YEAR



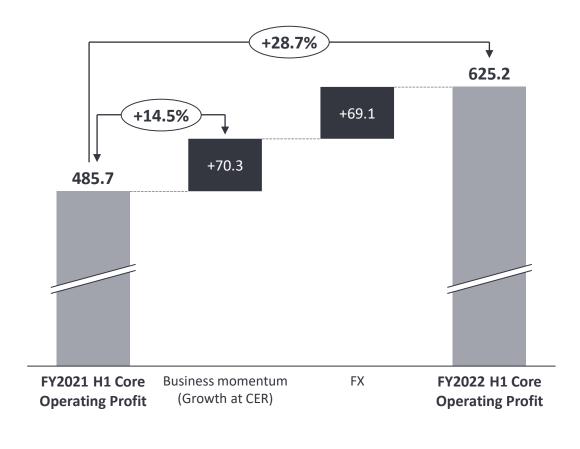
### **FY2022 H1 OPERATING PROFIT VS PRIOR YEAR**

#### REPORTED OPERATING PROFIT

#### (BN JPY)



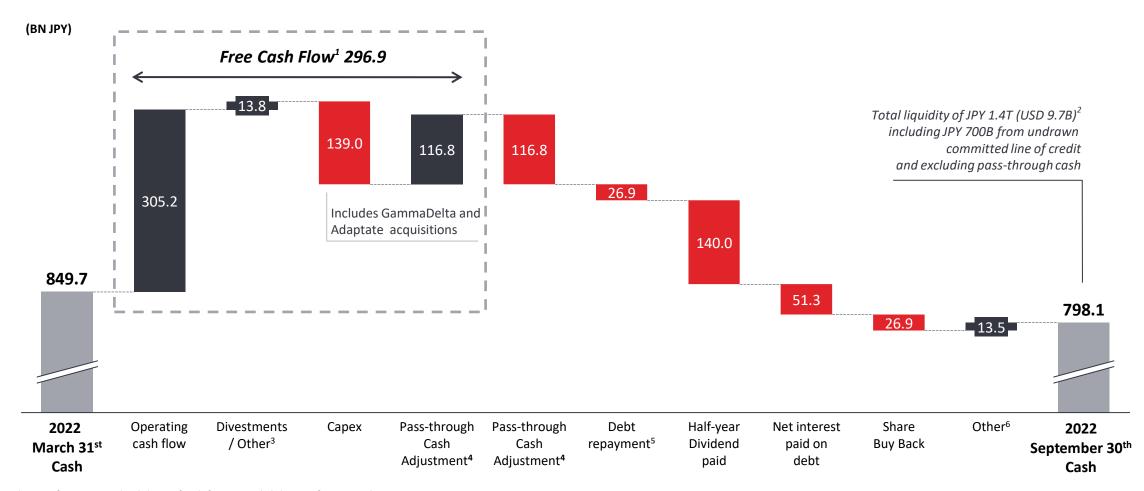
### CORE OPERATING PROFIT<sup>1</sup>



## FY2022 H1 CASHFLOW COMFORTABLY COVERS DIVIDEND AND INTEREST



### FY2022 H1 CASH FLOW



<sup>1.</sup> Please refer to appendix slide A-1 for definition and slide A-11 for reconciliation.

<sup>2.</sup> Please refer to disclaimer on Exchange Rates on slide 2.

<sup>3. &</sup>quot;Divestments / Other" includes proceeds from sale of securities net of certain investments

<sup>4. &</sup>quot;Pass-through cash adjustment" refers to changes in cash balance that is temporarily held by Takeda on behalf of third parties related to vaccine operations and the trade receivables sales program. This Adjustment ensures that Free Cash Flow is not impacted by Pass-through Cash Balance.

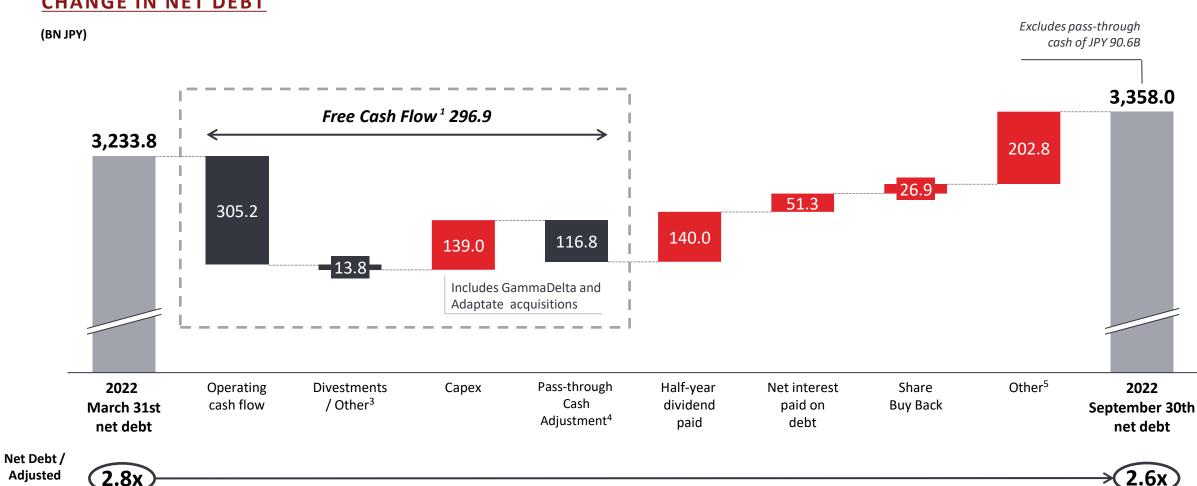
<sup>5. &</sup>quot;Debt Repayment" refers mostly to JPY 26.8B (\$219M of 3.6% June 2022 USD Bonds)

<sup>6. &</sup>quot;Other" indicates items such as FX impact on cash, lease obligations and certain investments

## **NET DEBT/ADJUSTED EBITDA REDUCED TO 2.6x**



### **CHANGE IN NET DEBT**

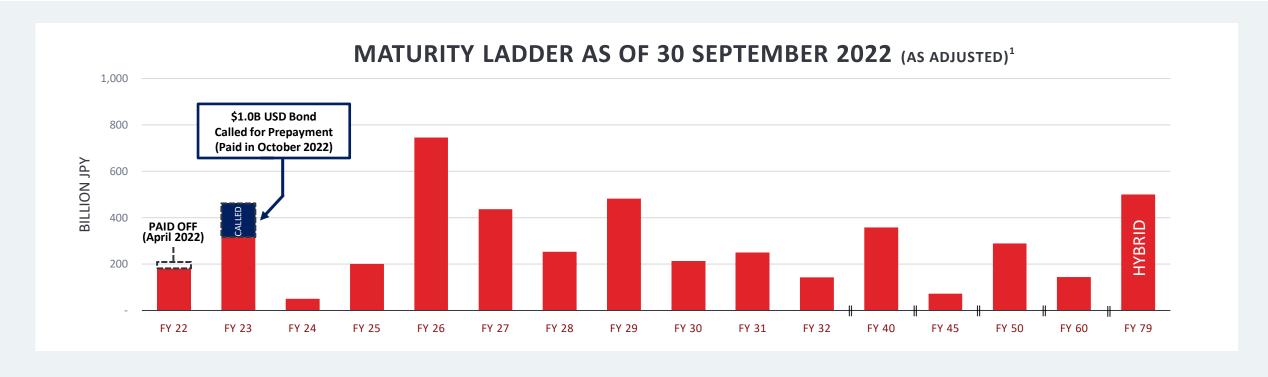


- 1. Please refer to appendix slide A-1 for definition and slide A-11 for reconciliation.
- 2. Adjusted EBITDA mainly adjusts for non-cash items and one-time expenses. Please refer to appendix slide A-2 for definition and slides A-12 to A-15 for reconciliation.
- 3. "Divestments / Other" includes proceeds from sale of securities net of certain investments.
- 4. "Pass-through cash adjustment" refers to changes in cash balance that is temporarily held by Takeda on behalf of third parties related to vaccine operations and the trade receivables sales program. This Adjustment ensures that Free Cash Flow is not impacted by Pass-through Cash Balance.

EBITDA<sup>2</sup>

## WELL-BALANCED MATURITY PROFILE; 98% OF DEBT AT FIXED-RATE WITH WEIGHTED AVERAGE 2% INTEREST RATE





Weighted Average Interest Coupon: ~2% (~98% fixed rate debt)

Credit Rating Changed: JCR<sup>2</sup> Upgraded from A+ (Stable) to AA- (Stable); R&I<sup>2</sup> Upgraded from A (Positive) to A+ (Stable)

Average annual maturity JPY ~200B out to FY2025

FY2022 Q2: Called \$1.0B of 4.4% USD Bonds Due 2023 (Paid in October 2022); On Track to Paydown Total Debt of JPY ~500 B in FY2022

<sup>1.</sup> Debt Maturity Profile of outstanding principal values as of September 30, 2022, as adjusted for debt paid.

