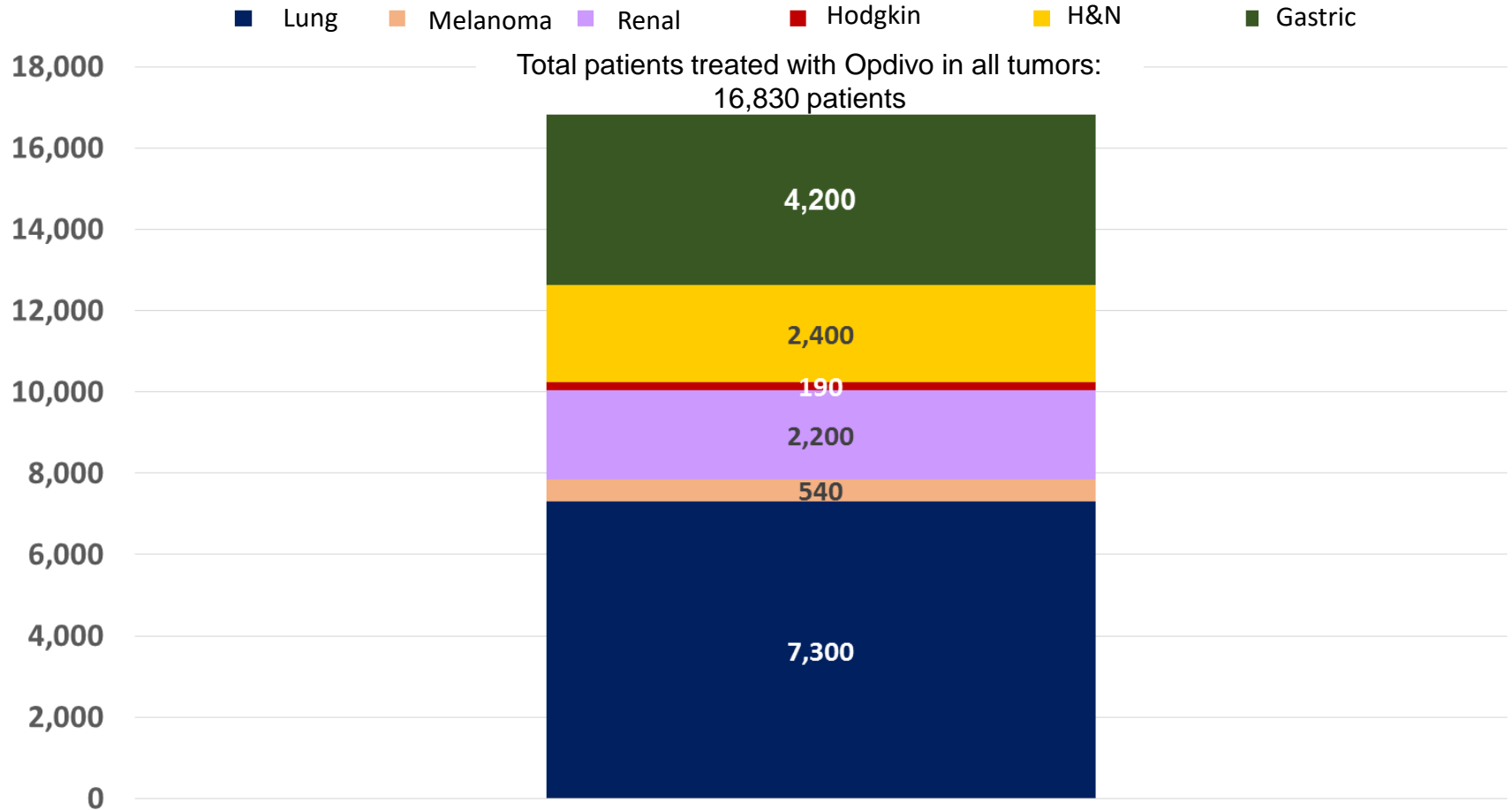


Trend of Opdivo

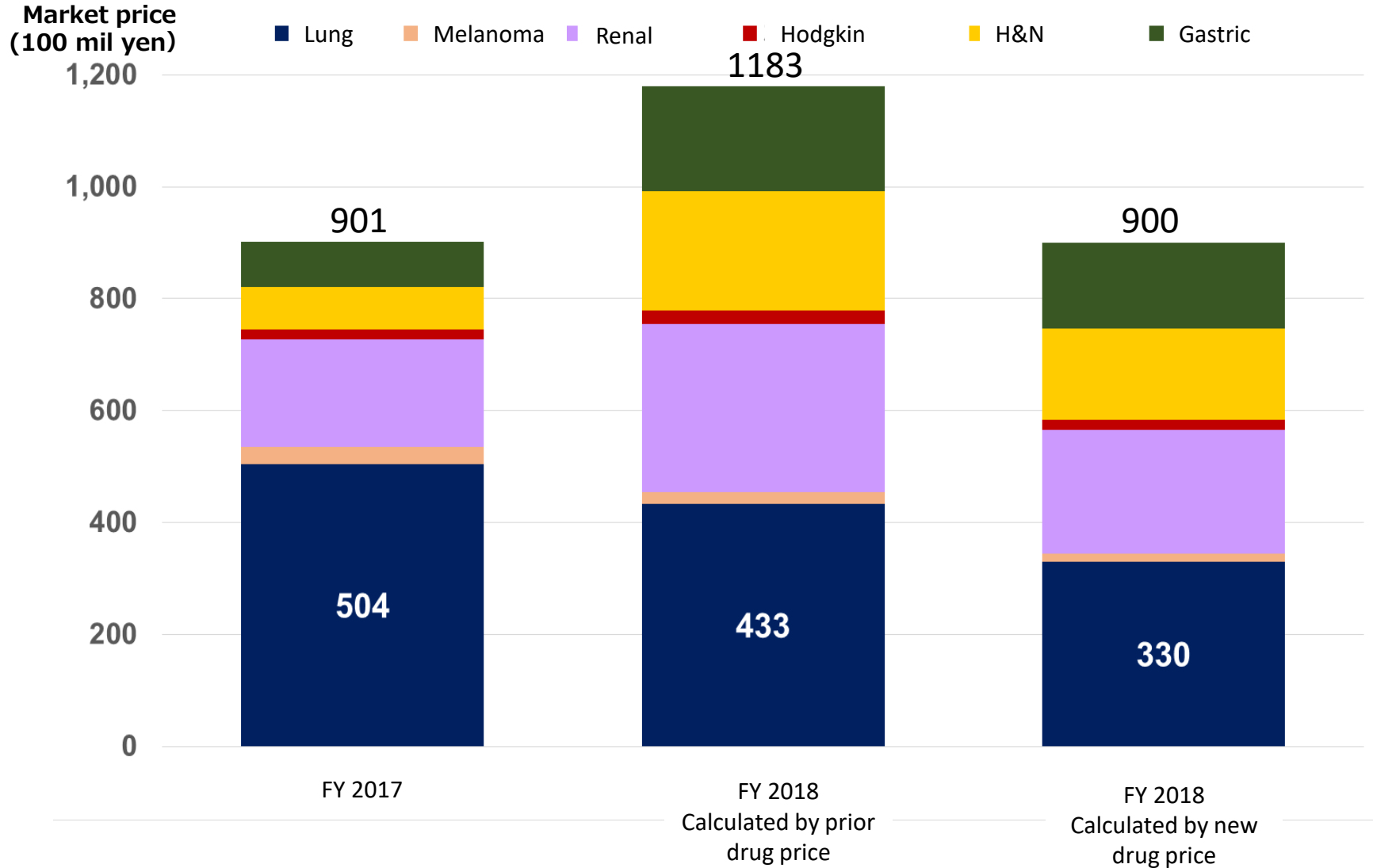
May 11, 2018

Status of Estimated New Prescriptions for Opdivo (April 2017 – March 2018)

Estimated patients of Opdivo prescribed for each tumor



Estimated Opdivo Sales Forecast in Each Tumor (FY 2018)



Average Treatment Period by Opdivo for Each Tumor

Estimated treatment period

Average treatment period of each tumor is estimated based on Kaplan-Meier curves for PFS of treatment line on each tumor at the clinical development stage

Melanoma	:	5.0 months	
