

# ASTELLAS' OPEN INNOVATION



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## CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING INFORMATION

In this material, statements made with respect to current plans, estimates, strategies and beliefs and other statements that are not historical facts are forward-looking statements about the future performance of Astellas Pharma. These statements are based on management's current assumptions and beliefs in light of the information currently available to it and involve known and unknown risks and uncertainties. A number of factors could cause actual results to differ materially from those discussed in the forward-looking statements. Such factors include, but are not limited to: (i) changes in general economic conditions and in laws and regulations, relating to pharmaceutical markets, (ii) currency exchange rate fluctuations, (iii) delays in new product launches, (iv) the inability of Astellas to market existing and new products effectively, (v) the inability of Astellas to continue to effectively research and develop products accepted by customers in highly competitive markets, and (vi) infringements of Astellas' intellectual property rights by third parties.

Information about pharmaceutical products (including products currently in development) which is included in this material is not intended to constitute an advertisement or medical advice.



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## Corporate Updates



# CORPORATE DATA

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**Headquarters**  
( Nihonbashi-Honcho )

## Founded

**1923**

(launched as Astellas Pharma Inc. in 2005)

## Representative

**Kenji Yasukawa, Ph.D.**  
**President and CEO**

## Business description

**Research and development,  
manufacturing and sales of  
pharmaceuticals**

## Global sales

**1,249.5 billion yen**  
(FY2020)

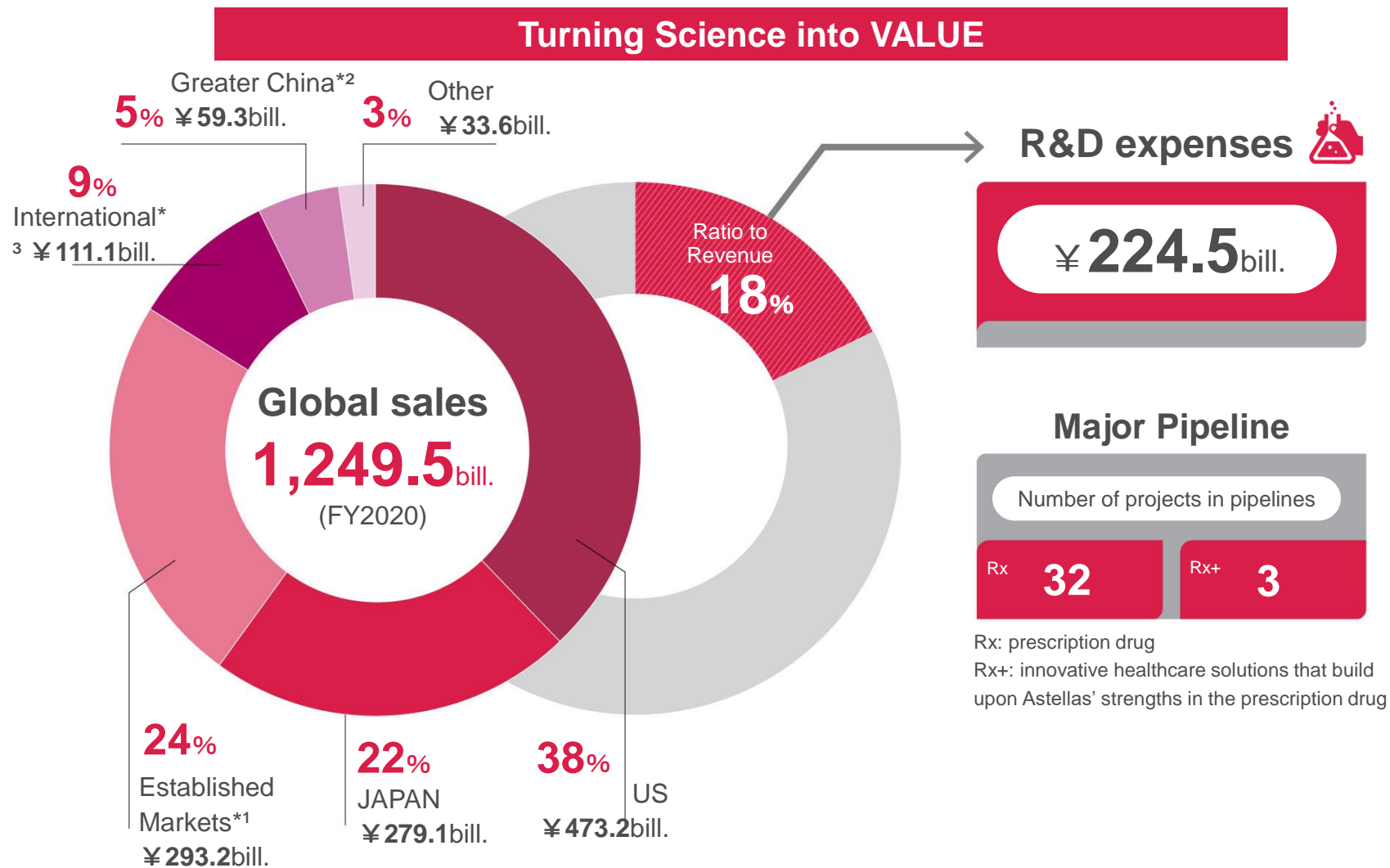
## Global profit

**120.6 billion yen**  
(FY2020)

## Number of employees

**15,883**  
(as of March 2020)

# ASTELLAS FOCUSES MANAGEMENT RESOURCES ON THE INNOVATIVE DRUG BUSINESS.



\* 1 Established Markets : Europe, Canada, Australia \* 2 Greater China : China, Hong Kong, Taiwan  
\* 3 International : Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea

# MAJOR PRODUCTS

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## Major global products

Treatment for  
prostate cancer

**XTANDI**



2018年5月写真撮影

Treatment for overactive  
bladder (OAB)

**Mirabegron\***



2011年9月写真撮影

Treatment for Acute  
Myeloid Leukemia (AML)