Non-JPY debt principal calculated as at end of September 2022 FX Rates (144.26 JPY/USD and 141.90 JPY/EUR). This reflects the actual conversion rate used for reporting purposes.

<sup>2.</sup> JCR refers to 'Japan Credit Rating'; R&I refers to 'Rating And Investment'

# FY2022 REPORTED & CORE FORECASTS AND FREE CASH FLOW UPGRADED TO REFLECT FX TAILWIND. RECONFIRMING MANAGEMENT GUIDANCE



(BN YEN, except EPS)	REPORTED			CORE <sup>1</sup>			CORE GROWTH AT CER <sup>2</sup>	
	PREVIOUS FORECAST (MAY 2022)	REVISED FORECAST (OCT 2022)	REVISED FORECAST VS. PRIOR YEAR	PREVIOUS FORECAST (MAY 2022)	REVISED FORECAST (OCT 2022)	REVISED FORECAST VS. PRIOR YEAR	FY2022 MANAGEMENT GUIDANCE (UNCHANGED FROM MAY 2022)	
REVENUE	3,690.0	3,930.0	+10.1%	3,690.0	3,930.0	+14.9%	Low-single-digit growth	
OPERATING PROFIT	520.0	530.0	+15.0%	1,100.0	1,180.0	+23.5%	High-single-digit growth	
EPS	188 yen	198 yen	+34.4%	1   484 yen	525 yen	+23.6%	High-single-digit growth	

FREE CASH FLOW <sup>3</sup>	650.0 – 750.0
ANNUAL DIVIDEND PER SHARE	180 yen

Key assumptions in FY2022 forecast:

- Based on currently available information, Takeda expects that its financial results for FY2022 will not be materially affected by COVID-19 or the crisis in Ukraine and Russia.
- The FY2022 forecast includes approx. 50 billion yen revenue contribution from COVID-19 vaccines.
- Forecast assumes 132 JPY/USD and 138 JPY/EUR. Please refer to appendix slide A-16 for more details on FX assumptions and sensitivity.

- 2. CER: Constant Exchange Rate. Please refer to appendix slide A-1 for definition of CER change.
- 3. Please refer to appendix slide A-1 for definition

## **TOPLINE, MARGINS & CASH FLOW TO DELIVER LONG-TERM VALUE**



## **FY2022 H1 (APR-SEP)**

#### **FY2022 AND BEYOND**

TOPLINE

Core Revenue growth at CER +5.5%<sup>1,2</sup>

- Reconfirming "low-single digit" full-year FY22 guidance for CER growth
- Momentum of Growth & Launch Products puts us in position of strength through near-term loss of exclusivity headwinds

**MARGINS** 

Core Operating Profit<sup>1</sup> JPY 625.2B (+14.5% growth at CER)

Core Operating Profit margin 31.7%

Reconfirming "high-single-digit" full-year FY22 guidance for CER growth;
 upgrading full-year Core Operating Profit forecast to JPY 1,180.0B<sup>3</sup>

**CASH FLOW** 

Free Cash Flow<sup>4</sup> JPY 296.9B Net Debt/Adjusted EBITDA<sup>5</sup> 2.6x

- Full year Free Cash Flow target of JPY 650.0-750.0B
- Resilient financial position with strong cash flows, abundant liquidity,
   ~98% of debt at fixed rates with average interest of ~2%
- Target 2x ("low twos") Net debt / Adjusted EBITDA<sup>5</sup> ratio by FY2023

<sup>1.</sup> Please refer to appendix slide A-1 for definition of core financial measures, and slides A-7 and A-9 for reconciliation.

<sup>2.</sup> Constant Exchange Rate. Please refer to appendix slide A-1 for definition.

<sup>3.</sup> Please refer to appendix slide A-20 for reconciliation

## **UPCOMING TAKEDA INVESTOR EVENTS**



**QDENGA INVESTOR CALL** 

**MARCH 2023** 

(DATE/TIME TO BE CONFIRMED)

FY2022 Q3 EARNINGS CONFERENCE CALL

**FEBRUARY 2<sup>ND</sup>, 2023** THURSDAY (TIME TO BE CONFIRMED)



## **Q&A SESSION**



CHRISTOPHE WEBER
Representative Director;
President & CEO



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



COSTA SAROUKOS Director; Chief Financial Officer



MASATO IWASAKI Representative Director; Japan General Affairs



RAMONA SEQUEIRA President, Global Portfolio Division



JULIE KIM
President,
US Business Unit



**GILES PLATFORD**President, Plasma-Derived
Therapies Business Unit



**TERESA BITETTI**President, Global Oncology
Business Unit



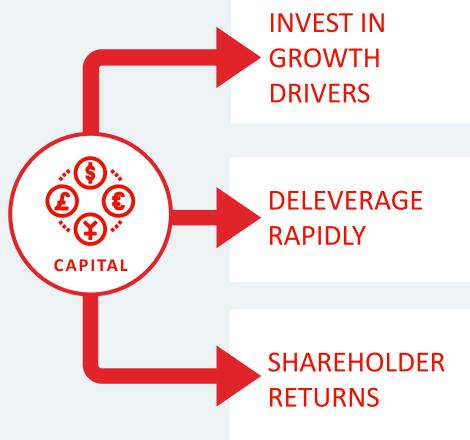
## **APPENDIX**



## CAPITAL ALLOCATION TO MAXIMIZE VALUE FOR PATIENTS & SHAREHOLDERS



Takeda is delivering on its financial commitments and has a robust cash flow outlook driven by revenue growth and strong margins. Guided by our values and commitment to patients, people and the planet, we will allocate capital to maximize value for patients & shareholders.



- Strategic investment in R&D (in-house and partnerships)
- New product launches, including in China
- Plasma-Derived Therapies

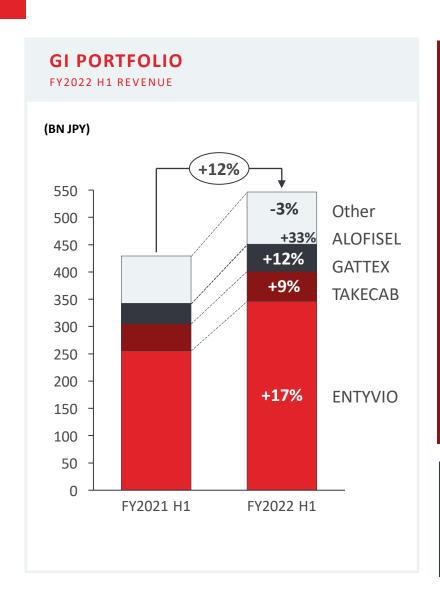
- Net Debt / Adjusted EBITDA¹ ratio target of 2x (i.e. "low-twos") by FY2023
- Maintain solid investment grade credit ratings

- Positioned for revenue and profit growth over the medium-term
- Return cash to shareholders: maintain well-established dividend policy of 180 yen per share annually, alongside share buybacks when appropriate



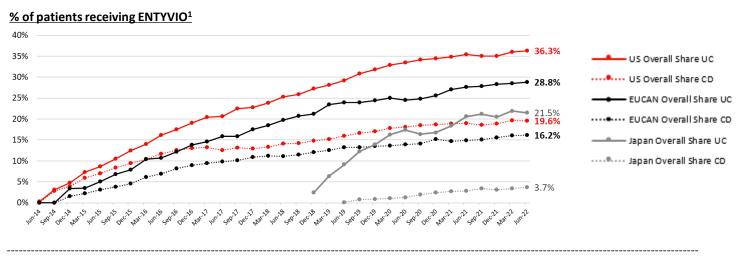
## **GI FRANCHISE CONTINUES TO DRIVE SIGNIFICANT GROWTH OF +12%**







- Growth across all markets driven by continued share growth in bio-naïve, amid softening of overall biologic market growth due to COVID-19 pandemic.
  - U.S.: #1 prescribed therapy in bio-naïve1; U.S. growth in H1 +19% at CER
  - EU: Subcutaneous launches in Europe progressing well and driving incremental growth





## FY2022 H1 Revenue JPY 54.7B (+9.0% growth)

- Market leading anti-acid therapy in Japan
- Strong launch in China also a key contributor to growth



## ANY BIOSIMILAR THAT SEEKS TO LAUNCH PRIOR TO 2032 WOULD NEED TO ADDRESS POTENTIAL INFRINGEMENT AND/OR THE VALIDITY OF ALL RELEVANT PATENTS



2022 2023 2024 2025 2026 2027 2028 2029 2030 2031 2032

Anticipated expiry of data exclusivity

May 2025 May 2026 EU U.S

- We do not expect biosimilar launch upon anticipated data exclusivity expiry timing
- Takeda has granted patents that cover various aspects of Entyvio, including formulation, dosing regimens and process for manufacturing. These patents are expected to expire in 2032 in the U.S.
- Any biosimilar that seeks to launch prior to 2032 would need to address potential infringement and/or the validity of all relevant patents

## Potential scenario in the U.S. should patents be challenged in biosimilar litigation

Clinical development timeline

Biosimilar clinical trials expected to take 3-4+ years

Regulatory review (~1 year)

Legal proceedings

Pre-litigation process In general, biosimilar litigation proceedings in the U.S.
may take 3-5 years

- Entyvio is only approved in IBD indications, for which clinical trials are typically longer and more challenging to complete than other auto-immune diseases which we have recently observed biosimilar manufacturers target
- In the U.S., the biosimilar litigation process is triggered by FDA acceptance of a relevant aBLA

• Competitive Intelligence suggests Ph1 activity starting with biosimilar companies in China and Iran.

