



# Committed to Bring COVID-19 Vaccines to the People of Japan



Health Minister Shigeyuki Goto visited Hikari plant on June 23, 2022





# Creating Value for Society

**Christophe Weber**

Representative Director, President & CEO

June 29<sup>th</sup>, 2022 | 146<sup>th</sup> Ordinary General Meeting of Shareholders

Better Health, Brighter Future

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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 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 23-30.

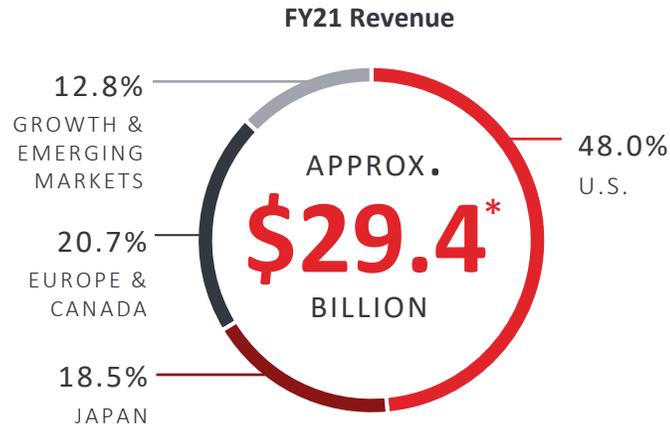
## Exchange Rates

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 = 121.44 JPY, the Noon Buying Rate certified by the Federal Reserve Bank of New York on March 31, 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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# A Global Biopharmaceutical Company with a Strong Presence in Japan & US



**30** MANUFACTURING SITES

**3** RESEARCH SITES

TSE: 4502 / NYSE: TAK

PRESENCE: APPROX. IN

**80** COUNTRIES & REGIONS  
AS OF MARCH 2022

GLOBAL HUB

**CAMBRIDGE, MA, USA**

FOUNDED IN

**1781**

OSAKA, JAPAN

HEADQUARTERS IN

**TOKYO, JAPAN**

\* Convenience translation of reported JPY figures into USD at an average rate of 121.44 JPY/USD.

TOP EMPLOYER® IN

**39**

COUNTRIES & 4 REGIONS

AS OF JANUARY 2022

**52%** WOMEN

**48%** MEN

AS OF MARCH 2022



**OUR PEOPLE**

# Better Health for People, Brighter Future for the World



**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, data-driven, outcomes-based 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.

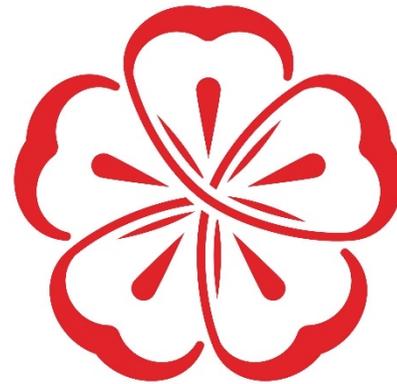
# Focus on Human Capital



## TALENT

Develop and attract **top talent** to deliver our vision with a highly engaged workforce.

**83%** of employees believe they can learn and grow in their work



## LEARNING

Create an environment that fosters **lifelong learning and a growth mindset**, enabling employees to thrive inside and outside of Takeda.

**8%** of employees have started Takeda Beyond Tomorrow program



## DE&I

Drive positive change by **promoting and improving diversity, equity and inclusion**.

Named to Human Rights Campaign **'Best Places to Work'** for **LGBTQ+ Equality**



**Emotional**  
**Physical**  
**Financial**  
**Social**

## WELL-BEING

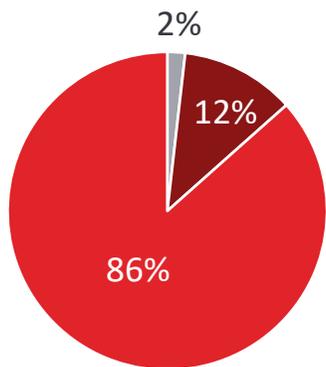
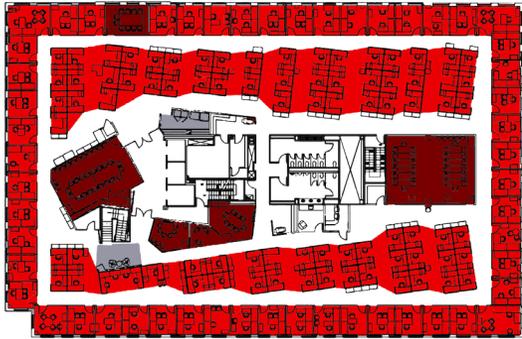
Focus on **improving employee health, well-being** and resilience.

**66%** of employees feel they can balance work and personal life

# Leveraging More Flexible Ways of Working at Takeda

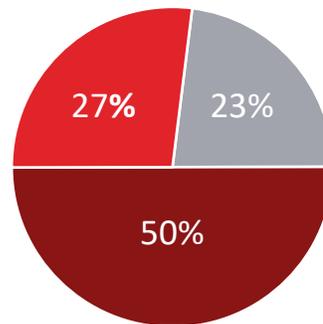
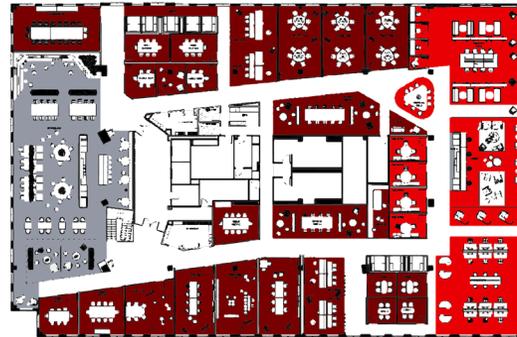


## TRADITIONAL WORKPLACE DESIGN



- Individual spaces
- Innovation
- Community

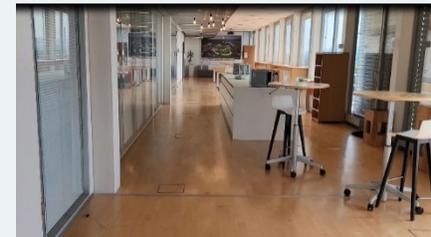
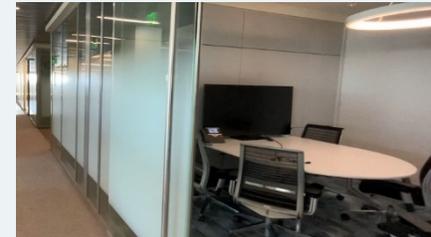
## COLLABORATIVE WORKPLACE DESIGN