**XOSPATA**



2018年10月写真撮影

Immunosuppressant

**Prograf**



## Major regional products

Treatment for  
Type 2 diabetes

**Suglat**  
(Japan)

\* Mirabegron: Betanis / Myrabetriq / BETMIGA

Treatment for  
osteoporosis

**EVENITY**  
(Japan)

Pharmacologic  
stress agent

**Lexiscan**  
(US)

Azole antifungal

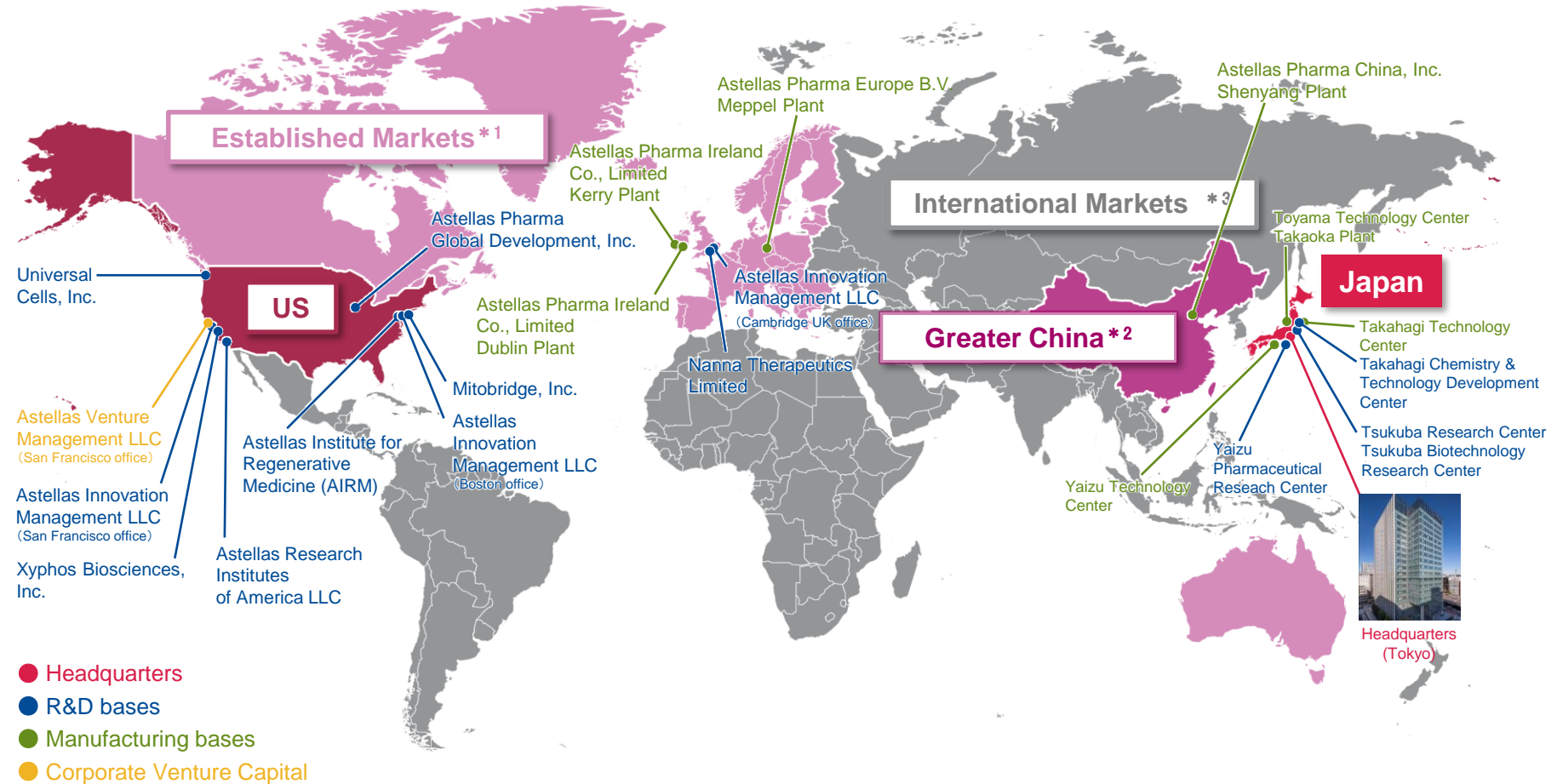
**CRESEMBA**  
(US)

For the year ended March 2021

# GLOBAL NETWORK

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Astellas is a global pharmaceutical company conducting business in more than 70 countries around the world.



\* 1 Established Markets : Europe, Canada, Australia \* 2 Greater China : China, Hong Kong, Taiwan

\* 3 International Markets : Russia, Latin America, Middle East, Africa, South East Asia, South Asia, Korea

as of April 2021



## Vision

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On the Forefront of  
Healthcare Change to  
Turn Innovative  
Science into  
**VALUE for  
Patients**

We will achieve sustainable  
growth by pursuing  
innovative science to  
produce medical solutions  
that provide **VALUE**  
to patients

