

# Trend of Opdivo

**January 31, 2022**

# Cautionary Notes

*Forecasts and other forward-looking statements included in this document are based on information currently available and certain assumptions that the Company deems reasonable.*

*Actual performance and other results may differ significantly due to various factors. Such factors include, but are not limited to:*

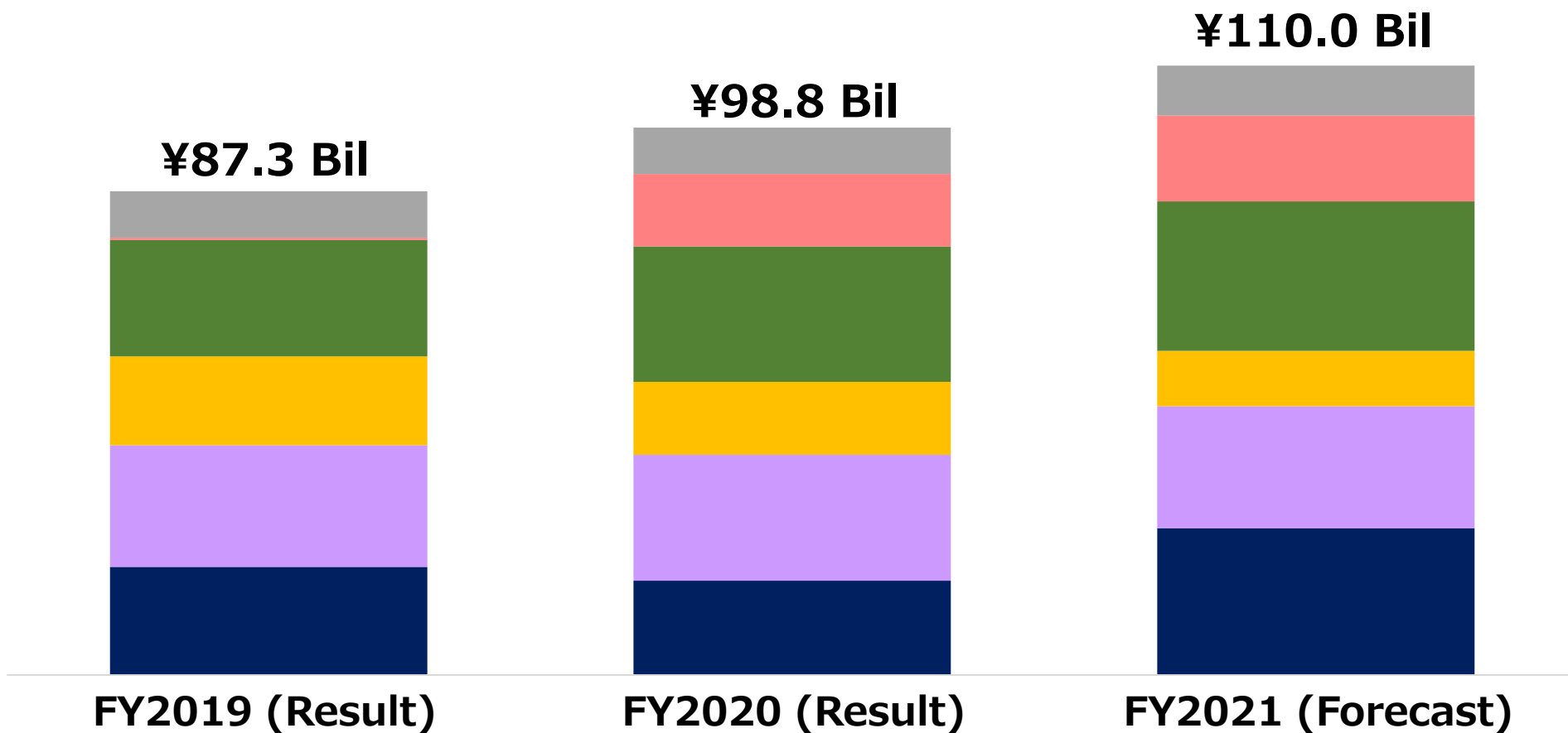
- ( i ) failures in new product development*
- ( ii ) changes in general economic conditions due to reform of medical insurance system*
- ( iii ) failures in obtaining the expected results due to effects of competing products or generic drugs*
- ( iv ) infringements of the Company's intellectual property rights by third parties*
- ( v ) stagnation of product supply from the delay in production due to natural disasters, fires and so on*
- ( vi ) onset of new side effect of post-licensure medical product*  
*and, ( vii ) currency exchange rate fluctuations and interest rate trend.*