## BEFORE



## AFTER



# Diverse and Experienced Takeda Executive Team



**CHRISTOPHE WEBER**  
Representative Director;  
President & CEO



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



**COSTA SAROUKOS**  
Director;  
Chief Financial Officer



**GABRIELE RICCI**  
Chief Data &  
Technology Officer



**KOKI SATO**  
Corporate Strategy  
Officer & CEO Office



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



**JULIE KIM**  
President,  
US Business Unit

NATIONALITIES  
**9**

AGES  
**30-60s**

WOMEN  
**33%**



**JERRY GRECO**  
Global Quality Officer



**LAUREN DUPREY**  
Chief Human Resources  
Officer



**MARCELLO AGOSTI**  
Global Business  
Development Officer



**MASATO IWASAKI**  
Representative Director;  
Japan General Affairs



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



**RAMONA SEQUEIRA**  
President,  
Global Portfolio Division



**THOMAS WOZNIEWSKI**  
Global Manufacturing &  
Supply Officer



**MWANA LUGOGO**  
Chief Ethics &  
Compliance Officer



**TAKAKO OHYABU**  
Chief Global Corporate Affairs  
& Sustainability Officer



**YOSHIHIRO NAKAGAWA**  
Global General Counsel



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

# Accelerating our Decarbonization

We've been carbon neutral across our value chain since 2020. We're now committed to achieving net-zero greenhouse gas (GHG) emissions across our entire value chain - **scope 1 and 2 before 2035 and scope 3<sup>1</sup> before 2040.**

## Before 2035



**100% reduction of GHG emissions from our operations**

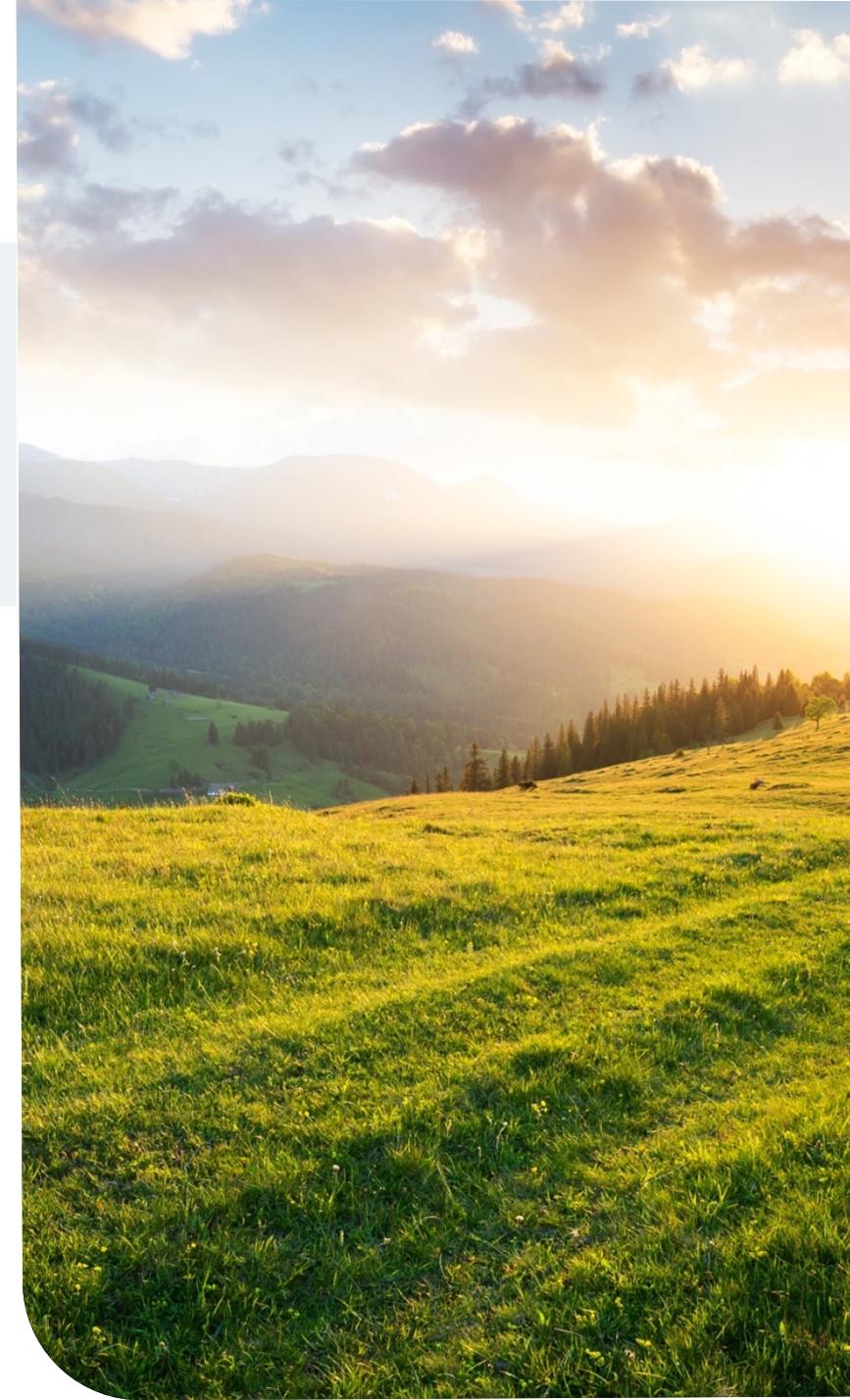
## Before 2040



**100% reduction of GHG emissions from our suppliers**

1. Currently calculated

GHG emissions are categorized as Scope 1 (direct emissions from company operations), Scope 2 (indirect emissions from purchased energy) and Scope 3 (emissions associated with our value chain – impacts from every purchase and use/disposal of our products).



# 20+ Conditions Treated with our Medicines and Vaccines



We are focused on key areas of unmet needs, including patient identification and diagnosis, digital health and devices, and integrated evidence-based solutions.

## NEUROSCIENCE

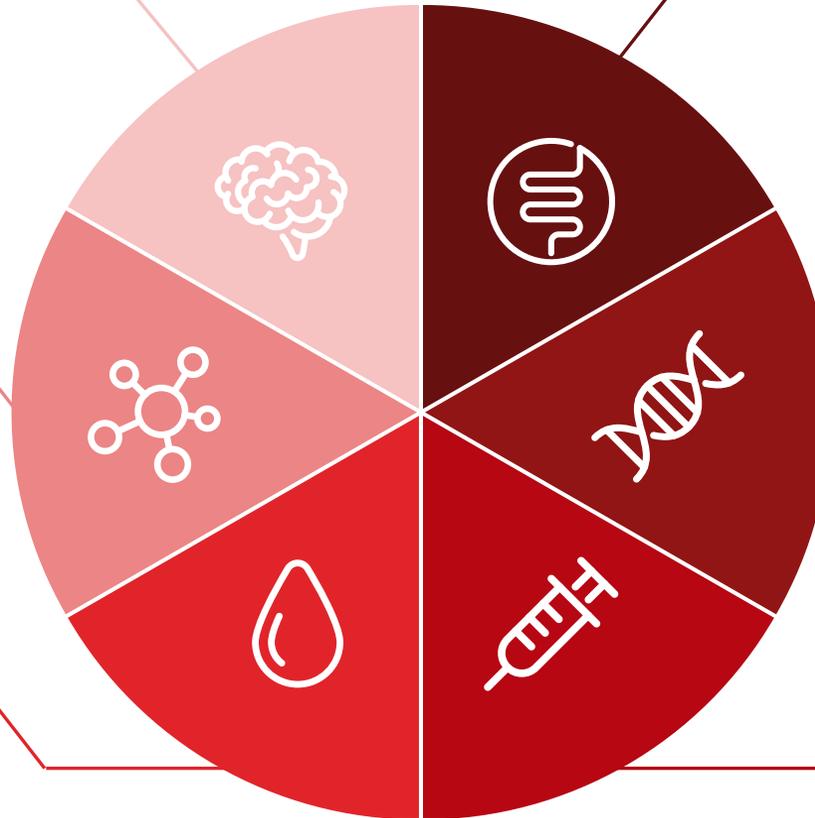
- Attention-Deficit Hyperactivity Disorder (ADHD)
- Major Depressive Disorder (MDD)