Lung cancer	:	4.5 months	
Renal cell carcinoma	:	9.5 months	
Hodgkin lymphoma	:	18.0 months	
Head & neck cancer	:	ap. 4.5 months	※Gastric cancer is described separately.

Average treatment period of Opdivo for lung cancer based on DPC receipt data

Subjects: Patients treated within 3 months immediately after approval for lung cancer

Average treatment period	2nd Line	5.0 months
	3rd Line	3.0 months

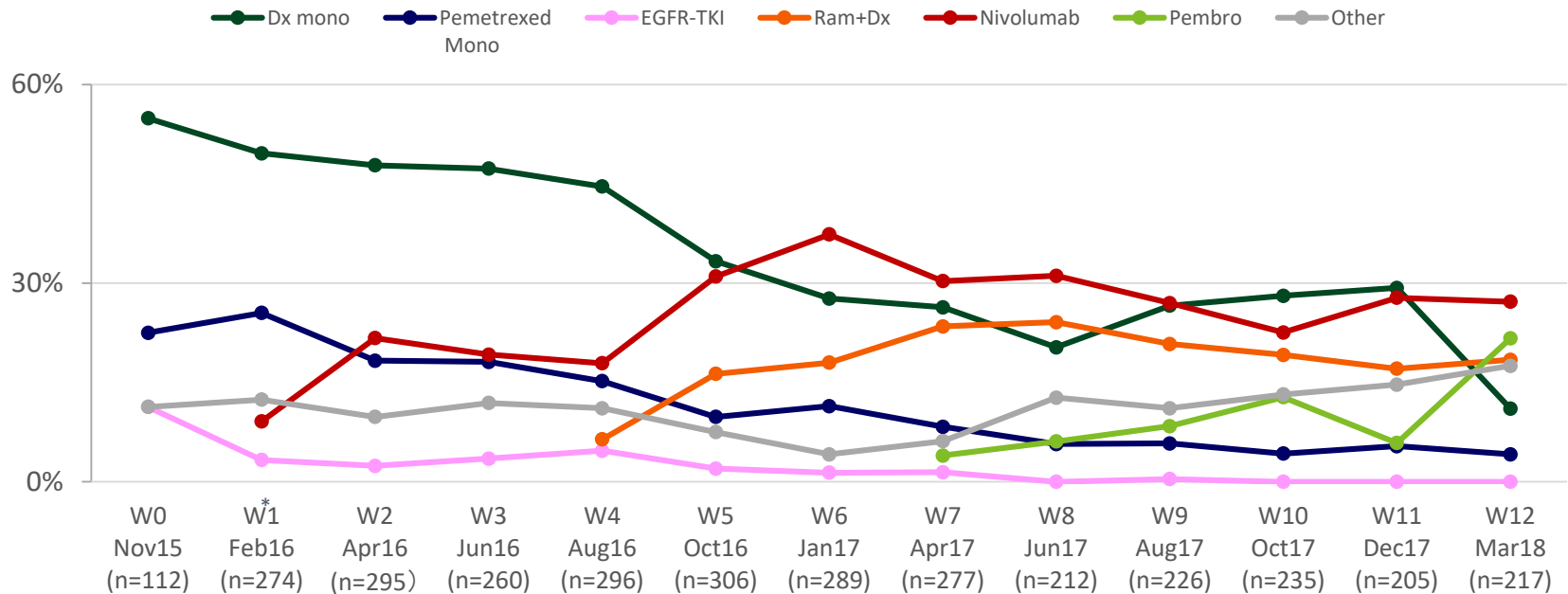
Note: As patients currently under treatment are included, it is anticipated that the period will be further prolonged as time proceeds.