*Information about pharmaceutical products (including products currently in development) included in this document is not intended to constitute an advertisement of medical advice.*



# Sales Trend of Opdivo by Each Cancer

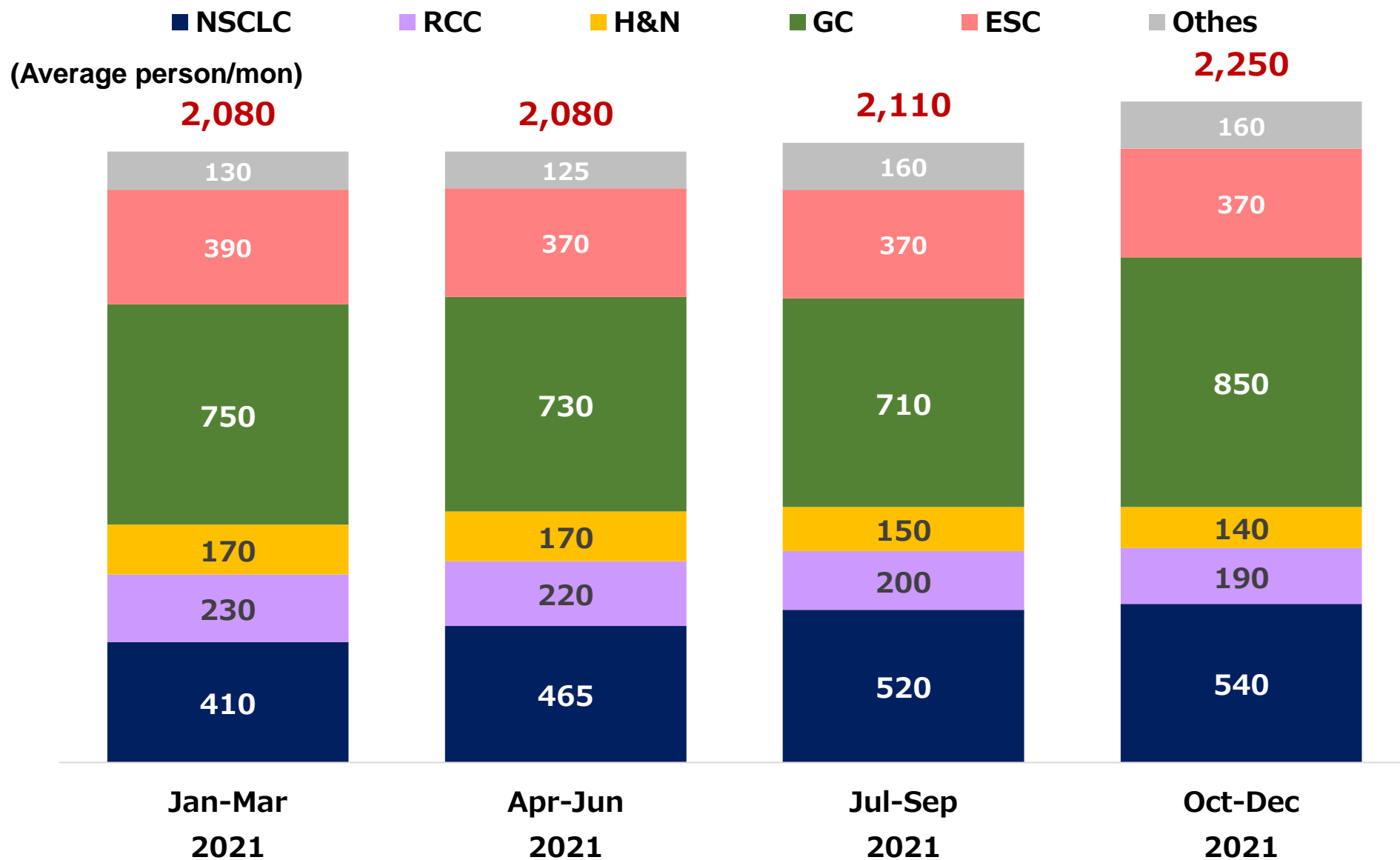
■ NSCLC   ■ RCC   ■ H&N   ■ GC   ■ ESC   ■ Others