## ONCOLOGY

- Multiple Myeloma
- Non-Small Cell Lung Cancer

## PDT IMMUNOLOGY

- Immunodeficiency and Autoimmune Diseases
- Primary Immunodeficiency (PI)
- Alpha-1 Antitrypsin Deficiency



## GASTROENTEROLOGY

- Ulcerative Colitis
- Crohn's Disease
- Crohn's Disease Complex Perianal Fistula
- Short Bowel Syndrome

## RARE DISEASES

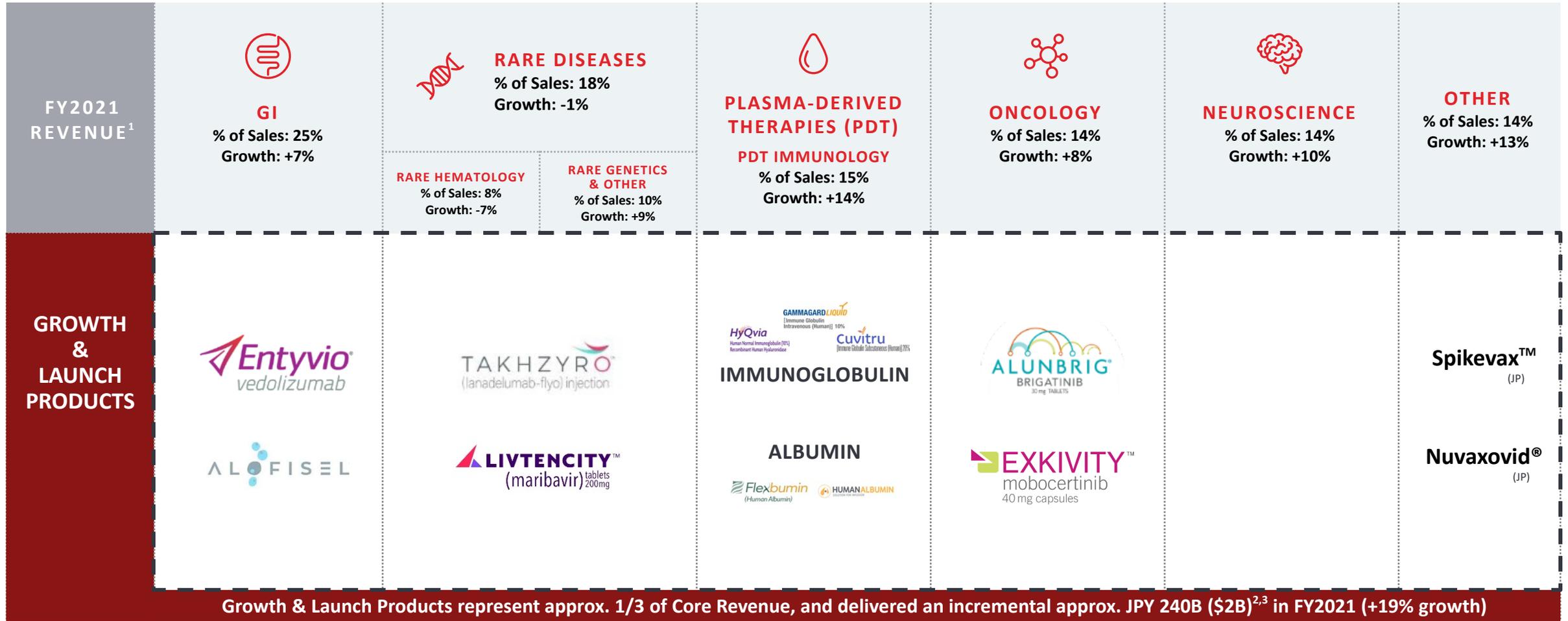
- Hunter Syndrome
- Type 1 Gaucher Disease
- Fabry Disease
- Hereditary Angioedema (HAE)
- Hemophilia A
- Von Willebrand Disease
- Hypoparathyroidism
- Cytomegalovirus (CMV) Infection

## VACCINES<sup>1</sup>

- Dengue
- COVID-19

<sup>1</sup> Includes Partnerships and clinical programs, see [current Pipeline](#) for details.

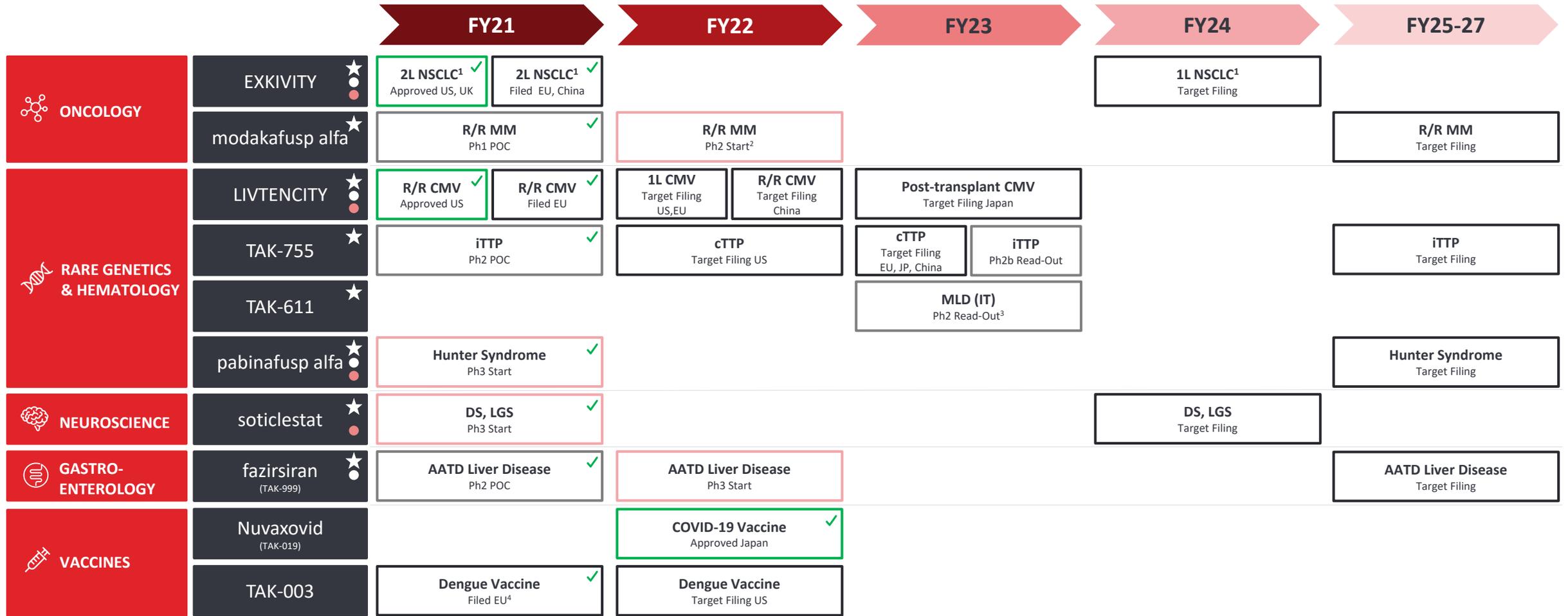
# Balanced Portfolio in 5 Key Business Areas, with Growth Momentum Driven by Growth & Launch Products