NSCLC NSQ (Patients with EGFR/ALK Negative or Unknown)

Total (patient %)
NonSQ

Prescription in 2L patients treated in the last 3 months

(%): Patient %,
(n=): # of patients



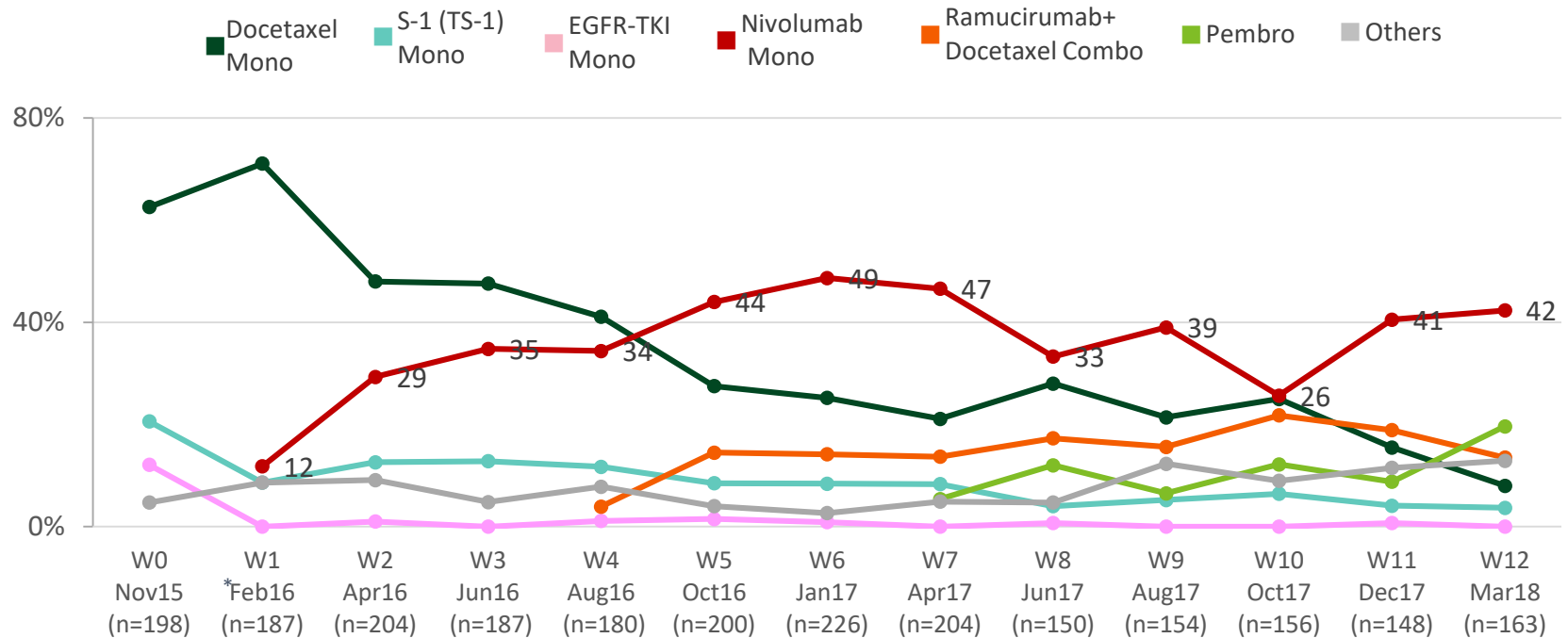
NSCLC SQ

Total (Patient %)

SQ

Prescription in 2L patients treated in the last 3 months

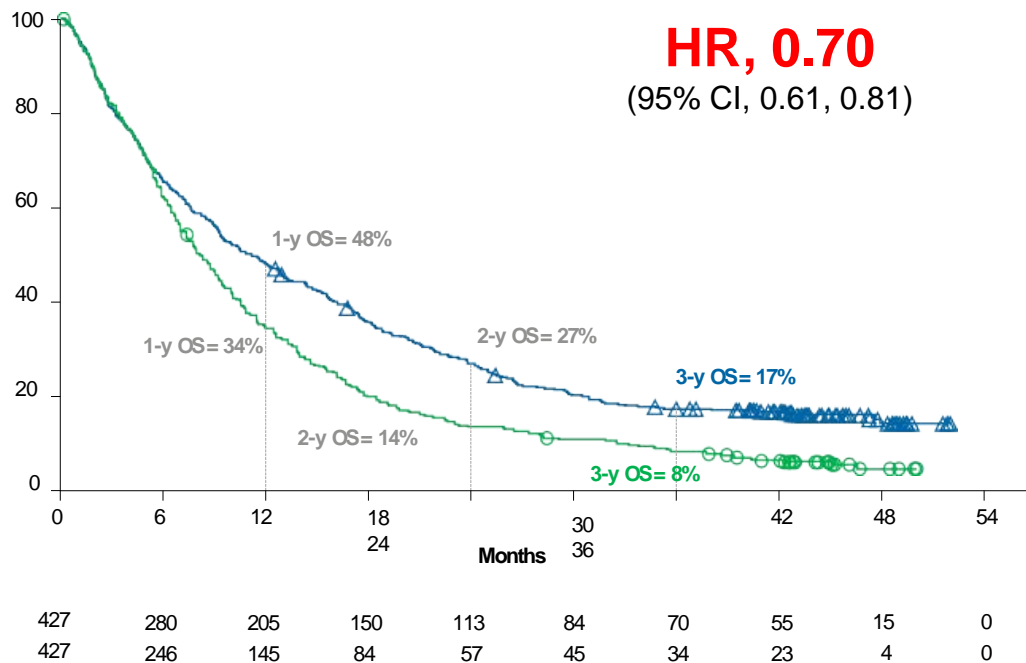
(%): Patient %, (n=): # of patients



OS

Opdivo: Squamous/Non-squamous Cancer (Integrated Analysis)