Source: Estimation from external and internal data

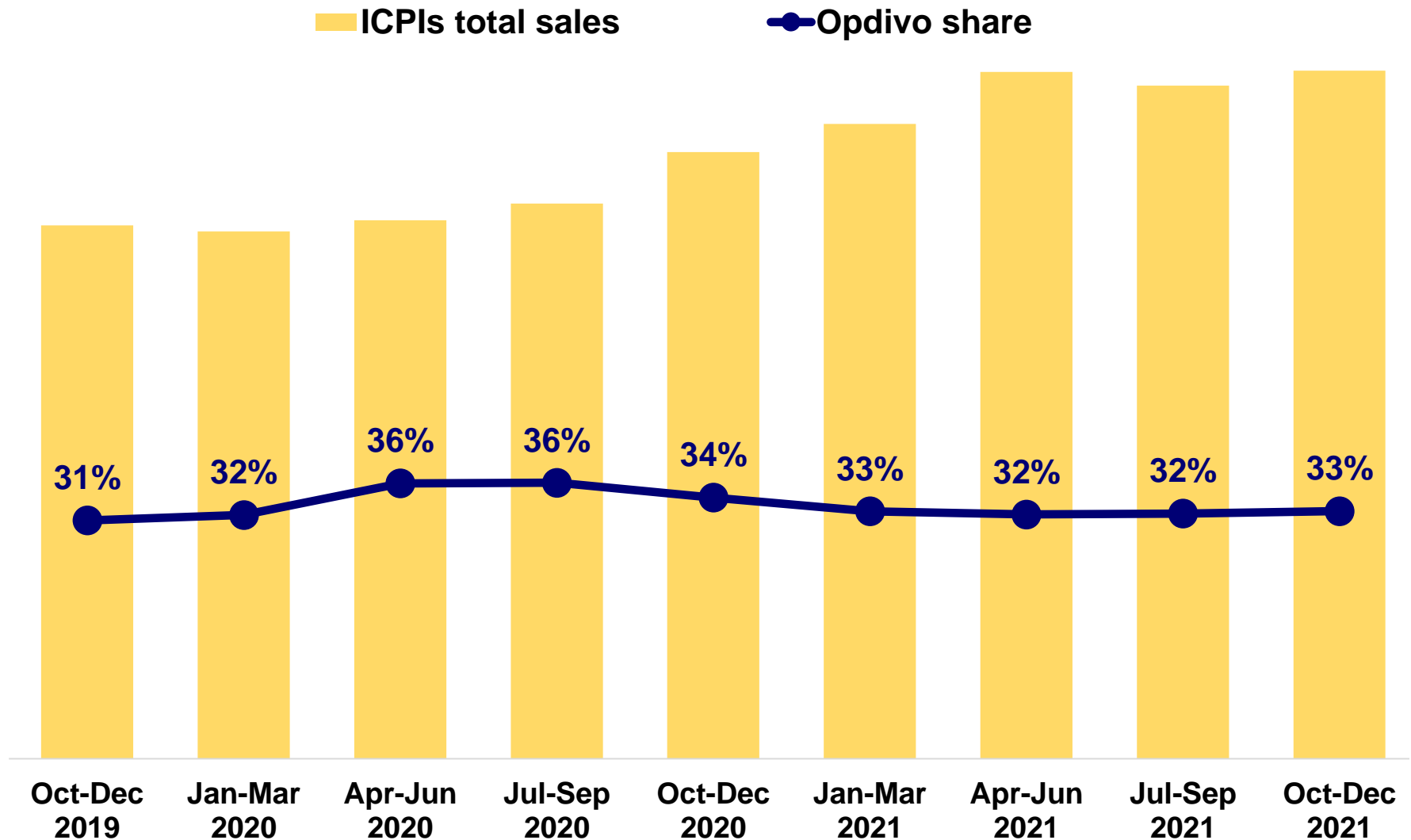


# Number of Patients Newly Prescribed with Opdivo by Each Cancer (Estimation)



Source: Estimation