1. Percentage of sales are based on Core Revenue, which is adjusted to remove JPY 133.0B for the sale of the diabetes portfolio in Japan, and other non-core asset transfers booked as revenue. Year-on-year growth rates are Underlying Revenue. Please refer to slide 24 for definitions of Core and Underlying, and slide 27 for reconciliation.

2. Absolute value is presented on an IFRS (reported) basis; Year-on-year changes are Underlying Revenue growth  
3. Please refer to disclaimer on Exchange Rates on slide 4

# Among our 40 Medicines in Clinical Stage, 21 in Phase 1 Study, 5 in Proof-of-concept, and 10 in Late-stage



1. Non-small cell lung cancer with EGFR exon 20 insertion mutations  
 2. Pursuing single agent and multiple combination studies in R/R MM  
 3. Single arm Phase 2, timelines and filing plans will follow the data.  
 4. EU approval is expected to be referenced by many endemic countries for local approval. Filed in FY2020.

○ US Breakthrough and/or EU PRIME designations in at least one indication  
 ● Japan SAKIGAKE and/or China Breakthrough designations in at least one indication  
 ☆ Orphan drug designations in at least one indication  
 [Green border] Approved  
 [Grey border] Proof-of-concept/ Ph2 study read-out  
 [Red border] Study start  
 [Black border] Target Filing, anticipated year of filing for regulatory approval  
 ✓ Milestone achieved

# Core Operating Profit Expected to Exceed 1Trn Yen for First Time



(BN YEN)	FY2021 ACTUAL	FY2022 FORECAST	VS PY	CORE GROWTH AT CER <sup>2</sup> MANAGEMENT GUIDANCE
<b>CORE REVENUE<sup>1</sup></b>	3,420.5	<b>3,690.0</b>	<b>+7.9%</b>	<b>Low-single-digit growth</b>
REPORTED REVENUE	3,569.0	<b>3,690.0</b>	<b>+3.4%</b>	
<b>CORE OPERATING PROFIT<sup>1</sup></b>	955.2	<b>1,100.0</b>	<b>+15.2%</b>	<b>High-single-digit growth</b>
REPORTED OPERATING PROFIT	460.8	<b>520.0</b>	<b>+12.8%</b>	
<b>CORE EPS<sup>1</sup> (JPY)</b>	425 yen	<b>484 yen</b>	<b>+14.0%</b>	<b>High-single-digit growth</b>
REPORTED EPS (JPY)	147 yen	<b>188 yen</b>	<b>+27.9%</b>	

- Revenue growth expected to continue as Growth & Launch Products more than offset Velcade generics impact
- Profit growth driven by product mix and OPEX discipline
- Free Cash Flow<sup>3</sup> forecast of JPY 600-700B supporting further debt paydown and investment for growth

1. Please refer to slide 24 for definition of Core, and slides 27 & 30 for reconciliation

2. CER: Constant Exchange Rate. Please refer to slide 24 for definition

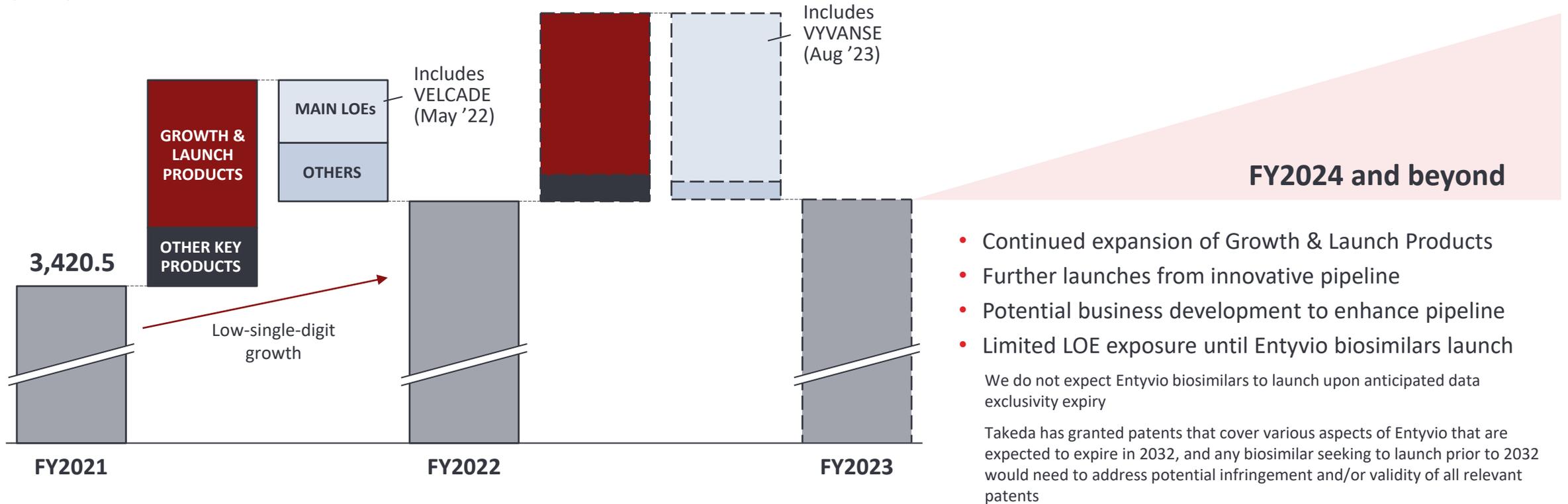
3. Please refer to slide 25 for definition

# Momentum of Growth & Launch Products Gives us Position of Strength Through Upcoming Loss of Exclusivity (LOE) Headwinds



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

(BN JPY)