However, no vedolizumab biosimilar Phase 1 clinical trial starts targeting the U.S., EU, or Japan markets has been publicly disclosed so far.

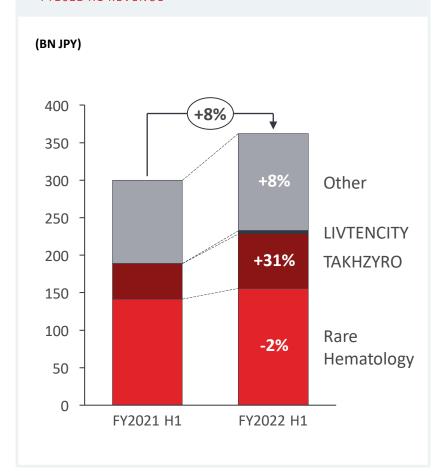


## TAKHZYRO CONTINUING TO GROW; LIVTENCITY LAUNCH ENHANCING PORTFOLIO



#### RARE DISEASES PORTFOLIO

FY2022 H1 REVENUE



## TAKHZYRO\* (lanadelumab-flyo) injection

## FY2022 H1 Revenue JPY 72.8B (+31.4% growth)

- FY2022 H1 growth of +31% at CER driven by continued launches in new markets, increased prophylactic use and an increase in patients choosing TAKZHRYO over other agents
- Strong demand growth in the U.S. continues even in the 5th year of launch as patients seek effective prevention in TAKHZYRO while Ex-U.S. revenue grew by 57% at CER, driven by geo-expansion and patient recruitment.
- Prophylactic leader with over 3,700 patients, available in 44 countries with 8 more launches planned in FY2022
- In October 2022, U.S. FDA accepted sBLA for use of TAKHZYRO in children 2 years or older
- The WAO/EAACI International guidelines state the goal of prophy treatment is for patients to have no HAE attacks. TAKHZRYO's strong efficacy profile delivers on this goal for many patients. In the HELP OLE study of 2.5 years, the longest HAE study to date, patients on average remained attack free for almost 15 months.

#### LIVTENCITY™ (maribavir)<sup>tablets</sup>

## Early indicators of success since U.S. launch in December 2021

- LIVTENCITY has the potential to redefine post-transplant CMV with clinical data in R/R showing superior efficacy compared to conventional therapies in achievement of CMV clearance<sup>1</sup> at Week 8 (55.7% vs 23.9%) and a favorable tolerability/safety profile.
- We are very encouraged by the continued high interest and sustained uptake we have observed since launch in Dec 2021; a strong confirmation of the need for more treatment options for transplant patients with CMV-infections.
- 75% of U.S. transplant centers have initiated therapy for at least one patient with  $\sim$ 2/3 of those having no prior experience with LIVTENCITY (i.e. through clinical trials)
- Despite the challenges of launching during COVID, our sales force has reached almost all U.S. transplant centers
- Expanding global footprint: In Sept 2022, received positive CHMP opinion in EU for the treatment of adults with post-transplant CMV refractory (with or without resistance) to prior therapies; approval decision expected in FY22

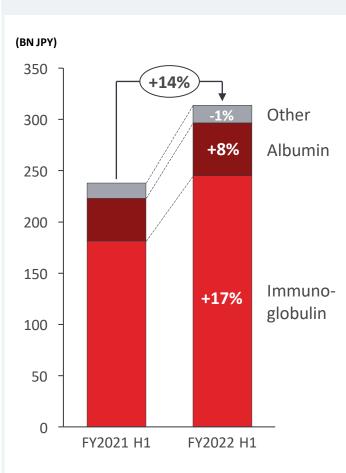




## PDT PORTFOLIO CONTINUES TO DELIVER OUTSTANDING GROWTH

### PDT IMMUNOLOGY PORFOLIO

FY2022 H1 REVENUE



## **Immunoglobulin**

FY2022 H1 Revenue JPY 245.1B (+16.9% growth)

- Strong demand globally, especially in U.S. where pandemic pressure is now easing, coupled with steady and growing supply
- Continued expansion of SCIG portfolio; double-digit percentage revenue growth
- Anticipate growth of +10-20% in FY2022 (at CER)
- Announced positive Phase 3 data for HYQVIA in CIDP









#### **Albumin**

FY2022 H1 Revenue JPY 51.8B (+7.8% growth)

- Solid growth building on last year's momentum but tempered by China lockdown in FY2022 Q1
- Strong demand for our differentiated product, Flexbumin, in both China and the U.S.
- Anticipate growth of +10-20% in FY2022 (at CER)





#### CONTINUING TO INVEST IN PLASMA DONATION

- Global plasma donation center footprint totals 220 centers, an increase of 16 in H1 FY2022 in line with plan. In FY2022 we aim to add >25 new centers.
- Continued ramp-up of new centers and efficiency improvements expected to drive projected +10-20% increase in plasma donation volume in FY2022 vs FY2021
- Focus on reducing costs to more sustainable levels, while striking the right balance between collecting enough
  plasma to meet our commitments to patients and improving margins.
- Remain on track to increase plasma supply and manufacturing capacity by >65% by end of FY2023 (versus 2018 baseline)

## PLASMA-DERIVED THERAPIES: DELIVERING OUTSTANDING REVENUE GROWTH SUPPORTED BY ROBUST SUPPLY WHILE FOCUSING ON MARGIN IMPROVEMENT



## PDT delivered outstanding growth in FY2022 H1

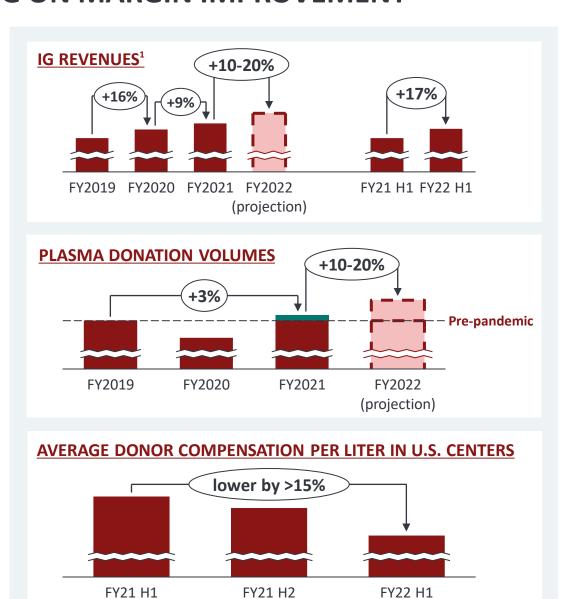
- PDT Immunology delivered revenue growth of **+14%** versus FY2021 H1 in line with our growth guidance of +10-20%
- IG portfolio grew **+17**% fueled by strong demand for our products globally and enabled by steady supply

## Surpassing pre-pandemic donation volumes since FY2021 Q1

- We manage plasma donation volume to meet supply commitments to patients on Takeda therapies and to deliver growth commitment
- Increase of **16** donation centers in FY2022 H1, in line with plan
- Fastest and strongest recovery in industry since FY2019, with 10-20% volume increase expected by end of FY2022

## Continuing to reduce costs to improve margins over time

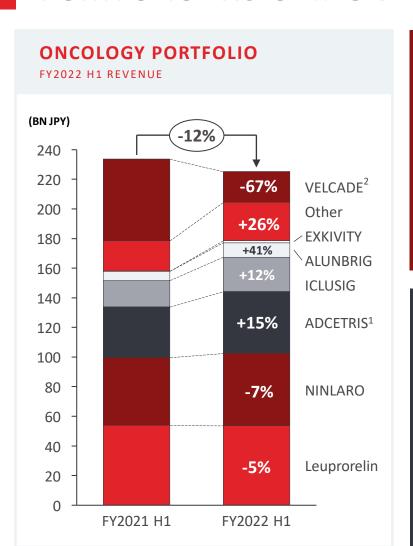
- Now #2 global plasma company, having done "more with less" through optimal use of capacity and assets throughout the pandemic
- Our performance has enabled us to step up aggressive cost management, including reducing donor compensation by >15% vs FY2021 H1





## ONCOLOGY GROWTH IMPACTED BY VELCADE GENERICS; PORTFOLIO EXCLUDING VELCADE GREW +6% AT CER





- 1. ADCETRIS is in-licensed from Seagen Inc.; Takeda has development and marketing rights outside of the U.S. and Canada
- 2. Generic entrants into US market began May 2022
- Absolute values are presented on an IFRS (reported) basis; Year-on-year changes are at CER (please refer to appendix slide A-1 for definition).