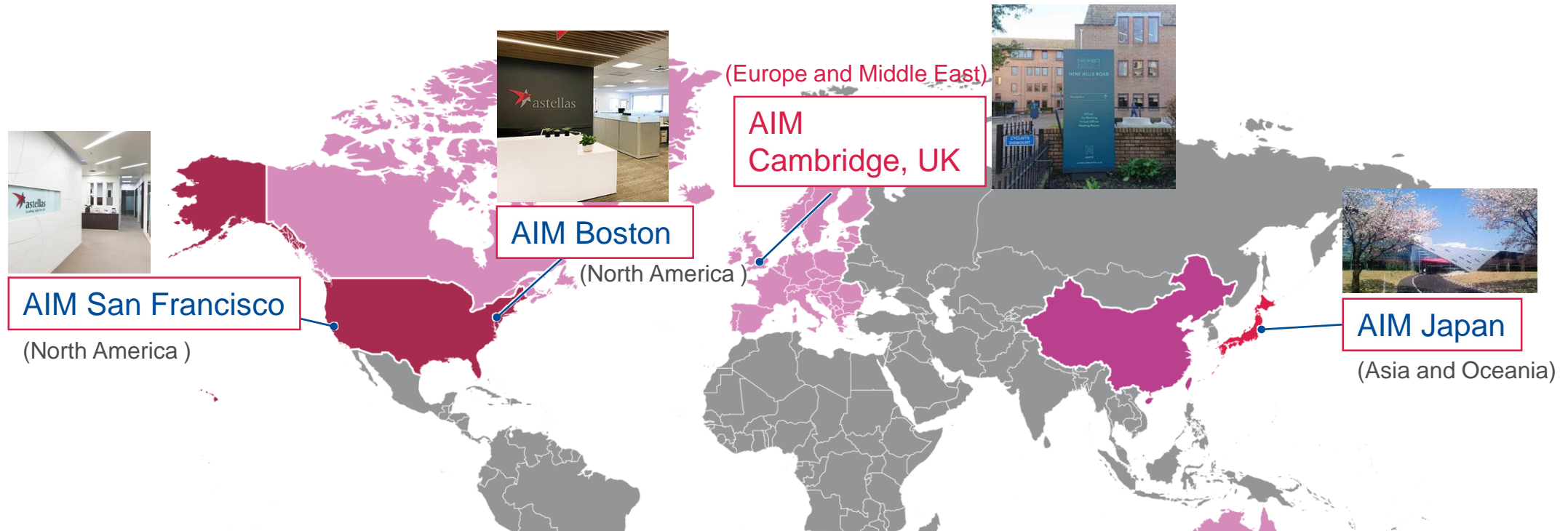
## Astellas Innovation Management (AIM)