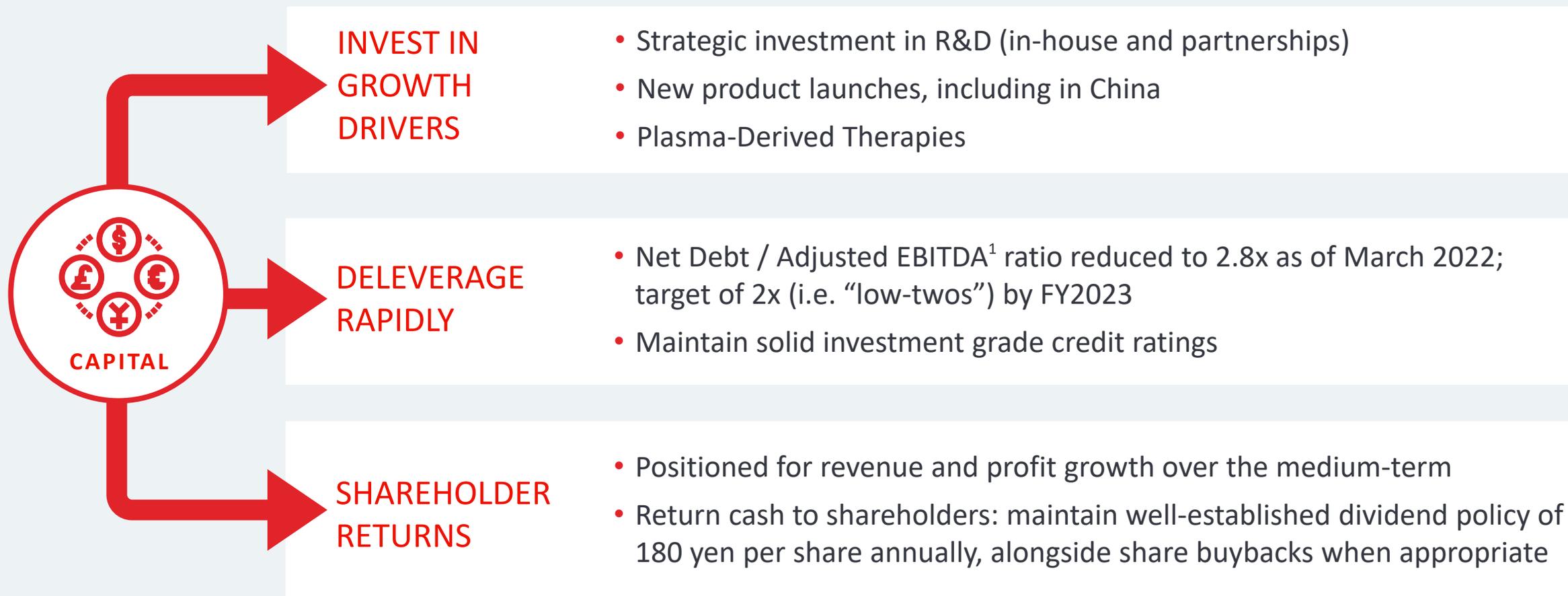
1. Assuming constant exchange rates

- GROWTH & LAUNCH PRODUCTS includes Entyvio, Alofisel, Immunoglobulin, Albumin, Takhzyro, Livtency, Alunbrig, Exkivity, Spikevax, Nuvaxovid, and TAK-003
- OTHER KEY PRODUCTS between FY2021 and FY2022 includes Takecab/Vocinti, Gattex/Revestive, Adynovate, Vonvendi, Vpriv, Elaprase, Replagal, Glassia, Aralast, Ninlaro, Adcetris, Iclusig, Zejula, Cabometyx, Leuprorelin, Vyvanse, Trintellix, and Azilva. Between FY2022 and FY2023, it contains the same products with the exception of Gattex/Revestive, Vyvanse and Azilva, which are re-categorized to MAIN LOEs because we expect them to face Loss of Exclusivity in FY2023.
- MAIN LOEs (Loss of Exclusivities) between FY2021 and FY2022 includes assumptions of generic entrants for Dexilant (Jan 2022, U.S.), Velcade (May 2022, U.S.), and Lotriga (June 2022, Japan). Between FY2022 and 2023, it contains the continued decline of those products, with the addition of Azilva (June 2023, Japan), Vyvanse (Aug 2023, U.S.), and Gattex/Revestive (Sep 2023, U.S.).

# 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.



# Aiming for Competitive Total Shareholder Returns



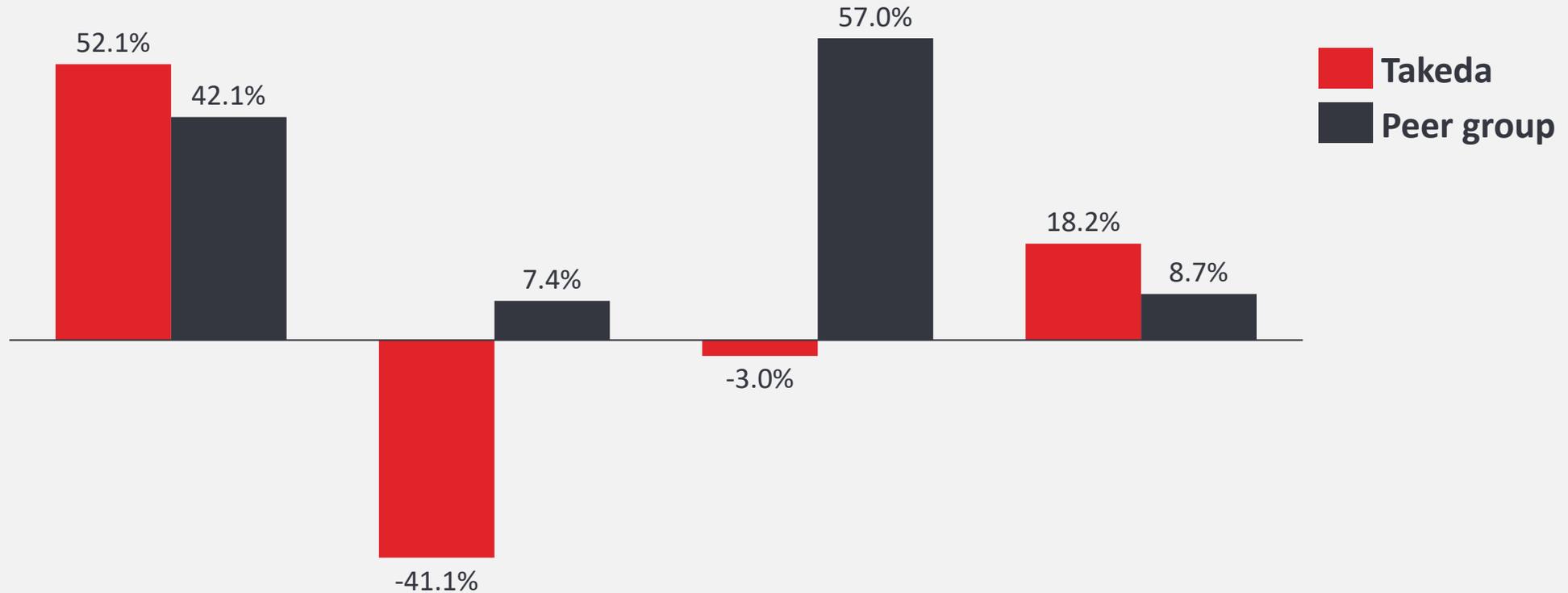
Total Shareholder Returns (%)

