

Takeda's U.S. Pricing Methodology



| | CY 2015-2016 ² | CY 2016-2017 ² |
|---|---------------------------|---------------------------|
| Average list price change³ across portfolio¹ | 8.9% | 5.8% |
| Average net price change⁴ across portfolio | 2.6% | 2.9% |
| Average discount^{5,6} across portfolio | 37% | 37% |

- 1) U.S. Product Portfolio includes branded oral and infusion products marketed by Takeda in the United States as of December 2017, excluding all products acquired by Takeda during the calendar year. The U.S. Product Portfolio is composed of products marketed in the U.S. by the U.S. Business Unit and the Oncology Business Unit.
- 2) Annual percent change vs. prior calendar year was calculated at a product level and weighted across Takeda's U.S. Product Portfolio.
- 3) Average List Price Change represents the year-over-year change in the wholesale acquisition cost (WAC), as a weighted average across all products in the U.S. product portfolio.
- 4) Average Net Price Change represents the year-over-year change in average net price, which is WAC less rebates, discounts, and channel fees
- 5) The amount of rebates, discounts, and channel fees represents an estimate by the company based upon internal analyses.
- 6) Discounts extended through patient savings card programs are included in these calculations; however, the value of free product donated through patient assistance programs is excluded.