AIM website  
<https://aim.astellas.com/>

# ASTELLAS INNOVATION MANAGEMENT (AIM)

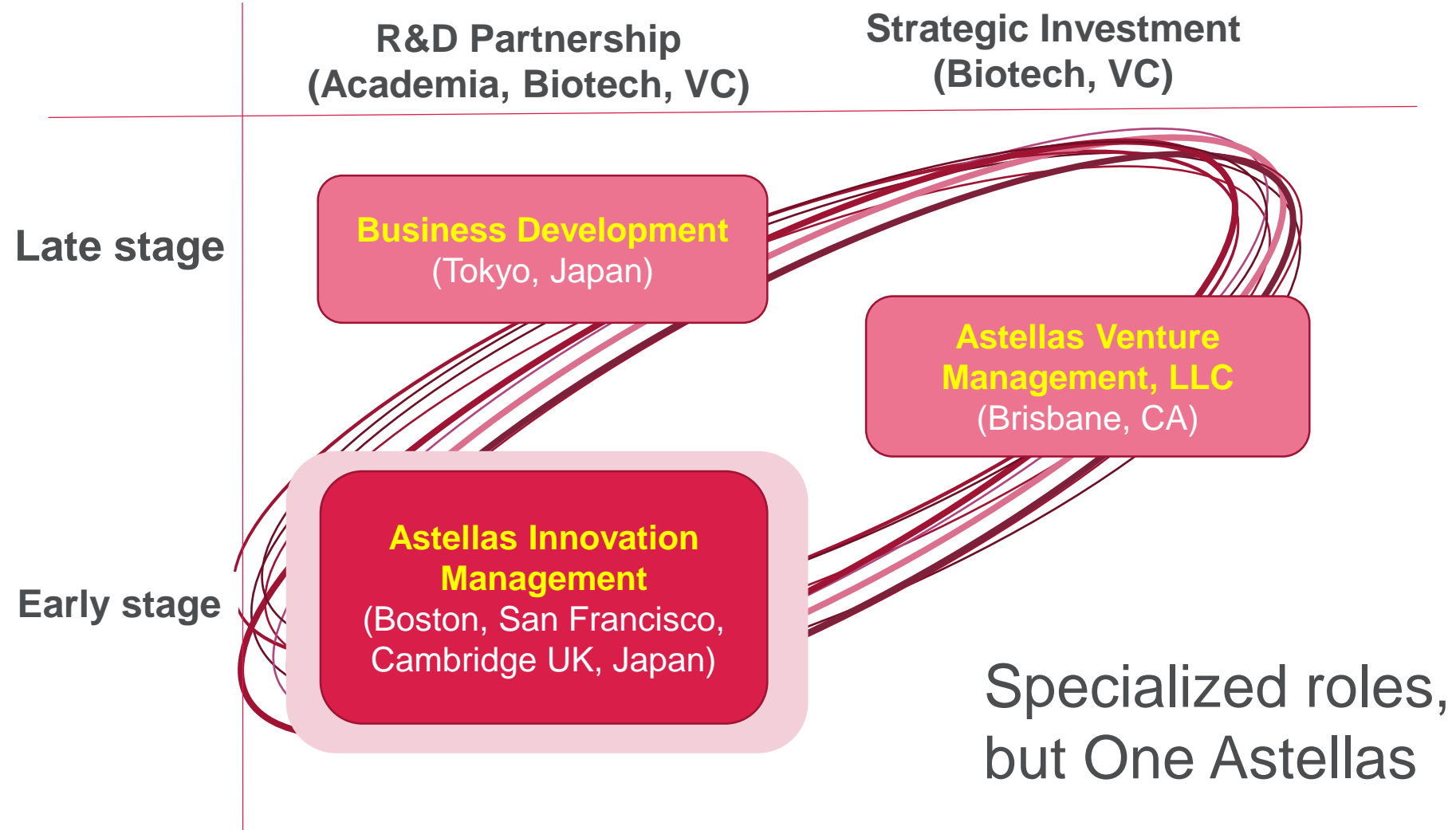
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- ✓ Cambridge UK office newly opened in April 2021.
- ✓ AIM started its operation since 2013
- ✓ Early-stage business development and research function to acquire innovative science, World-wide Center of Excellence of technology scouting
- ✓ Flexible collaboration scheme with external and internal partners
- ✓ Reliable alliance management based on scientific, financial, and contractual knowledge
- ✓ Broad and robust network with both academia and industrial communities backed by credibility from long-term relationships