Jan. 2014 – Dec. 2017

Jan. 2018 – Dec. 2018

Jan. 2019 – Dec. 2021

Jan. 2022 – May 2022



Source: Capital IQ dividend-adjusted share price. This methodology adjusts historical closing prices to reflect dividend payments, providing a more accurate reflection of historical returns compared to share price performance alone.  
 Takeda peer group: AbbVie, Amgen, Bristol-Myers Squibb, Gilead, AstraZeneca PLC, Eli Lilly, Novartis, GlaxoSmithKline, Merck & Co, MERCK KgaA, Johnson & Johnson, Sanofi, Roche, Pfizer, Astellas

# Strong Governance Led by Takeda Board of Directors



## INTERNAL DIRECTORS



**CHRISTOPHE WEBER**  
Representative Director,  
President & CEO



**MASATO IWASAKI**  
Representative Director,  
Japan General Affairs



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



**COSTA SAROUKOS**  
Director,  
Chief Financial Officer

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



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



**OLIVIER BOHUON**  
Independent Director



**JEAN-LUC BUTEL**  
Independent Director



**IAN CLARK**  
Independent Director



**YOSHIAKI FUJIMORI**  
Independent Director



**STEVEN GILLIS**  
Independent Director



**SHIRO KUNIYA**  
Independent Director



**TOSHIYUKI SHIGA**  
Independent Director



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



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



**MICHEL ORSINGER**  
Independent Director



**MASAMI IIJIMA**  
Independent Director

**CB** CHAIR OF THE  
BOARD MEETING

**A&SC** AUDIT & SUPERVISORY  
COMMITTEE

**NC** NOMINATION  
COMMITTEE<sup>2,3</sup>

**CC** COMPENSATION  
COMMITTEE<sup>3</sup>

1. As defined by Tokyo Stock Exchange listing rules
2. Christophe Weber participates in the committee as an observer

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

# FY2022 Proposed Takeda Board of Directors

New Board Subject to Shareholders' Approval



## 4 INTERNAL DIRECTORS



**CHRISTOPHE WEBER**  
Representative Director,  
President & CEO



**MASATO IWASAKI**  
Representative Director,  
Japan General Affairs



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



**COSTA SAROUKOS**  
Director,  
Chief Financial Officer

### COMMITTEE CHAIR & MEMBERS

**CB** Chair of the Board meeting

**AS** Audit & Supervisory Committee Members (FY22-23)

Chair & Membership of Nomination Committee & Compensation Committee will be appointed after Annual General Shareholders Meeting in June

1. Until the conclusion of this General Meeting of Shareholders ("Meeting"), Mr. Iijima and Mr. Orsinger serve as Directors who are members of the A&SC, and at this Meeting, they are candidates for new Directors who are not members of the A&SC.
2. Until the conclusion of this Meeting, Mr. Fujimori serves as a Director who is not a member of the A&SC, and at this Meeting, he is a candidate for a new Director who is a member of the A&SC.

## 11 INDEPENDENT EXTERNAL DIRECTORS



**MASAMI IIJIMA**  
External Director  
Chair of the Board meeting



**OLIVIER BOHUON**  
External Director



**JEAN-LUC BUTEL**  
External Director



**IAN CLARK**  
External Director



**STEVEN GILLIS**  
External Director



**JOHN MARAGANORE**  
External Director



**MICHEL ORSINGER**  
External Director

### Audit & Supervisory Committee (A&SC)



**KOJI HATSUKAWA**  
External Director,  
Chair of A&SC



**YOSHIAKI FUJIMORI**  
External Director



**EMIKO HIGASHI**  
External Director



**KIMBERLY A. REED**  
External Director

## Long-term Value Creation to All Stakeholders

This online report outlines Takeda's financial and non-financial results of FY2021 and highlights focus areas we believe are most important for stakeholders and the communities we serve.





# APPENDIX



# Imperatives and Priorities

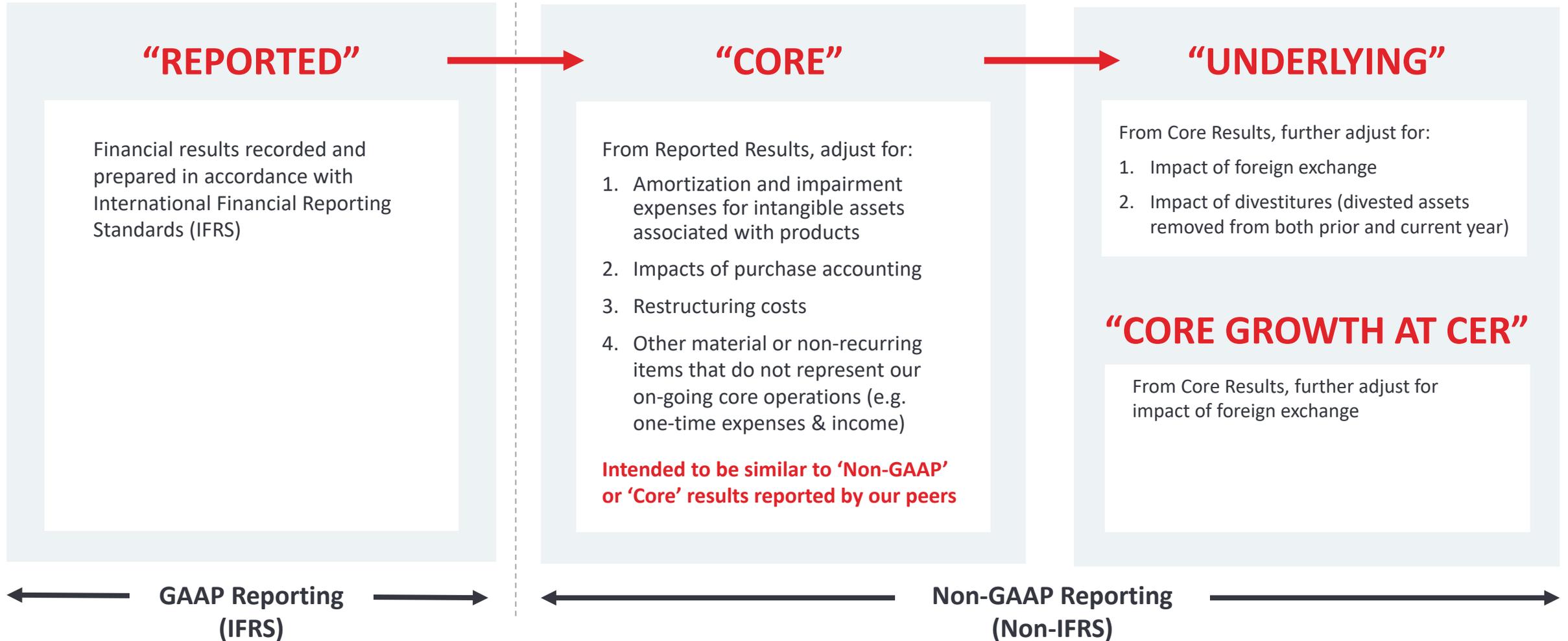


PATIENT		PEOPLE	PLANET
<p><b>Responsibly translate science into highly innovative, life-changing medicines and vaccines</b></p> <p><i>We focus on diseases with the highest unmet needs to bring medicines and vaccines of the highest quality to patients as quickly as possible.</i></p>	<p><b>Accelerate access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