OS: CheckMate-017/057 Pooled (ITT)
Ann Oncol 2018



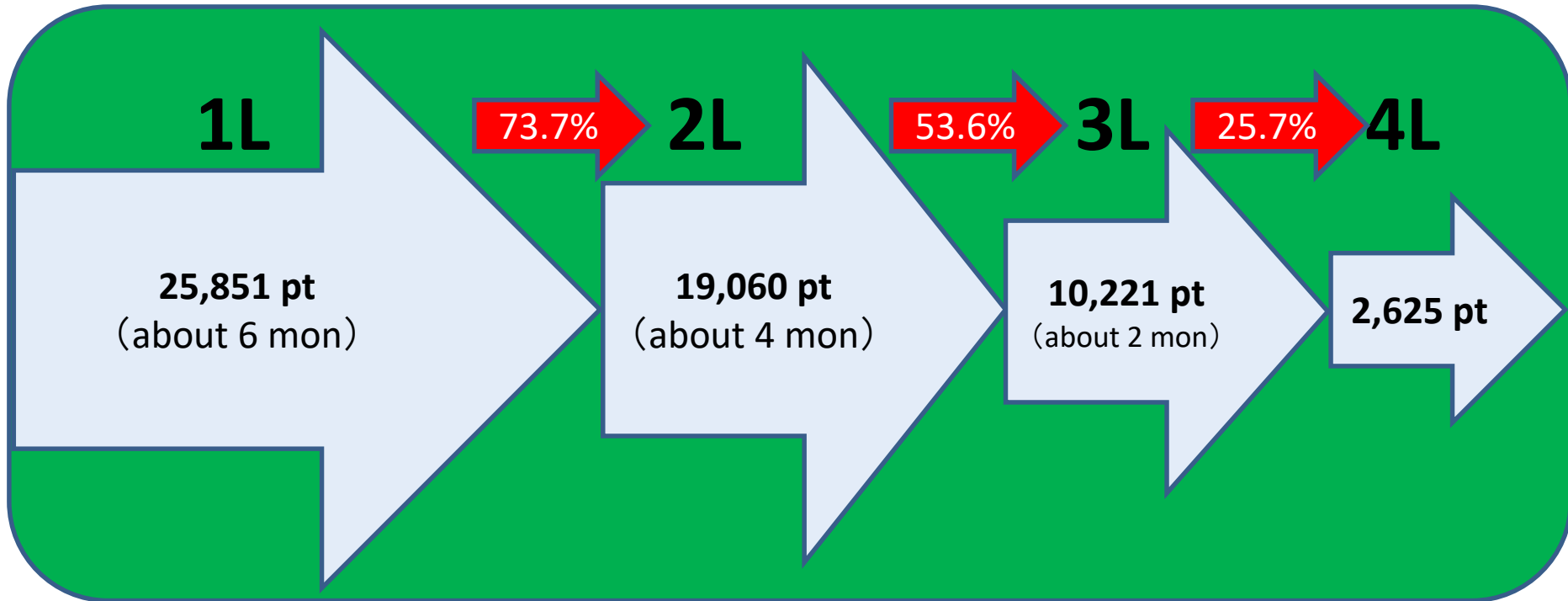
minimum follow-up = 40.3 months

Vokers EE, et al. Ann Oncol 2018 Feb 2



Estimated Patients in Treatment Line for Advanced or Recurrent Gastric Cancer

median Overall Survival: about 14 months