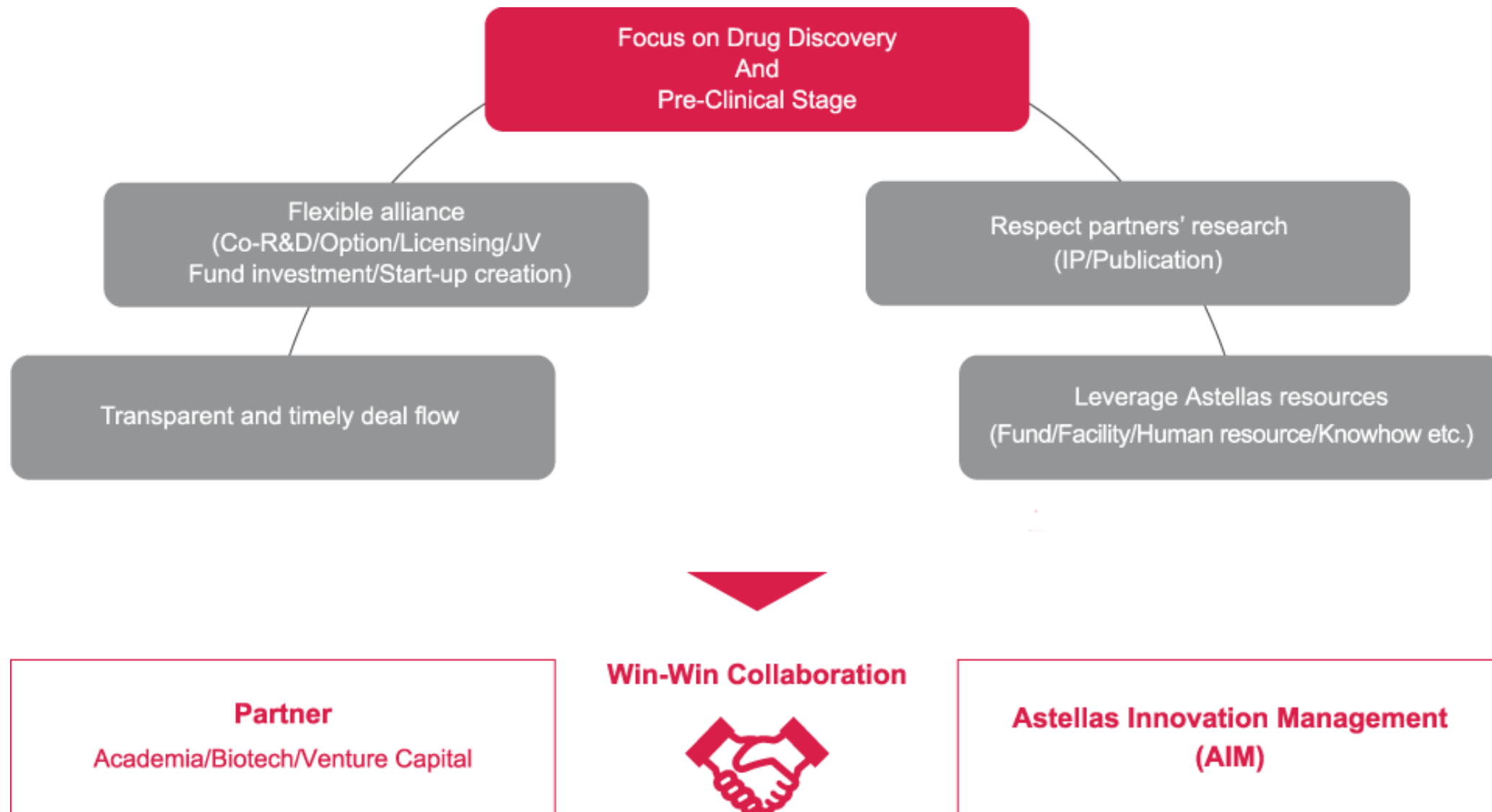
## PARTNER OF CHOICE

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## PARTNER OF CHOICE

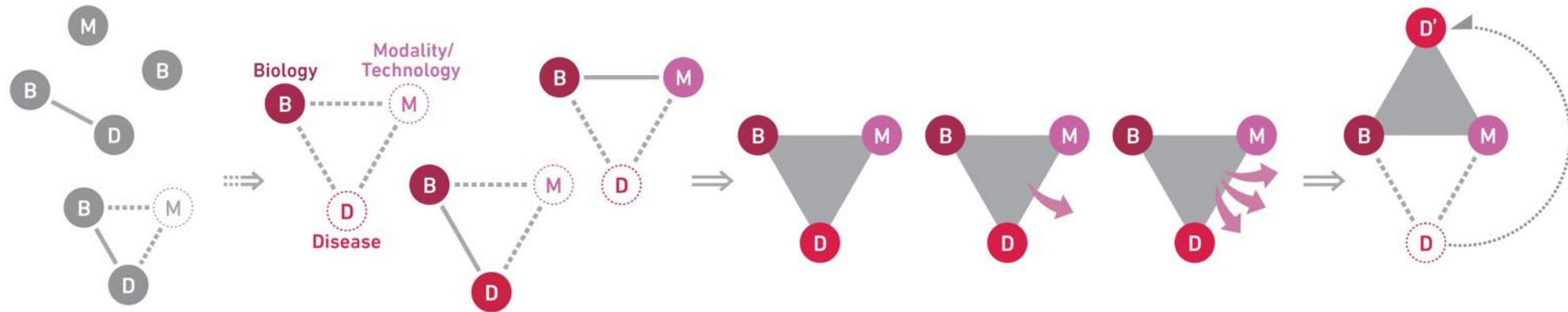
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## Astellas R&D strategy