## mobocertinib 40 mg capsules

### **EXKIVITY Launch Drives New Patient Starts**

- Achieved ~50% of new patient starts for EXKIVITY in U.S. market<sup>3</sup>
- EXCLAIM-2 (1L) study ongoing with potential FY24 filing



### Launched ALUNBRIG in China in All Treatment Lines

Strong year-over-year growth driven by continued global uptake in 1L and recent launch in China



## **PADCETTIS** +15% Growth Driven by Uptake of Frontline Indications

 Q2 growth primarily due to continued increase in access and uptake of frontline indications, driven by positive ECHELON-1 OS data and 1L PTCL/SALCL approvals in 18 markets since 2021



## **Increased Awareness of OPTIC Results and Label Change**

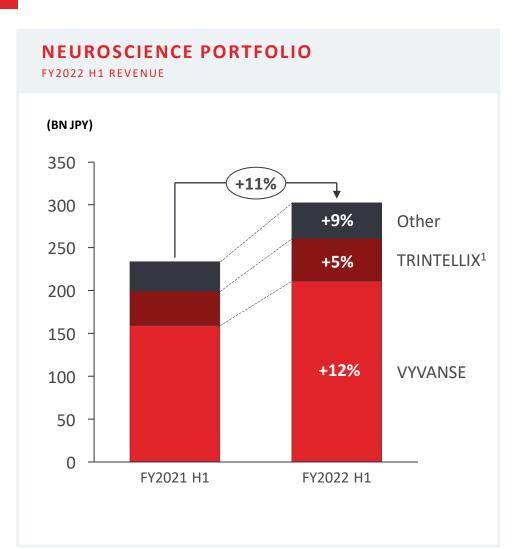
Growth driven by improving awareness of positive OPTIC trial results and label update

3. US Exon 20 insertion New Patient Starts total brand share – all lines, rolling 3 months, adjusted for estimated off-label usage per Flatiron. Source: IQVIA claims thru July'22



## **NEUROSCIENCE FRANCHISE CONTINUES REBOUND FROM COVID-19 IMPACT**









## FY2022 H1 Revenue JPY 211.2B (+12.3% growth)

- Growth in FY2022 driven by the expanding ADHD adult population in the U.S.
- Ramping down product-related OPEX ahead of loss of exclusivity in August 2023

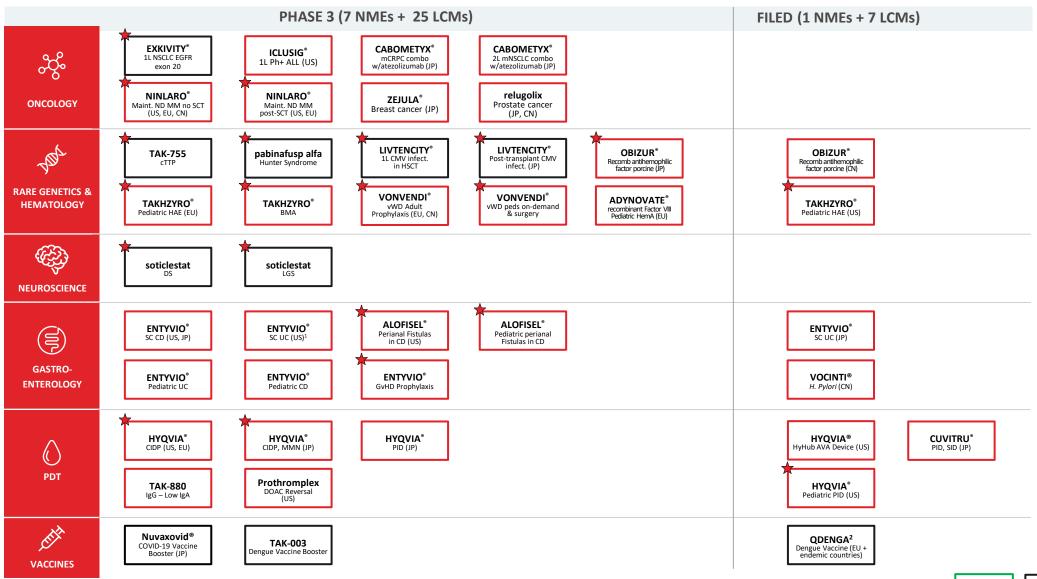


## FY2022 H1 Revenue JPY 49.8B (+5.1% growth)

- U.S. MDD market recovery from COVID-19 continues, with new starts still trailing prepandemic levels (-5~10%), improved from -25% peak impact in FY2020. Focused messaging and sales force effort across prioritized TRINTELLIX HCP segments is expected to drive new patient starts and overall demand growth by end FY2022.
- In Japan, the market share of Trintellix continues to grow with stronger positioning as a first-line treatment being established among psychiatrists.

## **CONSOLIDATED DEVELOPMENT PIPELINE BY PHASE**





- 1. Currently undergoing development after receiving FDA CRL in 2019
- 2. QDENGA is the brand name of TAK-003 in Indonesia

region / indication for a given asset)

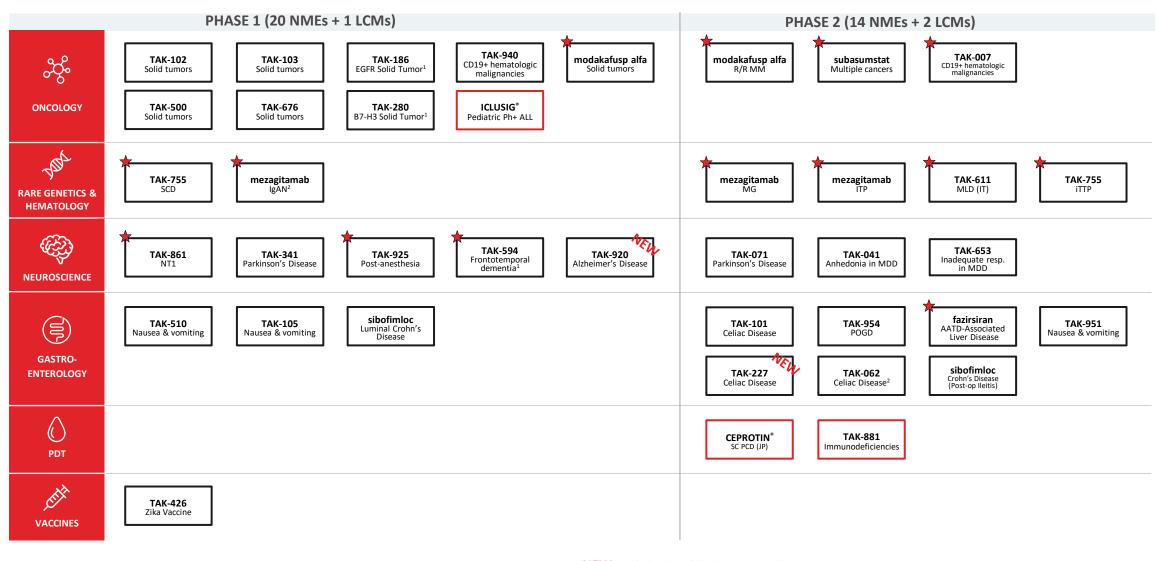
APPROVED

NME

LCM

## **CONSOLIDATED DEVELOPMENT PIPELINE BY PHASE**





<sup>1.</sup> Currently in phase 1 of a phase 1/2 trial

**NEW** Added to clinical development since last quarter

Orphan Drug Designation potential (in any region / indication for a given asset)

NME

LCM

<sup>2.</sup> Study actively recruiting

# **GLOSSARY OF ABBREVIATIONS**



#### Regional Abbreviations:

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

CN: China	; EU: Europe; JP: Japan; US: United States of America
AATD	α1-antitrypsin deficiency
ADC	antibody drug conjugate
ADHD	attention deficit hyperactivity disorder
AHA	acquired hemophilia A
ALK	anaplastic lymphoma kinase
ALCL	anaplastic large-cell lymphoma
ALL	acute lymphocytic leukemia
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
вма	bradykinin mediated angioedema
BTD	breakthrough therapy designation
CAR-T	chimeric antigen receptor-T
CD	Crohn's disease
СНМР	Committee for Medicinal Products for Human Use
CIDP	chronic inflammatory demyelinating polyradiculoneuropathy
CLL	chronic lymphocytic leukemia
CML	chronic myeloid leukemia
CMV	cytomegalovirus
CNS	central nervous system
CPF	complex perianal fistulas
CRL	complete response letter
CRPC	Castrate-resistant prostate cancer
CTCL	cutaneous T-cell lymphoma
сТТР	congenital thrombotic thrombocytopenic purpura
DEE	developmental and epileptic encephalopathies
DLBCL	diffuse large B-cell lymphoma
DOAC	direct oral anti-coagulation