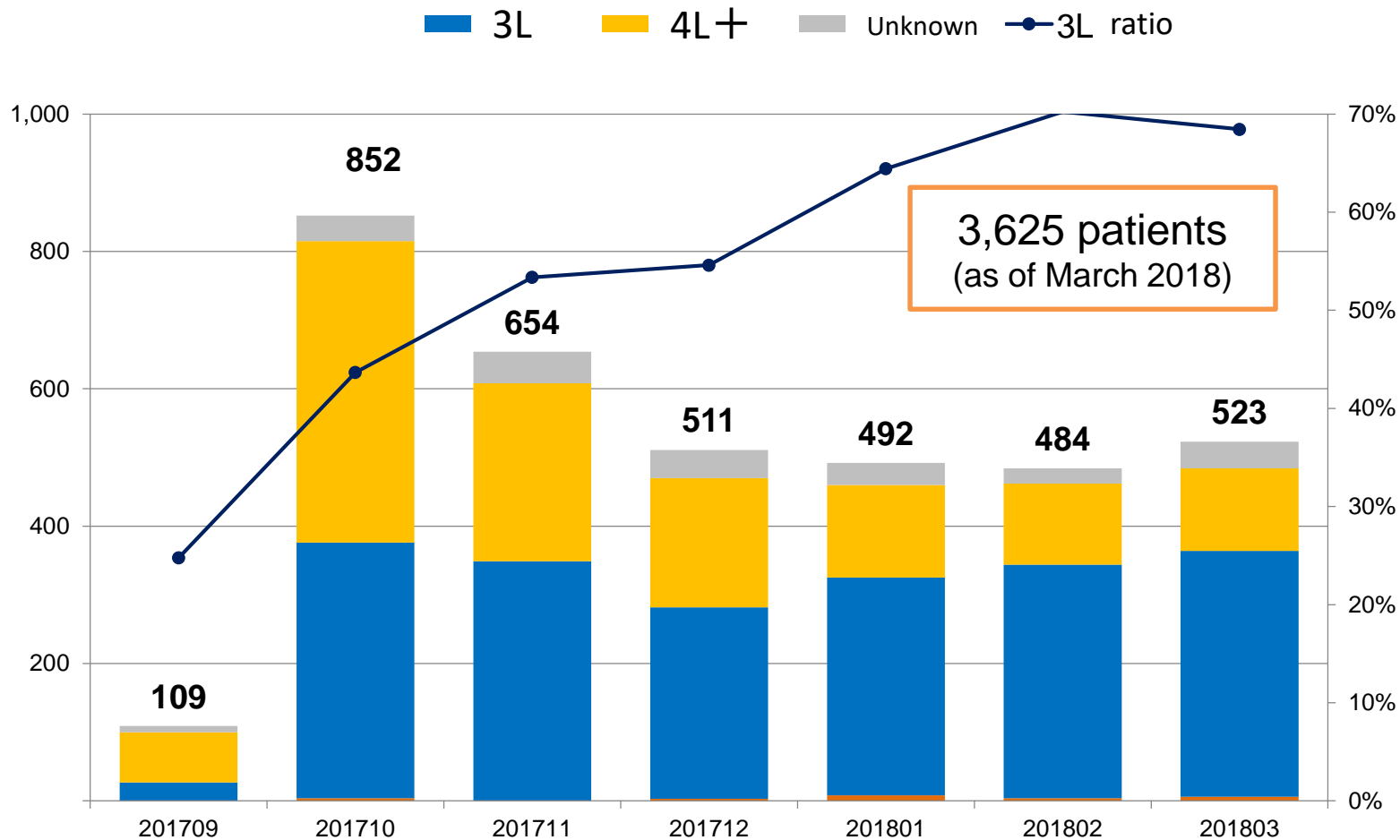


* (): Treatment period

Estimation by internal survey : 2017

Newly Treated Patients with Advanced or Recurrent Gastric Cancer

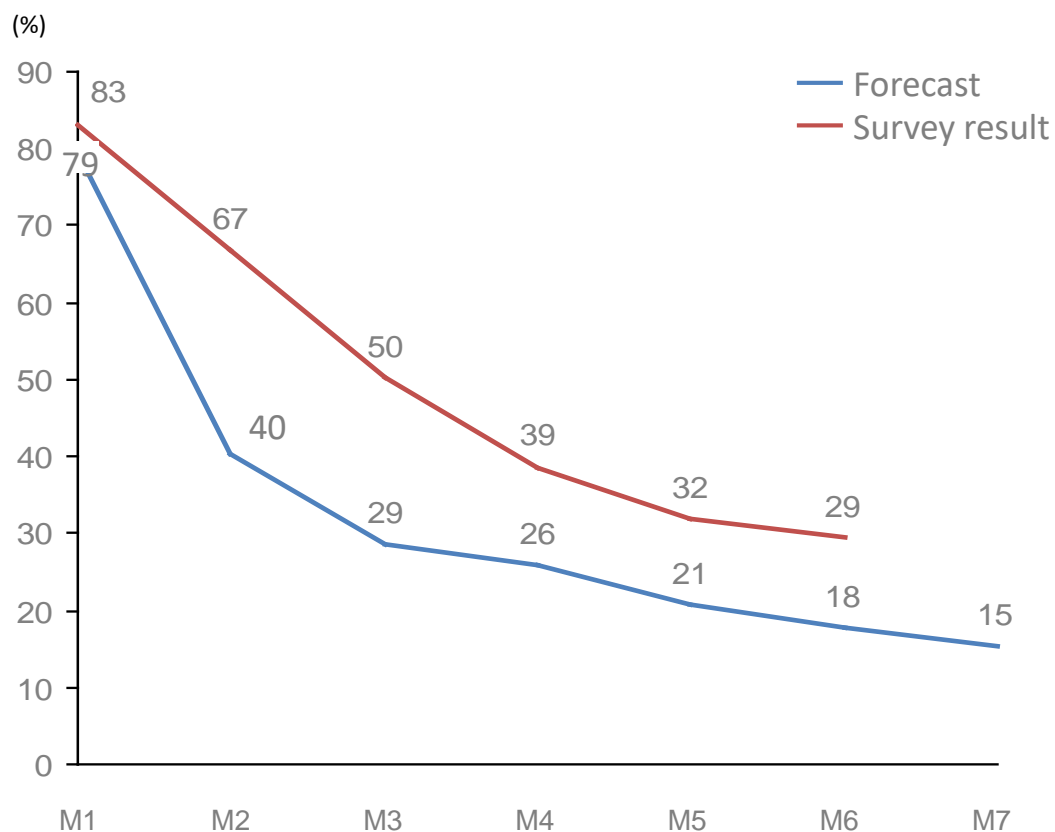
(Result from MR report in FY2017)