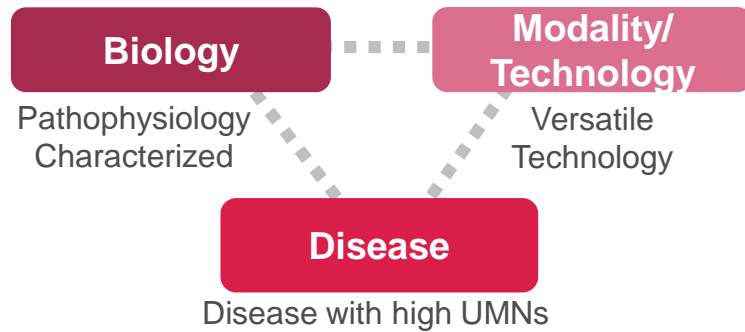
## Focus Area Approach



Astellas has established a Focus Area Approach for its research and development strategy. Specifically, our Focus Area Strategy is defined as combinations of three components:

- (1) biology with high disease relevance
- (2) versatile modalities/technologies
- (3) diseases with high unmet medical needs that are expected to be addressed by the first two components.

## Focus Area approach



- Primary Focus based on:
  - Scientific evidence
  - Identified lead program
  - Potential follow-on programs

## Our efforts into current Primary Focus

### Primary Focus

- Prioritize investments in 4 Primary Focuses

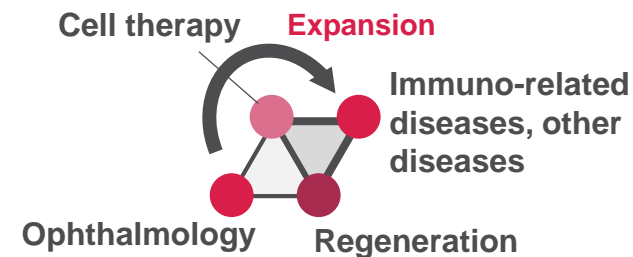
**Blindness & Regeneration**

**Immuno-oncology**

**Genetic Regulation**

**Mitochondria biology**

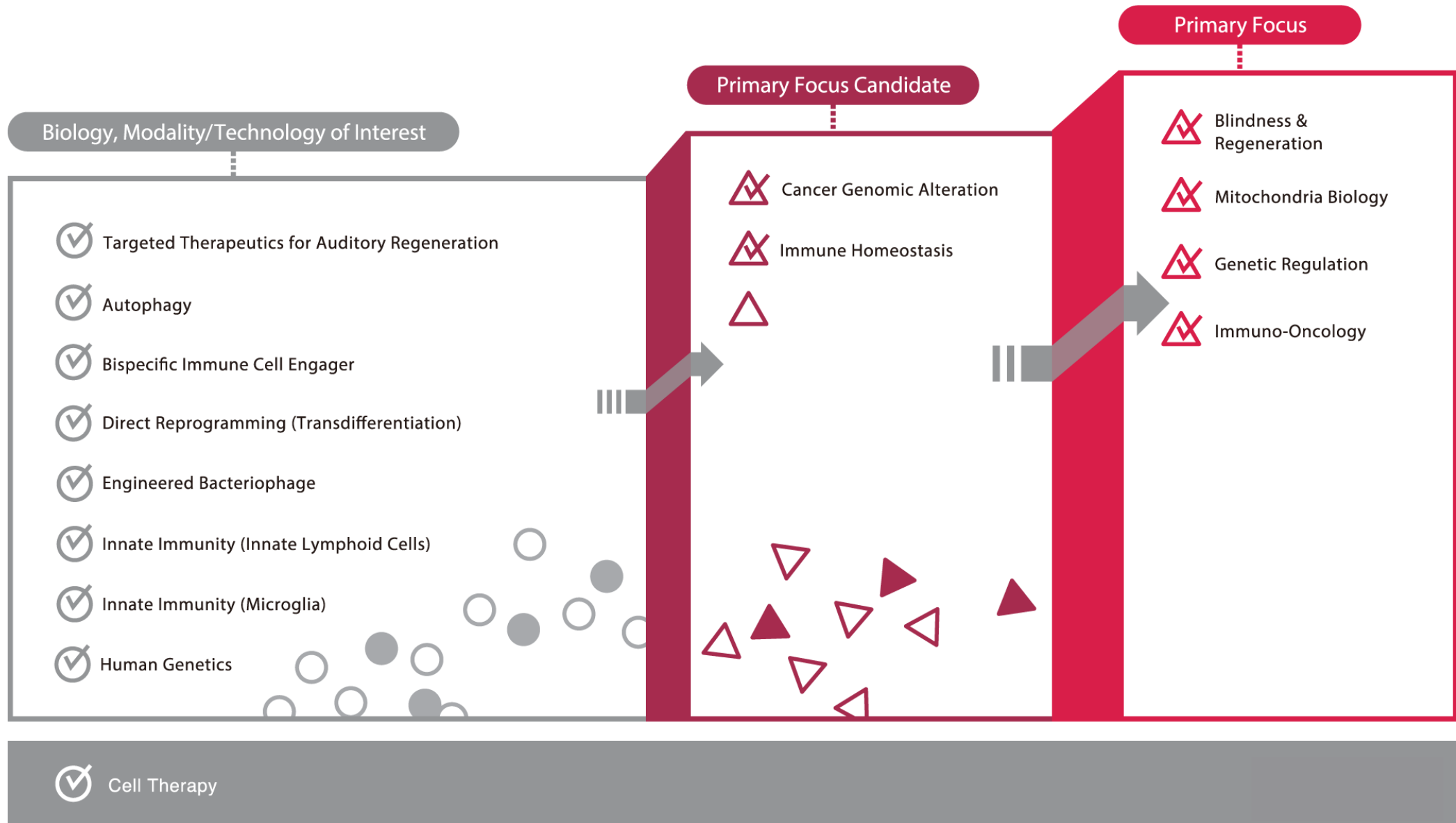
## Example of Expansion





# Systematic Evolution to Identify Primary Focus

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Rx+® - New Healthcare Solutions Beyond Medicine



## New Healthcare Solutions Beyond Medicine



- Rx+<sup>®</sup> business is defined as a business that contributes to patients in the Patient Journey (overall medical scene, including diagnosis, prevention, treatment and prognosis management) as a whole and generates profits on its own by combining cutting-edge technologies in different fields, based on Astellas' strengths in prescription drugs (Rx)