DS	Dravet syndrome
DU	duodenal ulcer
Dx	Diagnosis
EE H	erosive esophagitis healing
EE M	erosive esophagitis maintenance
EGFR	epidermal growth factor receptor
EMA	European Medicines Agency
FDA	the U.S. Food & Drug Administration
FL	front line
FSI	first subject in
FY	fiscal year
GERD	gastroesophageal reflux disease
GI	gastrointestinal
GU	gastric ulcer
GvHD	graft versus host disease
HAE	hereditary angioedema
Н2Н	head-to-head
HemA	hemophilia A
HL	Hodgkin lymphoma
HSCT	hematopoietic stem cell transplant
IBD	inflammatory bowel disease
IgAN	immunoglobulin A nephropathy
IH	idiopathic hypersomnia
INCAT	Inflammatory Neuropathy Cause and Treatment disability score
IND	investigational new drug
iNHL	indolent non-Hodgkin's lymphoma
ITP	Immune thrombocytopenic purpura
iTTP	immune thrombotic thrombocytopenic purpura
IV	intravenous
iPSC	induced pluripotent stem cells
L-ASA	low dose aspirin
LSD	lysosomal storage disorder

LCM	lifecycle management
LGS	Lennox-Gastaut syndrome
mAb	monoclonal antibody
MAOB	monoamine oxidase B
MDD	major depressive disorder
MG	myasthenia gravis
MLD	metachromatic leukodystrophy
MM	multiple myeloma
MMN	multifocal motor neuropathy
NBE	New Biological Entity
NCE	New Chemical Entity
ND	newly diagnosed
NDA	new drug application
Neg	Negative
NERD	non-erosive reflux disease
NHL	non-Hodgkin lymphoma
NK	natural killer
NME	new molecular entity
NMPA	National Medical Products Administration
NSCLC	non-small cell lung cancer
NSCT	non stem cell transplant
NT1 or 2	narcolepsy Type 1 or 2
ORR	overall response rate
OSA	obstructive sleep apnea
PARP	poly (ADP-ribose) polymerase
PAS	prior approval supplement
РСАВ	potassium competitive acid blocker
PCD	protein C deficiency
PEX	plasma exchange
Ph+ ALL	Philadelphia chromosome-positive acute lymphoblastic leukemia
PID	primary immunodeficiency

PK	pharmacokinetics
PMDA	Japan's Pharmaceuticals and Medical Devices Agency
POC	proof of concept
POGD	post-operative gastrointestinal dysfunction
PONV	postoperative nausea and vomiting
PRIME	Priority medicines scheme by EMA
PTCL	peripheral T-cell lymphoma
PTH	parathyroid hormone
R/R	relapsed/refractory
RCC	renal cell cancer
RTK	receptor tyrosine kinase
RTU	ready to use
sALCL	systemic anaplastic large cell lymphoma
SBS	short bowel syndrome
sc	subcutaneous formulation
SCD	sickle cell disease
SCT	stem cell transplant
SID	secondary immunodeficiency
SLE	systemic lupus erythematosus
sq	squamous
STING	stimulator of interferon genes
SUMO	small ubiquitin-related modifier
TCE	T-cell engager
TESD	treatment emergent sexual dysfunction
TKI	tyrosine kinase inhibitor
TREM2	triggering receptor expressed on myeloid cells 2
UC	ulcerative colitis
VCD	virologically confirmed dengue
vWD	von Willebrand disease
VWF	von Willebrand factor



# FINANCIAL APPENDIX

#### **Definition of Non-IFRS Measures**

Definition of Core Financial Measures, Constant Exchange Rate change, and Free Cash Flow	A-1
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# Definition of Core Financial Measures, Constant Exchange Rate change, and Free Cash Flow

Core Revenue represents revenue adjusted to exclude significant items unrelated to Takeda's core operations.

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 non-recurring items, 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.

**CER (Constant Exchange Rate) change** eliminates the effect of foreign exchange rates from year-over-year comparisons by translating Reported or Core results for the current period using corresponding exchange rates in the same period of the previous fiscal year.

We present **Free Cash Flow** because we believe that this measure is useful to investors as similar measures of liquidity are frequently used by securities analysts, investors and other interested parties in the evaluation of companies in our industry. Free Cash Flow is also used by our management to evaluate our liquidity and our cash flows, particularly as they relate to our ability to meet our liquidity requirements and to support our capital allocation policies. We also believe that Free Cash Flow is helpful to investors in understanding how our strategic divestitures of non-core businesses and of portions of our investment portfolio contribute to the cash flows and liquidity available to us.

We define Free Cash Flow as cash flows from operating activities, subtracting acquisition of property, plant and equipment ("PP&E"), intangible assets and investments as well as removing any other cash that is not available to Takeda's immediate or general business use, and adding proceeds from sales of PP&E, as well as from sales of investments and businesses, net of cash and cash equivalents divested.

The usefulness of Free Cash Flow 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 effect of our current and future contractual and other commitments requiring the use or allocation of capital and (iii) the addition of proceeds from sales and redemption of investments and the proceeds from sales of business, net of cash and cash equivalents divested do not reflect cash received from our core ongoing operations. Free Cash Flow should not be considered in isolation and is not, and should not be viewed as, a substitute for cash flows from operating activities or any other measure of liquidity presented in accordance with IFRS. The most directly comparable measure under IFRS for Free Cash Flow is net cash from operating activities.



### **Definition of EBITDA/Adjusted EBITDA and Net Debt**

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. 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 consolidated 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 Net Profit to Adjusted EBITDA Bridge for a reconciliation to the respective most closely comparable measures presented in accordance with IFRS.

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 prior 12-month average exchange rates for non-JPY debt outstanding at the beginning of the period and the use of relevant spot rates for new non-JPY debt incurred and existing non-JPY debt redeemed during the reporting period, which reflects the methodology 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 temporarily held by Takeda on behalf of third parties related to vaccine operations and the trade receivables sales program, 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 Net Debt to Adjusted EBITDA for a reconciliation to this measure.



## FY2022 H1 Reported Results with Actual and CER % Change

(5)111			vs. PY			
(Billion JPY)	FY2021 H1	FY2022 H1		ACTUAL % CHANGE	CER % CHANGE*1	
Revenue	1,794.4	1,974.8	180.3	10.1%	(2.3)%	
Cost of sales	(517.1)	(598.3)	(81.3)	(15.7)%	(3.9)%	
Gross profit	1,277.4	1,376.4	99.1	7.8%	(4.8)%	
Margin	71.2 %	69.7 %		(1.5) pp	(1.8) pp	
SG&A expenses	(431.9)	(480.2)	(48.4)	(11.2)%	1.4%	
R&D expenses	(254.1)	(297.8)	(43.7)	(17.2)%	(1.4)%	
Amortization of intangible assets associated with products	(204.1)	(240.8)	(36.7)	(18.0)%	(1.1)%	
Impairment losses on intangible assets associated with products	(1.5)	(32.8)	(31.4)	(2,137.8)%	(1,695.6)%	
Other operating income	19.5	13.5	(6.1)	(31.0)%	(36.9)%	
Other operating expenses	(59.4)	(83.4)	(23.9)	(40.2)%	(22.0)%	
Operating profit	346.0	255.0	(91.0)	(26.3)%	(30.7)%	
Margin	19.3 %	12.9 %		(6.4) pp	(5.6) pp	
Finance income	46.9	75.7	28.8	61.4%	55.6%	
Finance expenses	(104.9)	(109.3)	(4.3)	(4.1)%	(5.4)%	
Share of profit (loss) of investments accounted for using the equity method	(3.5)	(1.4)	2.2	61.3%	76.7%	
Profit before tax	284.4	220.0	(64.4)	(22.6)%	(29.2)%	
Income tax expenses	(100.7)	(53.3)	47.4	47.1%	44.1%	
Net profit for the period	183.7	166.8	(17.0)	(9.2)%	(21.1)%	
Non-controlling interests	(0.1)	0.0	0.1	_	_	
Net profit attributable to owners of the Company	183.6	166.8	(16.9)	(9.2)%	(21.0)%	
Basic EPS (yen)	117.08	107.62	(9.46)	(8.1)%	(20.1)%	

<sup>\*1</sup> Please refer to A-1 Definition of Core Financial Measures, Constant Exchange Rate change, and Free Cash Flow, for the definition.