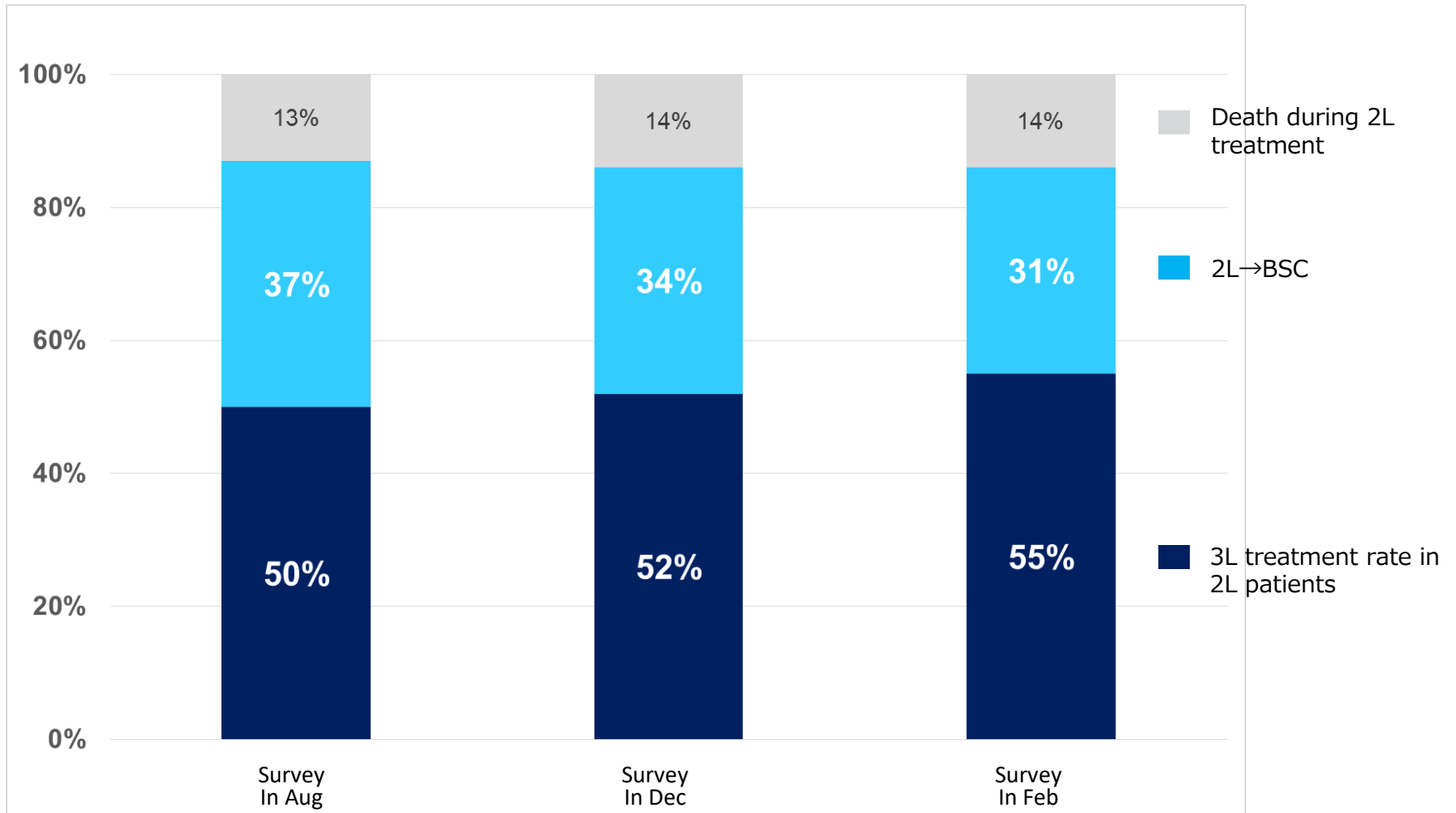
Continuous Treatment Rate with Opdivo in Advanced or Recurrent Gastric Cancer

About 30% is currently under treatment in 6 months after start of treatment with Opdivo, which is higher than forecasted.

Continuous treatment rate with Opdivo (n=239)

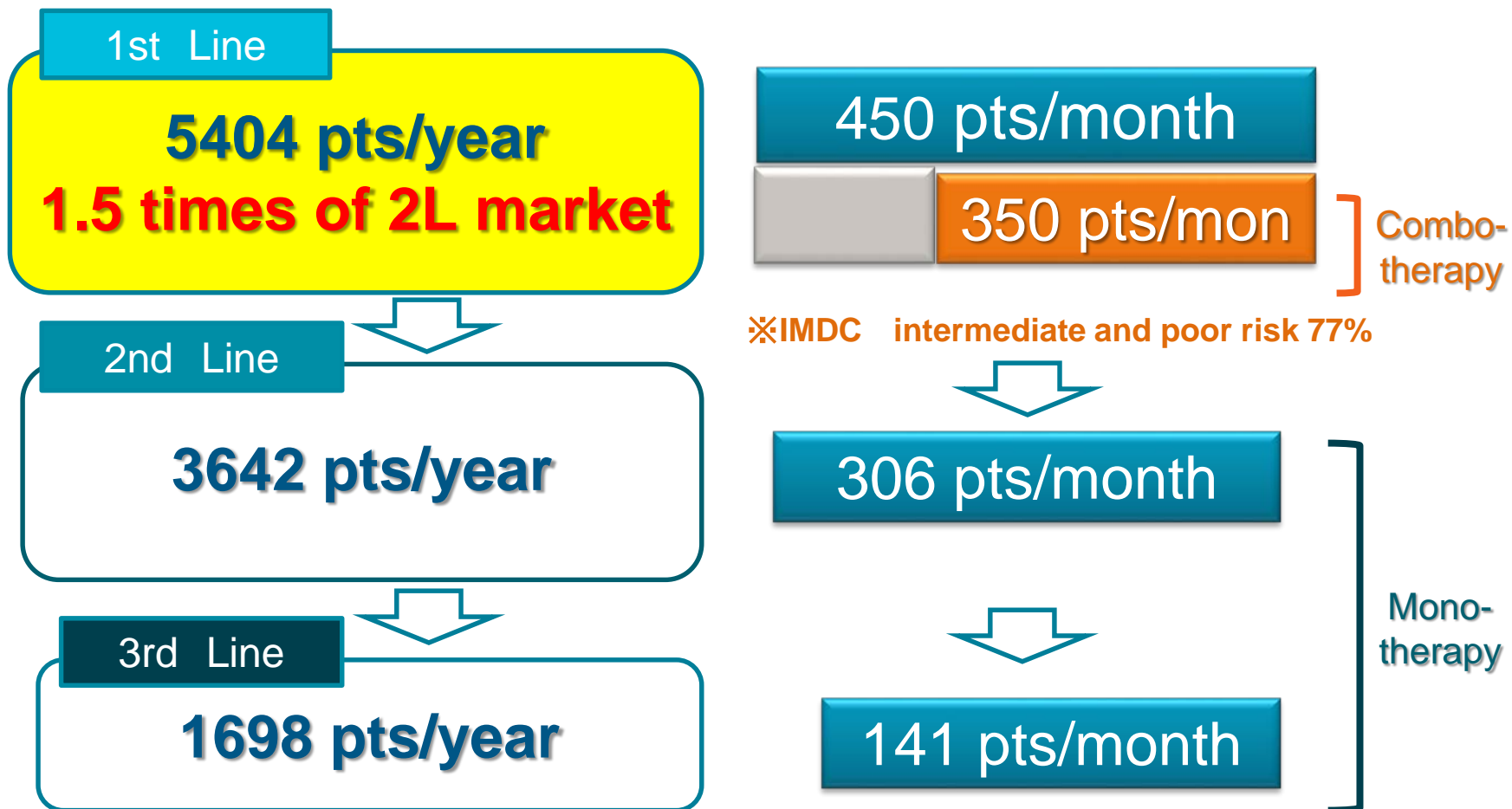


Treatment Rate of 3L Patients (Assuming 100% in 2L Patients)