## DATA AND DIGITAL

<p><b>Unleash the power of data and digital</b></p> <p><i>We strive to transform Takeda into the most trusted, data-driven, outcomes-based biopharmaceutical company.</i></p>	<p><b>PRIORITY 1:</b> Provide personalized digital experiences to patients across the care pathway.</p>	<p><b>PRIORITY 2:</b> Harness data as a digital enabler to generate sustainable value by acting on insights derived from analytics and Ai.</p>	<p><b>PRIORITY 3:</b> Democratize technology and develop digital talent to speed innovation, improve outcomes and deliver on our commitments to patients.</p>
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# Takeda's Disclosure Metrics



Beginning with FY2022, Takeda will now use growth in its Core financial measures on a Constant Exchange Rate basis (“Core Growth at CER”) to provide its Management Guidance. Previously, Takeda used Underlying financial measures for its Management Guidance, which also adjusted for the impact of divestitures. Because Takeda now anticipates that all the major divestitures following its acquisition of Shire have been completed, we will no longer use Underlying financial measures in our financial reporting going forward.

# Definition of Core, Underlying Growth and Constant Exchange Rate



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 non-recurring 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 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)** eliminates the effect of foreign exchange rates by translating results of operations using corresponding exchange rates in the same period of the previous fiscal year.

# Definition of Free Cash Flow



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 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



## 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 29 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 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 slide 28 for a reconciliation to this measure.

# Reconciliation from Reported to Core/Underlying FY2021



(BN JPY)	REPORTED	REPORTED TO CORE ADJUSTMENTS							CORE	CORE TO UNDERLYING CORE ADJ.		UNDERLYING GROWTH
		Amortization of intangible assets	Impairment of intangible assets	Other operating income/expense	Sale of Japan diabetes portfolio	Irish Tax Assessment <sup>1</sup>	TEVA JV related accounting adjustments	Others		FX	Divestitures	
Revenue	3,569.0				-133.0		-0.8	-14.6	3,420.5	-166.9	-6.9	+7.4 %
Cost of sales	-1,106.8				0.6			45.6	-1,060.6	52.0	3.6	
Gross Profit	2,462.2				-132.4		-0.8	31.0	2,359.9	-114.9	-3.2	
SG&A expenses	-886.4				1.0			5.1	-880.2	46.1	0.0	
R&D expenses	-526.1							1.6	-524.5	25.6	-0.0	
Amortization of intangible assets	-418.8	418.8							-			
Impairment losses on intangible assets	-54.1		54.1						-			
Other operating income	43.1			-41.7			-1.4		-			
Other operating expenses	-159.1			159.1					-			
Operating profit	460.8	418.8	54.1	117.4	-131.4		-2.2	37.7	955.2	-43.2	-3.2	+5.4 %
Margin	12.9 %								27.9 %			28.0 % <sup>2</sup>
Financial income/expenses	-142.9							21.0	-121.9	13.5		
Equity income/loss	-15.4						7.3	11.8	3.7	0.3		
Profit before tax	302.6	418.8	54.1	117.4	-131.4		5.1	70.5	837.0	-29.4	-3.2	
Tax expenses	-72.4	-89.7	-15.2	-26.1	40.2	65.4	-1.6	-73.8	-173.2	6.1	1.0	
Non-controlling interests	-0.1								-0.1	-0.0	0.0	
Net profit	230.1	329.1	38.9	91.2	-91.2	65.4	3.5	-3.2	663.7	-23.3	-2.2	
EPS (yen)	147								425	-15	-1	+9.4 %
Number of shares (millions)	1,564								1,564			1,563

1. A tax charge of 65.4 billion JPY for tax and interest, net of 0.5 billion JPY of associated tax benefit, arising from 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.

2. Underlying Core Operating Profit Margin.

# Net Debt/Adjusted EBITDA



## NET DEBT/ADJUSTED EBITDA RATIO

(BN JPY)	FY2021
Cash and cash equivalents <sup>1</sup>	642.2
Book value debt on the balance sheet	-4,345.4
Hybrid bond 50% equity credit	250.0
FX adjustment <sup>2</sup>	219.4
Gross debt <sup>3</sup>	-3,876.0
<b>Net cash (debt)</b>	<b>-3,233.8</b>
<b>Net debt/Adjusted EBITDA ratio</b>	<b>2.8 x</b>
<b>Adjusted EBITDA</b>	<b>1,168.0</b>

## NET INCREASE (DECREASE) IN CASH

(BN 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		
<b>Net increase (decrease) in cash</b>	<b>316.1</b>	<b>-145.3</b>	<b>-461.4</b>	<b>-</b>

1. 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.

2. 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.

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 non-cash adjustments related to debt amortization and FX impact.

# Net Profit to Adjusted EBITDA Bridge FY2021 Versus Prior Year



(BN JPY)	FY2020	FY2021	vs. PY	
Net profit	376.2	230.2	-146.0	-38.8%
Income tax expenses	-9.9	72.4		
Depreciation and amortization	559.7	583.2		
Interest expense, net	129.0	117.8		
EBITDA	1,054.9	1,003.6	-51.4	-4.9%
Impairment losses	25.5	54.5		
Other operating expense (income), net, excluding depreciation and amortization and other miscellaneous expenses (non-cash item)	-74.5	106.3		
Finance expense (income), net, excluding interest income and expense, net	14.1	25.1		
Share of loss on investments accounted for under the equity method	-0.1	15.4		
Other adjustments:	131.4	-30.2		
Non-core expense related to COVID-19	14.0	10.4		
Sale of Japan diabetes portfolio and other non-core product divestitures	-	-144.8		
Impact on profit related to fair value step up of inventory in Shire acquisition	79.4	31.9		
Acquisition costs related to Shire	1.9	-		
Other costs <sup>1</sup>	36.1	72.4		
EBITDA from divested products <sup>2</sup>	-67.8	-6.6		
Adjusted EBITDA	1,083.5	1,168.0	+84.5	+7.8%