### FY2022 Q2 (Jul-Sep) Reported Results with Actual and CER % Change

(DIII) 1010	FY2021 Q2	FY2022 Q2		vs. PY				
(Billion JPY)	(Jul-Sep)	(Jul-Sep)		ACTUAL % CHANGE	CER % CHANGE*1			
Revenue	844.8	1,002.3	157.5	18.6%	2.8%			
Cost of sales	(275.8)	(305.4)	(29.6)	(10.7)%	2.6%			
Gross profit	569.0	696.9	127.8	22.5%	5.4%			
Margin	67.4 %	69.5 %		2.2 pp	1.7 pp			
SG&A expenses	(212.0)	(248.7)	(36.7)	(17.3)%	(1.8)%			
R&D expenses	(131.6)	(154.1)	(22.5)	(17.1)%	1.4%			
Amortization of intangible assets associated with products	(101.3)	(123.8)	(22.5)	(22.2)%	_			
Impairment losses on intangible assets associated with products	(1.5)	(18.6)	(17.1)	(1,167.4)%	_			
Other operating income	8.4	8.0	(0.4)	(5.0)%	(16.3)%			
Other operating expenses	(33.7)	(55.2)	(21.5)	(63.8)%	(43.7)%			
Operating profit	97.4	104.4	7.0	7.2%	(1.3)%			
Margin	11.5 %	10.4 %		(1.1) pp	(0.5) pp			
Finance income	6.9	14.8	7.9	115.4%	96.4%			
Finance expenses	(39.7)	(53.8)	(14.1)	(35.6)%	(40.5)%			
Share of profit (loss) of investments accounted for using the equity method	(3.2)	(0.9)	2.3	72.6%	85.1%			
Profit before tax	61.4	64.5	3.1	5.0%	(13.1)%			
Income tax expenses	(15.5)	(2.8)	12.6	(81.8)%	(57.2)%			
Net profit for the period	46.0	61.7	15.7	34.2%	1.7%			
Non-controlling interests	(0.0)	0.0	0.0	_	<del>-</del>			
Net profit attributable to owners of the Company	46.0	61.7	15.8	34.3%	1.8%			
Basic EPS (yen)	29.24	39.77	10.53	36.0%	3.1%			

<sup>\*1</sup> Please refer to A-1 Definition of Core Financial Measures, Constant Exchange Rate change, and Free Cash Flow, for the definition.



### FY2022 H1 Core Results with Actual and CER % Change

(DUIL IDV)	EV2024 114	EV2022 114	vs. PY			
(Billion JPY)	FY2021 H1	FY2022 H1		ACTUAL % CHANGE	CER % CHANGE*1	
Revenue	1,661.4	1,974.8	313.4	18.9%	5.5%	
Cost of sales	(494.1)	(571.6)	(77.4)	(15.7)%	(4.0)%	
Gross profit	1,167.2	1,403.2	236.0	20.2%	6.2%	
Margin	70.3 %	71.1 %		0.8 pp	0.4 pp	
SG&A expenses	(428.7)	(480.5)	(51.8)	(12.1)%	0.6%	
R&D expenses	(252.8)	(297.5)	(44.7)	(17.7)%	(1.8)%	
Operating profit	485.7	625.2	139.4	28.7%	14.5%	
Margin	29.2 %	31.7 %		2.4 pp	2.5 pp	
Finance income	31.7	32.6	0.9	2.9%	2.5%	
Finance expenses	(90.1)	(100.8)	(10.7)	(11.9)%	(14.6)%	
Share of profit (loss) of investments accounted for using the equity method	2.8	2.7	(0.2)	(6.1)%	(5.6)%	
Profit before tax	430.1	559.6	129.5	30.1%	13.4%	
Income tax expenses	(94.2)	(112.9)	(18.7)	(19.9)%	(10.0)%	
Net profit for the period	335.9	446.7	110.7	33.0%	14.4%	
Non-controlling interests	(0.1)	0.0	0.1	_	_	
Net profit attributable to owners of the Company	335.9	446.7	110.8	33.0%	14.4%	
Basic EPS (yen)	214	288	74	34.6%	15.8%	

<sup>\*1</sup> Please refer to A-1 Definition of Core Financial Measures, Constant Exchange Rate change, and Free Cash Flow, for the definition.



## FY2022 Q2 (Jul-Sep) Core Results with Actual and CER % Change

(Dillion IDV)	FY2021 Q2	FY2022 Q2		vs. PY	
(Billion JPY)	(Jul-Sep)	(Jul-Sep)		ACTUAL % CHANGE	CER % CHANGE*1
Revenue	844.8	1,002.3	157.5	18.6%	2.8%
Cost of sales	(266.3)	(293.3)	(27.1)	(10.2)%	2.9%
Gross profit	578.5	709.0	130.4	22.5%	5.5%
Margin	68.5 %	70.7 %		2.3 рр	1.8 рр
SG&A expenses	(210.8)	(248.8)	(38.1)	(18.1)%	(2.4)%
R&D expenses	(131.0)	(154.0)	(23.0)	(17.6)%	1.1%
Operating profit	236.8	306.1	69.3	29.3%	11.8%
Margin	28.0 %	30.5 %		2.5 pp	2.4 pp
Finance income	2.3	8.9	6.6	290.7%	286.1%
Finance expenses	(33.0)	(50.0)	(17.0)	(51.5)%	(59.0)%
Share of profit (loss) of investments accounted for using the equity method	0.9	1.7	0.8	93.3%	89.9%
Profit before tax	206.9	266.7	59.8	28.9%	7.6%
Income tax expenses	(47.6)	(44.2)	3.5	7.3%	15.3%
Net profit for the period	159.3	222.5	63.2	39.7%	14.5%
Non-controlling interests	(0.0)	0.0	0.0	_	_
Net profit attributable to owners of the Company	159.3	222.5	63.3	39.7%	14.5%
Basic EPS (yen)	101	143	42	41.5%	15.9%

<sup>\*1</sup> Please refer to A-1 Definition of Core Financial Measures, Constant Exchange Rate change, and Free Cash Flow, for the definition.



# FY2022 H1 Reconciliation from Reported to Core

		REPO	ORTED TO CO	RE ADJUSTME	NTS	
(Billion JPY)	REPORTED	Amortization of intangible assets	Impairment of intangible assets	Other operating income/ expenses	Others	CORE
Revenue	1,974.8					1,974.8
Cost of sales	(598.3)				26.8	(571.6)
Gross profit	1,376.4				26.8	1,403.2
SG&A expenses	(480.2)				(0.3)	(480.5)
R&D expenses	(297.8)				0.3	(297.5)
Amortization of intangible assets associated with products	(240.8)	240.8				_
Impairment losses on intangible assets associated with products	(32.8)		32.8			_
Other operating income	13.5			(13.5)		_
Other operating expenses	(83.4)			83.4		_
Operating profit	255.0	240.8	32.8	69.9	26.7	625.2
Margin	12.9 %					31.7%
Finance income and (expenses), net	(33.6)				(34.7)	(68.3)
Share of profit (loss) of investments accounted for using the equity method	(1.4)				4.0	2.7
Profit before tax	220.0	240.8	32.8	69.9	(4.0)	559.6
Tax expenses	(53.3)	(51.5)	(7.0)	(13.1)	12.0	(112.9)
Non-controlling interests	0.0					0.0
Net profit attributable to owners of the Company	166.8	189.3	25.8	56.8	8.0	446.7
EPS (yen)	108					288
Number of shares (millions)	1,549					1,549



# FY2022 Q2 (Jul-Sep) Reconciliation from Reported to Core

		REPO				
(Billion JPY)	REPORTED	Amortization of intangible assets	Impairment of intangible assets	Other operating income/ expenses	Others	CORE
Revenue	1,002.3					1,002.3
Cost of sales	(305.4)				12.1	(293.3)
Gross profit	696.9				12.1	709.0
SG&A expenses	(248.7)				(0.1)	(248.8)
R&D expenses	(154.1)				0.2	(154.0)
Amortization of intangible assets associated with products	(123.8)	123.8				_
Impairment losses on intangible assets associated with products	(18.6)		18.6			_
Other operating income	8.0			(8.0)		_
Other operating expenses	(55.2)			55.2		_
Operating profit	104.4	123.8	18.6	47.2	12.1	306.1
Margin	10.4 %					30.5%
Finance income and (expenses), net	(39.0)				(2.1)	(41.1)
Share of profit (loss) of investments accounted for using the equity method	(0.9)				2.6	1.7
Profit before tax	64.5	123.8	18.6	47.2	12.6	266.7
Tax expenses	(2.8)	(26.5)	(3.9)	(9.1)	(1.9)	(44.2)
Non-controlling interests	0.0					0.0
Net profit attributable to owners of the Company	61.7	97.3	14.7	38.0	10.7	222.5
EPS (yen)	40					143
Number of shares (millions)	1,552					1,552



## **FY2021 H1 Reconciliation from Reported to Core**

		REPORTED TO CORE ADJUSTMENTS						
(Billion JPY)	REPORTED	Amortization of intangible assets	Impairment of intangible assets	Other operating income/ expenses	Sale of Japan diabetes portfolio	Irish Tax Assessment *1	Others	CORE
Revenue	1,794.4				(133.0)			1,661.4
Cost of sales	(517.1)				0.6		22.3	(494.1)
Gross profit	1,277.4				(132.4)		22.3	1,167.2
SG&A expenses	(431.9)				1.0		2.1	(428.7)
R&D expenses	(254.1)						1.3	(252.8)
Amortization of intangible assets associated with products	(204.1)	204.1						_
Impairment losses on intangible assets associated with products	(1.5)		1.5					_
Other operating income	19.5			(18.8)			(0.7)	_
Other operating expenses	(59.4)			59.4				_
Operating profit	346.0	204.1	1.5	40.6	(131.4)		25.0	485.7
Margin	19.3 %							29.2%
Finance income and (expenses), net	(58.0)						(0.4)	(58.5)
Share of profit (loss) of investments accounted for using the equity method	(3.5)						6.4	2.8
Profit before tax	284.4	204.1	1.5	40.6	(131.4)		31.0	430.1
Tax expenses	(100.7)	(45.5)	(0.5)	(11.5)	40.2	63.7	(39.9)	(94.2)
Non-controlling interests	(0.1)							(0.1)
Net profit attributable to owners of the Company	183.6	158.6	0.9	29.2	(91.2)	63.7	(9.0)	335.9
EPS (yen)	117							214
Number of shares (millions)	1,568							1,568

<sup>\*1</sup> Tax charges of 63.7 billion JPY arising from the tax assessment involving Irish taxation of the break fee Shire received from AbbVie in connection with the terminated offer to acquire Shire made by AbbVie in 2014, net of 0.5 billion JPY of associated tax benefit.