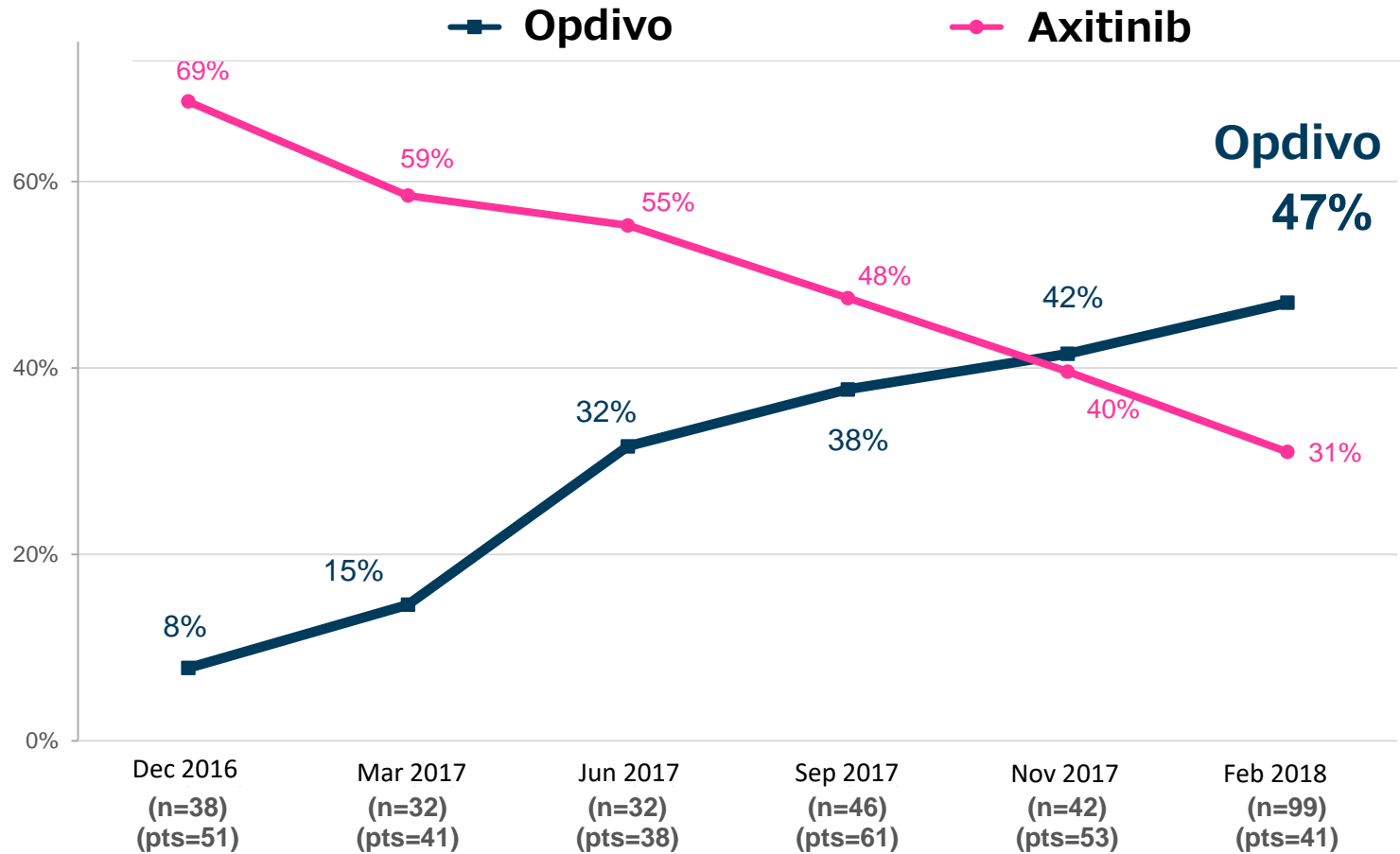
Estimated 3L treated patients: about 10,000 patients (Estimation by internal survey: 2017)

Patients Treated with Drugs for Advanced or Metastatic Renal Cell Carcinoma in Japan