1. Includes adjustments for non-cash equity-based compensation expense and other one time non-cash expense.

2. Represents adjustments for EBITDA from divested products which are removed as part of Adjusted EBITDA.

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



(BN JPY)	REPORTED	REPORTED TO CORE ADJUSTMENTS				CORE
		Amortization of intangible assets	Impairment of intangible assets	Other operating income/expenses	Others	
Revenue	3,690.0					3,690.0
Cost of sales					24.0	
Gross Profit					24.0	
SG&A and R&D expenses					7.0	
Amortization of intangible assets	-438.0	438.0				-
Impairment losses on intangible assets	-50.0		50.0			-
Other operating income	12.0			-12.0		-
Other operating expenses	-73.0			73.0		-
Operating profit	520.0	438.0	50.0	61.0	31.0	1,100.0

# Glossary of Abbreviations



## Regional Abbreviations:

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

<b>AATD</b>	α1-antitrypsin deficiency
<b>ADC</b>	antibody drug conjugate
<b>ADHD</b>	attention deficit hyperactivity disorder
<b>AHA</b>	acquired hemophilia A
<b>ALK</b>	anaplastic lymphoma kinase
<b>ALCL</b>	anaplastic large-cell lymphoma
<b>ALL</b>	acute lymphocytic leukemia
<b>AML</b>	acute myeloid leukemia
<b>ASCT</b>	autologous stem cell transplant
<b>ARD</b>	acid-related diseases
<b>AVA</b>	Advanced Vial Access
<b>BBB</b>	blood brain barrier
<b>BLA</b>	biologics license application
<b>BMA</b>	bradykinin mediated angioedema
<b>BTD</b>	breakthrough therapy designation
<b>CAR-T</b>	chimeric antigen receptor-T
<b>CD</b>	Crohn's disease
<b>CHMP</b>	Committee for Medicinal Products for Human Use
<b>CIDP</b>	chronic inflammatory demyelinating polyradiculoneuropathy
<b>CLL</b>	chronic lymphocytic leukemia
<b>CML</b>	chronic myeloid leukemia
<b>CMV</b>	cytomegalovirus
<b>CNS</b>	central nervous system
<b>CPF</b>	complex perianal fistulas
<b>CRL</b>	complete response letter
<b>CRPC</b>	Castrate-resistant prostate cancer
<b>CTCL</b>	cutaneous T-cell lymphoma
<b>cTTP</b>	congenital thrombotic thrombocytopenic purpura

<b>DEE</b>	developmental and epileptic encephalopathies
<b>DLBCL</b>	diffuse large B-cell lymphoma
<b>DOAC</b>	direct oral anti-coagulation
<b>DS</b>	Dravet syndrome
<b>DU</b>	duodenal ulcer
<b>Dx</b>	Diagnosis
<b>EE H</b>	erosive esophagitis healing
<b>EE M</b>	erosive esophagitis maintenance
<b>EGFR</b>	epidermal growth factor receptor
<b>EMA</b>	European Medicines Agency
<b>FDA</b>	the U.S. Food & Drug Administration
<b>FL</b>	front line
<b>FSI</b>	first subject in
<b>FY</b>	fiscal year
<b>GERD</b>	gastroesophageal reflux disease
<b>GI</b>	gastrointestinal
<b>GU</b>	gastric ulcer
<b>GvHD</b>	graft versus host disease
<b>HAE</b>	hereditary angioedema
<b>H2H</b>	head-to-head
<b>HemA</b>	hemophilia A
<b>HL</b>	Hodgkin lymphoma
<b>HSCT</b>	hematopoietic stem cell transplant
<b>IBD</b>	inflammatory bowel disease
<b>IH</b>	idiopathic hypersomnia
<b>IND</b>	investigational new drug
<b>iNHL</b>	indolent non-Hodgkin's lymphoma
<b>ITP</b>	Immune thrombocytopenic purpura
<b>iTTP</b>	immune thrombotic thrombocytopenic purpura
<b>IV</b>	intravenous
<b>iPSC</b>	induced pluripotent stem cells

<b>L-ASA</b>	low dose aspirin
<b>LSD</b>	lysosomal storage disorder
<b>LCM</b>	lifecycle management
<b>LGS</b>	Lennox-Gastaut syndrome
<b>mAb</b>	monoclonal antibody
<b>MAOB</b>	monoamine oxidase B
<b>MDD</b>	major depressive disorder
<b>MG</b>	myasthenia gravis
<b>MLD</b>	metachromatic leukodystrophy
<b>MM</b>	multiple myeloma
<b>MMN</b>	multifocal motor neuropathy
<b>NBE</b>	New Biological Entity
<b>NCE</b>	New Chemical Entity
<b>ND</b>	newly diagnosed
<b>NDA</b>	new drug application
<b>Neg</b>	Negative
<b>NERD</b>	non-erosive reflux disease
<b>NHL</b>	non-Hodgkin lymphoma
<b>NK</b>	natural killer
<b>NME</b>	new molecular entity
<b>NMPA</b>	National Medical Products Administration
<b>NSCLC</b>	non-small cell lung cancer
<b>NSCT</b>	non stem cell transplant
<b>NT1 or 2</b>	narcolepsy Type 1 or 2
<b>ORR</b>	overall response rate
<b>OSA</b>	obstructive sleep apnea
<b>PARP</b>	poly (ADP-ribose) polymerase
<b>PAS</b>	prior approval supplement
<b>PCAB</b>	potassium competitive acid blocker
<b>PCD</b>	protein C deficiency

<b>PEX</b>	plasma exchange
<b>Ph+ ALL</b>	Philadelphia chromosome-positive acute lymphoblastic leukemia
<b>PID</b>	primary immunodeficiency
<b>PK</b>	pharmacokinetics
<b>PMDA</b>	Japan's Pharmaceuticals and Medical Devices Agency
<b>POC</b>	proof of concept
<b>POGD</b>	post-operative gastrointestinal dysfunction
<b>PONV</b>	postoperative nausea and vomiting
<b>PRIME</b>	Priority medicines scheme by EMA
<b>PTCL</b>	peripheral T-cell lymphoma
<b>PTH</b>	parathyroid hormone
<b>R/R</b>	relapsed/refractory or refractory/resistant
<b>RCC</b>	renal cell cancer
<b>RTK</b>	receptor tyrosine kinase
<b>sALCL</b>	systemic anaplastic large cell lymphoma
<b>SBS</b>	short bowel syndrome
<b>SC</b>	subcutaneous formulation
<b>SCD</b>	sickle cell disease
<b>SCT</b>	stem cell transplant
<b>SID</b>	secondary immunodeficiency
<b>SLE</b>	systemic lupus erythematosus
<b>sq</b>	squamous
<b>STING</b>	stimulator of interferon genes
<b>SUMO</b>	small ubiquitin-related modifier
<b>TESD</b>	treatment emergent sexual dysfunction
<b>TKI</b>	tyrosine kinase inhibitor
<b>UC</b>	ulcerative colitis
<b>vWD</b>	von Willebrand disease
<b>VWF</b>	von Willebrand factor