## FY2021 Q2 (Jul-Sep) Reconciliation from Reported to Core

			REPO	ORTED TO CO	RE ADJUSTMI	ENTS		
(Billion JPY)	REPORTED	Amortization of intangible assets	Impairment of intangible assets	Other operating income/ expenses	Sale of Japan diabetes portfolio	Irish Tax Assessment *1	Others	CORE
Revenue	844.8							844.8
Cost of sales	(275.8)						9.5	(266.3)
Gross profit	569.0						9.5	578.5
SG&A expenses	(212.0)						1.2	(210.8)
R&D expenses	(131.6)						0.6	(131.0)
Amortization of intangible assets associated with products	(101.3)	101.3						_
Impairment losses on intangible assets associated with products	(1.5)		1.5					_
Other operating income	8.4			(8.1)			(0.4)	_
Other operating expenses	(33.7)			34.4			(0.7)	_
Operating profit	97.4	101.3	1.5	26.3			10.3	236.8
Margin	11.5 %							28.0%
Finance income and (expenses), net	(32.8)						2.1	(30.7)
Share of profit (loss) of investments accounted for using the equity method	(3.2)						4.0	0.9
Profit before tax	61.4	101.3	1.5	26.3			16.4	206.9
Tax expenses	(15.5)	(22.6)	(0.5)	(6.7)		1.0	(3.4)	(47.6)
Non-controlling interests	(0.0)							(0.0)
Net profit attributable to owners of the Company	46.0	78.7	0.9	19.6		1.0	13.0	159.3
EPS (yen)	29							101
Number of shares (millions)	1,572							1,572

<sup>\*1</sup> Interest on tax charges arising from the tax assessment involving Irish taxation of the break fee Shire received from AbbVie in connection with the terminated offer to acquire Shire made by AbbVie in 2014.



## Free Cash Flow

(Billion JPY)	FY2021 H1	FY2022 H1	Change versus th	e previous year
Net profit	183.7	166.8	(17.0)	(9.2)%
Depreciation, amortization and impairment loss	285.1	362.1	77.0	
Decrease (increase) in trade working capital	(89.2)	(159.0)	(69.8)	
Income taxes paid	(78.7)	(115.4)	(36.7)	
Tax refunds and interest on tax refunds received	4.8	6.2	1.4	
Other	94.3	44.6	(49.7)	
Net cash from operating activities	400.0	305.2	(94.8)	(23.7)%
Adjustment for cash temporarily held by Takeda on behalf of third parties*1	(7.6)	116.8	124.5	
Acquisition of PP&E	(60.6)	(71.4)	(10.8)	
Proceeds from sales of PP&E	0.4	0.1	(0.3)	
Acquisition of intangible assets	(25.2)	(67.6)	(42.4)	
Acquisition of investments	(3.6)	(4.7)	(1.1)	
Proceeds from sales and redemption of investments	10.1	18.4	8.3	
Proceeds from sales of business, net of cash and cash equivalents divested	2.1	_	(2.1)	
Free Cash Flow	315.6	296.9	(18.7)	(5.9)%

<sup>\*1</sup> Adjustment refers to changes in cash balance that is temporarily held by Takeda on behalf of third parties related to vaccine operations and the trade receivables sales program.



#### **FY2022 H1 Net Debt to Adjusted EBITDA**

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

Adjusted EBITDA	1,313.1
Net debt/Adjusted EBITDA ratio	2.6 x
Net cash (debt)	(3,358.0)
Gross debt <sup>*3</sup>	(4,065.5)
FX adjustment <sup>*2</sup>	421.1
Hybrid bond 50% equity credit	250.0
Book value debt on consolidated statements of financial position	(4,736.6)
Cash and cash equivalents*1	707.5
(Billion JPY)	FY2022 H1

#### **NET INCREASE (DECREASE) IN CASH**

(Billion JPY)	FY2021 H1	FY2022 H1	Change vers	
Net cash from operating activities	400.0	305.2	(94.8)	(23.7)%
Acquisition of PP&E	(60.6)	(71.4)		
Proceeds from sales of PP&E	0.4	0.1		
Acquisition of intangible assets	(25.2)	(67.6)		
Acquisition of investments	(3.6)	(4.7)		
Proceeds from sales and redemption of investments	10.1	18.4		
Acquisition of business, net of cash and cash equivalents acquired	(27.5)	_		
Proceeds from sales of business, net of cash and cash equivalents divested	2.1	_		
Net increase (decrease) in short-term loans and commercial papers	(0.0)	_		
Repayment of long-term loans	(220.1)	(0.1)		
Proceeds from issuance of bonds	_	_		
Repayment of bonds	(220.9)	(26.8)		
Purchase of treasury shares	(2.5)	(26.9)		
Interest paid	(52.7)	(52.7)		
Dividends paid	(141.6)	(140.0)		
Others	(19.6)	(17.8)		
Net increase (decrease) in cash	(361.7)	(84.3)	277.5	(76.7)%

<sup>\*1</sup> Includes short-term investments which mature or become due within one year from the reporting date and excludes cash temporarily held by Takeda on behalf of third parties related to vaccine operations and the trade receivables sales program.

<sup>\*2</sup> FX adjustment refers to change from month-end rate to average rate used for non-JPY debt calculation outstanding at the beginning of the period to match with adjusted EBITDA (which is calculated based on average rates). New non-JPY debt incurred and existing non-JPY debt redeemed during the reporting period are translated to JPY at relevant spot rates as of the relevant date.

<sup>\*3</sup> 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 non-cash adjustments related to debt amortization and FX impact.





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

Adjusted EBITDA	1,168.0
Net debt/Adjusted EBITDA ratio	2.8 x
Net cash (debt)	(3,233.8)
Gross debt <sup>*3</sup>	(3,876.0)
FX adjustment <sup>*2</sup>	219.4
Hybrid bond 50% equity credit	250.0
Book value debt on consolidated statements of financial position	(4,345.4)
Cash and cash equivalents*1	642.2
(Billion JPY)	FY2021

#### **NET INCREASE (DECREASE) IN CASH**

(Billion JPY)	FY2020	FY2021	vs. PY	
Net cash from operating activities	1,010.9	1,123.1	112.2	11.1 %
Acquisition of PP&E	(111.2)	(123.3)		
Proceeds from sales of PP&E	46.5	1.8		
Acquisition of intangible assets	(125.3)	(62.8)		
Acquisition of investments	(12.6)	(8.3)		
Proceeds from sales and redemption of investments	74.6	16.9		
Acquisition of business, net of cash and cash equivalents acquired	_	(49.7)		
Proceeds from sales of business, net of cash and cash equivalents divested	530.4	28.2		
Net increase (decrease) in short-term loans and commercial papers	(149.0)	(0.0)		
Repayment of long-term loans	(792.5)	(414.1)		
Proceeds from issuance of bonds	1,179.5	249.3		
Repayment of bonds	(859.2)	(396.0)		
Purchase of treasury shares	(2.1)	(77.5)		
Interest paid	(107.3)	(108.2)		
Dividends paid	(283.4)	(283.7)		
Others	(83.1)	(41.1)		
Net increase (decrease) in cash	316.1	(145.3)	(461.4)	-

<sup>\*1</sup> Includes short-term investments which mature or become due within one year from the reporting date and excludes cash temporarily held by Takeda on behalf of third parties related to vaccine operations and the trade receivables sales program.

<sup>\*2</sup> FX adjustment refers to change from month-end rate to average rate used for non-JPY debt calculation outstanding at the beginning of the period to match with adjusted EBITDA (which is calculated based on average rates). New non-JPY debt incurred and existing non-JPY debt redeemed during the reporting period are translated to JPY at relevant spot rates as of the relevant date.

<sup>\*3</sup> 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 non-cash adjustments related to debt amortization and FX impact.