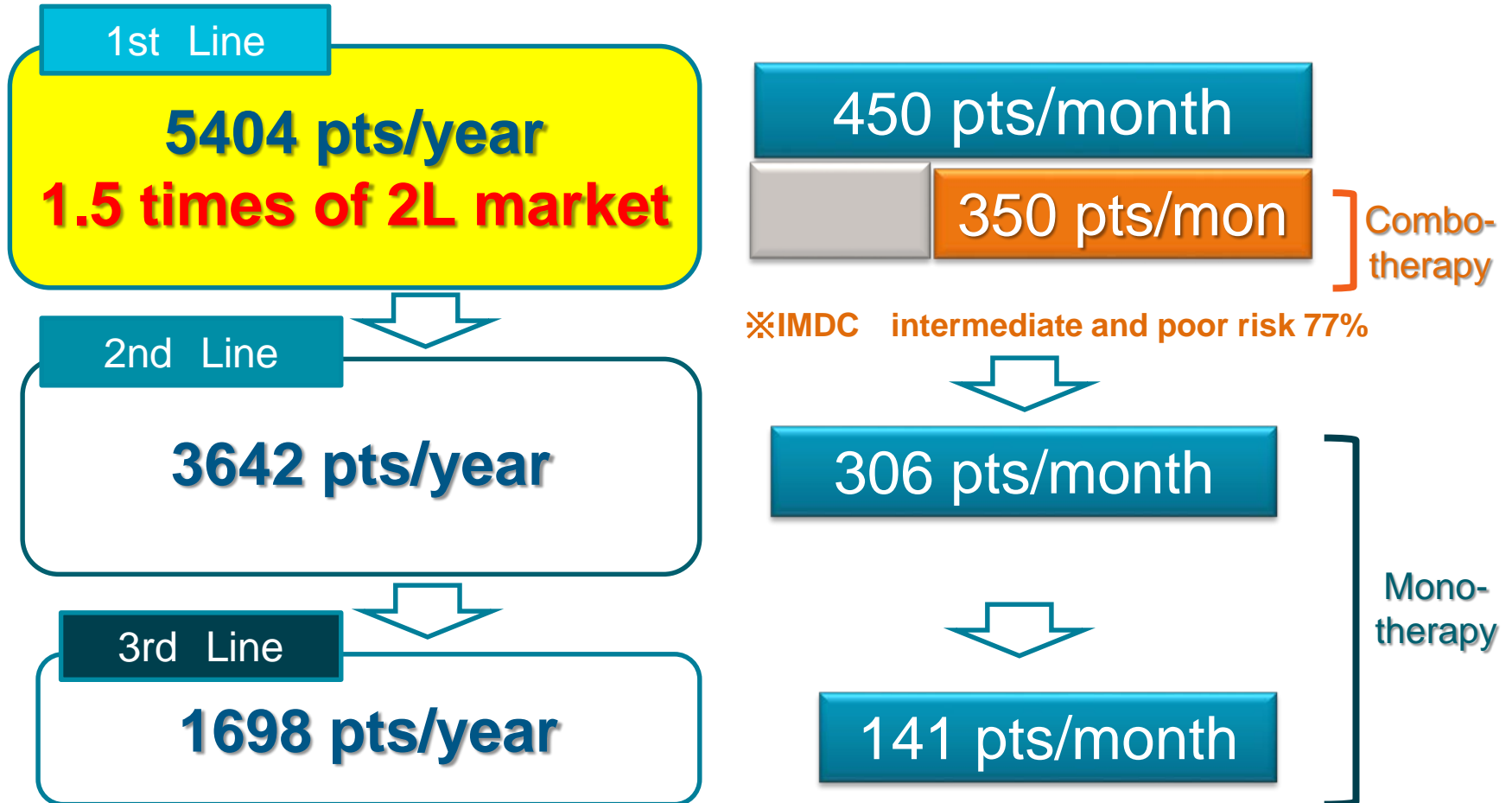


Estimation by internal survey : 2018

Newly Treated Patients with Advance or Metastatic 2L Renal Cell Carcinoma



Patients Treated with Drugs for Advanced or Metastatic Renal Cell Carcinoma in Japan

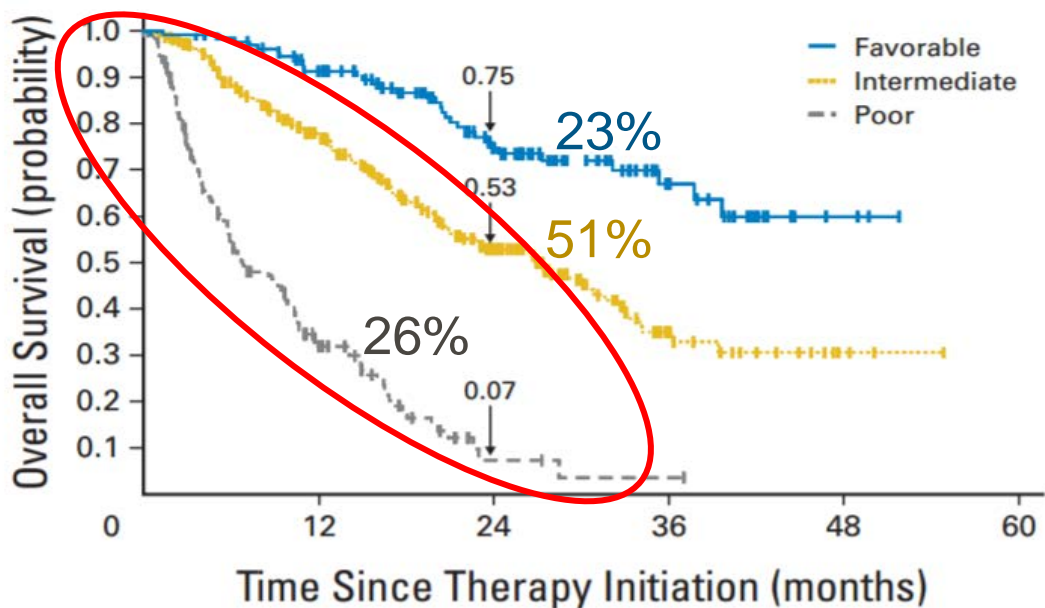


Estimation by internal survey : 2018

IMDC Risk Classification (Used for Molecular Targeted Drugs)

- 1) <1 year to start of therapy from initial visit
- 2) KPS <80%
- 3) Anemia
- 4) Increase in corrected Ca value
- 5) Increase in neutrophil count
- 6) Increase in platelet count

0 Item: Favorable risk
 1-2 Items: Intermediate risk
 3 Items: Poor risk



No. of events/No. at risk	0	12	24	36	48	60
Favorable	11/133	16/110	4/62	2/22	0/3	
Intermediate	61/301	50/182	17/82	2/18	0/3	
Poor	94/152	19/36	1/3	0/1	0/0	

While outcome of metastatic renal cell carcinoma was improved due to introduction of molecular targeted drugs, there is still existing unmet medical needs where sufficient efficacy of the drugs can't be demonstrated.

J Clin Oncol. 2009 Dec 1;27(34):5794-9

Therapy of Opdivo after Approval of 1st Line Renal Cell Carcinoma