- Astellas has established "Rx+ Story<sup>™</sup>" which sets out the strategic direction for the creation of Rx+<sup>®</sup> businesses, and aims to achieve " A world where people can live mentally and physically healthy lives and be true to themselves through healthcare solutions based on scientific evidence "

Work to realize "A world where people can live mentally and physically healthy lives and be true to themselves through healthcare solutions based on scientific evidence"

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Chronic Disease  
Progression Prevention



Patient w/o  
Effective Medicines



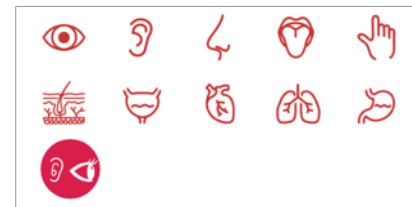
Motor Function Support /  
Replacement



Patient Outcome Maximization  
via Precise Surgery / Diagnosis



Digital ×  
Neuroscience



Sensory Function  
Support / Replacement

Strategic direction for the creation of Rx+® businesses that will allow us to realize the following three value propositions and establish the above six areas.

- ① Prevent disease onset and slow progression by using personal data
- ② Expand options for people with limited access to current therapeutics
- ③ Support active living by enhancing physical and sensory function



# ON THE FOREFRONT OF HEALTHCARE CHANGE