## FY2022 H1 and FY2021 H1 Net Profit to Adjusted EBITDA Bridge

Billion JPY)		FY2022 H1	Change ver previous	
Net profit	183.7	166.8	(17.0)	(9.2)%
Income tax expenses	100.7	53.3		
Depreciation and amortization	283.6	326.1		
Interest expense, net	58.9	57.5		
EBITDA	627.0	603.7	(23.3)	(3.7)%
Impairment losses	1.5	36.0		
Other operating expense (income), net, excluding depreciation and amortization and other miscellaneous expenses (non-cash item)	36.8	65.4		
Finance expense (income), net, excluding interest income and expense, net	(0.9)	(24.0)		
Share of loss on investments accounted for under the equity method	3.5	1.4		
Other adjustments:	(72.9)	55.5		
Non-core expense related to COVID-19	5.5	5.6		
Sales of Japan diabetes portfolio and other non-core product divestitures	(131.4)	_		
Impact on profit related to fair value step up of inventory in Shire acquisition	17.8	21.9		
Other costs <sup>*1</sup>	35.2	28.0		
Adjusted EBITDA	595.0	737.9	142.9	24.0 %

<sup>\*1</sup> Includes adjustments for non-cash equity-based compensation expense and other one time non-cash expense.



## FY2022 H1 Net Profit to Adjusted EBITDA LTM Bridge

(Billion JPY)	FY2021 Full Year (Apr-Mar)	FY2021 H1 (Apr - Sep)	FY2022 H1 (Apr - Sep)	FY2022 H1 LTM <sup>*1</sup> (Oct-Sep)
Net profit	230.2	183.7	166.8	213.2
Income tax expenses	72.4	100.7	53.3	25.0
Depreciation and amortization	583.2	283.6	326.1	625.7
Interest expense, net	117.8	58.9	57.5	116.4
EBITDA	1,003.6	627.0	603.7	980.3
Impairment losses	54.5	1.5	36.0	89.0
Other operating expense (income), net, excluding depreciation and amortization and other miscellaneous expenses (non-cash item)	106.3	36.8	65.4	134.9
Finance expense (income), net, excluding interest income and expense, net	25.1	(0.9)	(24.0)	2.0
Share of loss on investments accounted for under the equity method	15.4	3.5	1.4	13.2
Other adjustments:	(30.2)	(72.9)	55.5	98.1
Non-core expense related to COVID-19	10.4	5.5	5.6	10.4
Sale of Japan diabetes portfolio	(144.8)	(131.4)	_	(13.4)
Impact on profit related to fair value step up of inventory in Shire acquisition	31.9	17.8	21.9	35.9
Other costs <sup>*2</sup>	72.4	35.2	28.0	65.1
Adjusted EBITDA	1,174.5	595.0	737.9	1,317.4
EBITDA from divested products*3	(6.6)			(4.3)
Adjusted EBITDA (LTM)	1,168.0			1,313.1

<sup>\*1</sup> LTM represents Last Twelve Months (October 2021 - September 2022). Calculated by subtracting FY2021 H1 from FY2021 Full Year and adding FY2022 H1.

<sup>\*2</sup> Includes adjustments for non-cash equity-based compensation expense and other one time non-cash expense.

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



# FX Rates and FY2022 Currency Sensitivity

	Average Exch	ange Rates vs. J	PΥ	Impact of depreciat	tion of yen from Octo	ber 2022 to March 202	3 on FY2022 forecast (	(100 million JPY)
	FY2021 Actual (Apr-Sep)	FY2022 Actual (Apr-Sep)	FY2022 Assumption (Apr-Mar)		Revenue (IFRS)	Operating Profit (IFRS)	Net Profit (IFRS)	Core Operating Profit (non-IFRS)
JSD	110	131	132	1% depreciation	86.9	14.0	10.5	31.4
טפּני	110	131		1 yen depreciation	66.1	10.7	8.0	23.9
···	131	138	120	1% depreciation	22.0	(14.7)	(15.5)	(11.7)
UR	131		138	1 yen depreciation	16.0	(10.6)	(11.2)	(8.5)
RUB	1.5	2.1	2.1		2.9	1.6	1.6	1.8
NY	17.0	19.7	19.8	1% depreciation	8.6	5.1	5.1	5.1
RL	20.9	26.3	26.4		3.9	2.4	2.4	2.5



# **CAPEX, Depreciation and Amortization and Impairment Losses**

(Billion JPY)	FY2021	FY2021 H1	FY2022 H1	vs. PY		FY2022 Revised Forecast (Oct 27, 2022)
Capital expenditures*1	186.0	85.8	139.0	53.2	62.0 %	260.0 to 310.0
Tangible assets	123.3	60.6	71.4	10.8	17.9 %	
Intangible assets	62.8	25.2	67.6	42.4	168.3 %	
*1 Cash flow base						
Depreciation and amortization	579.8	281.9	324.5	42.6	15.1 %	640.0
Depreciation of tangible assets*2 (A)	132.4	65.2	71.8	6.5	10.0 %	
Amortization of intangible assets (B)	447.4	216.7	252.7	36.0	16.6 %	
Of which Amortization associated with products (C)	418.8	204.1	240.8	36.7	18.0 %	480.0
Of which Amortization excluding intangible assets associated with products (D)	28.6	12.6	11.9	(0.7)	(5.6)%	
*2 Excluding depreciation from investment properties						
Depreciation and amortization (excluding intangible assets associated with products) (A)+(D)	161.0	77.8	83.7	5.8	7.5 %	160.0
Impairment losses	54.5	1.5	32.9	31.4	<b>–</b> %	
Impairment losses associated with products	54.1	1.5	32.8	31.4	<b>–</b> %	50.0
Amortization and impairment losses on intangible assets associated with products	472.9	205.5	273.6	68.1	33.1 %	530.0



## **FY2022 Detailed Forecast**

(BN JPY)	FY2021 Actual	FY2022 Original Forecast (May 11, 2022)	FY2022 Revised Forecast (Oct 27, 2022)	FY2022 Revised Forecast % change vs. PY
Revenue	3,569.0	3,690.0	3,930.0	10.1 %
R&D expenses	(526.1)	(570.0)	(620.0)	(17.9)%
Amortization of intangible assets associated with products	(418.8)	(438.0)	(480.0)	(14.6)%
Impairment losses on intangible assets associated with products	(54.1)	(50.0)	(50.0)	7.6 %
Other operating income	43.1	12.0	13.0	(69.9)%
Other operating expenses	(159.1)	(73.0)	(100.0)	37.1 %
Operating profit	460.8	520.0	530.0	15.0 %
Finance income (expenses), net	(142.9)	(107.0)	(105.0)	26.5 %
Profit before tax	302.6	411.0	426.0	40.8 %
Net profit attributable to owners of the Company	230.1	292.0	307.0	33.4 %
Basic EPS (yen)	147	188	198	34.4 %
Core Revenue <sup>*1</sup>	3,420.5	3,690.0	3,930.0	14.9 %
Core Operating Profit*1	955.2	1,100.0	1,180.0	23.5 %
Core EPS (yen)	425	484	525	23.6 %
USD/JPY (yen)	112	119	132	18.3 %
EUR/JPY (yen)	131	133	138	5.9 %

<sup>\*1</sup> Please refer to A-1 Definition of Core Financial Measures, Constant Exchange Rate change, and Free Cash Flow, for the definition and A-20 FY2022 Full Year Reconciliation from Reported Operating Profit to Core Operating Profit Forecast, for reconciliation.



# FY2022 Core Operating Profit Adjustment Items & Cash Flow Forecast

#### **CORE OPERATING PROFIT ADJUSTMENT ITEMS**

(Billion JPY)	FY2022 H1	FY2022 Revised Forecast (Oct 27, 2022)
Amortization of intangible assets associated with products	240.8	480.0
Of which Shire-acquisition related	195.3	390.0
Impairment losses on intangible assets associated with products	32.8	50.0
Other operating income	(13.5)	(13.0)
Other operating expenses	83.4	100.0
Other Core Operating Profit adjustments	26.7	33.0
Of which Shire-acquisition related to unwind of inventories step-up	21.9	25.0
Total core operating profit adjustments	370.2	650.0

#### **CASH FLOW GUIDANCE**

(Billion JPY)	FY2022 H1	FY2022 Revised Forecast (Oct 27, 2022)	
Free cash flow	296.9	650.0 to 750.0	
CAPEX (cash flow base)	(139.0)	(260.0) to (310.0)	
Depreciation and amortization (excluding intangible assets associated with products)	(83.7)	(160.0)	
Cash tax rate on adjusted EBITDA (excluding divestitures)	N/A	mid-teen %	



# FY2022 Reconciliation from Reported Operating Profit to Core Operating Profit Forecast

(Billion JPY)		REPORTED TO CORE ADJUSTMENTS				
	REPORTED	Amortization of intangible assets	Impairment of intangible assets	Other operating income (expenses)	Others	CORE
Revenue	3,930.0					3,930.0
Cost of sales					28.0	
Gross Profit					28.0	
SG&A and R&D expenses					5.0	
Amortization of intangible assets associated with products	(480.0)	480.0				_
Impairment losses on intangible assets associated with products	(50.0)		50.0			_
Other operating income	13.0			(13.0)		_
Other operating expenses	(100.0)			100.0		_
Operating profit	530.0	480.0	50.0	87.0	33.0	1,180.0

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