from external and internal data

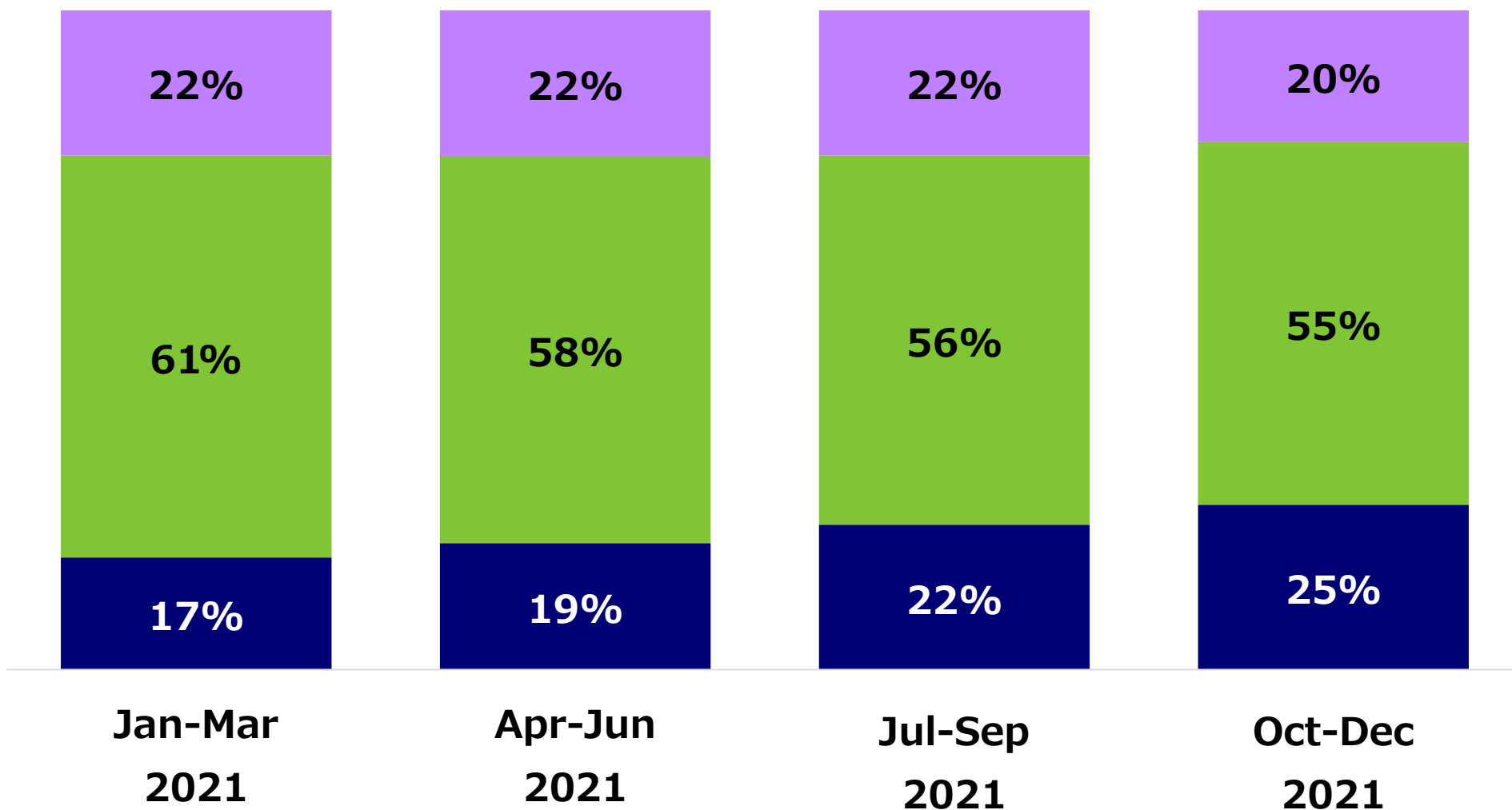
# Trend of total sales of ICPIs and Opdivo share



Source: External data

# Sales Ratio of ICPIs in NSCLC (Estimation)

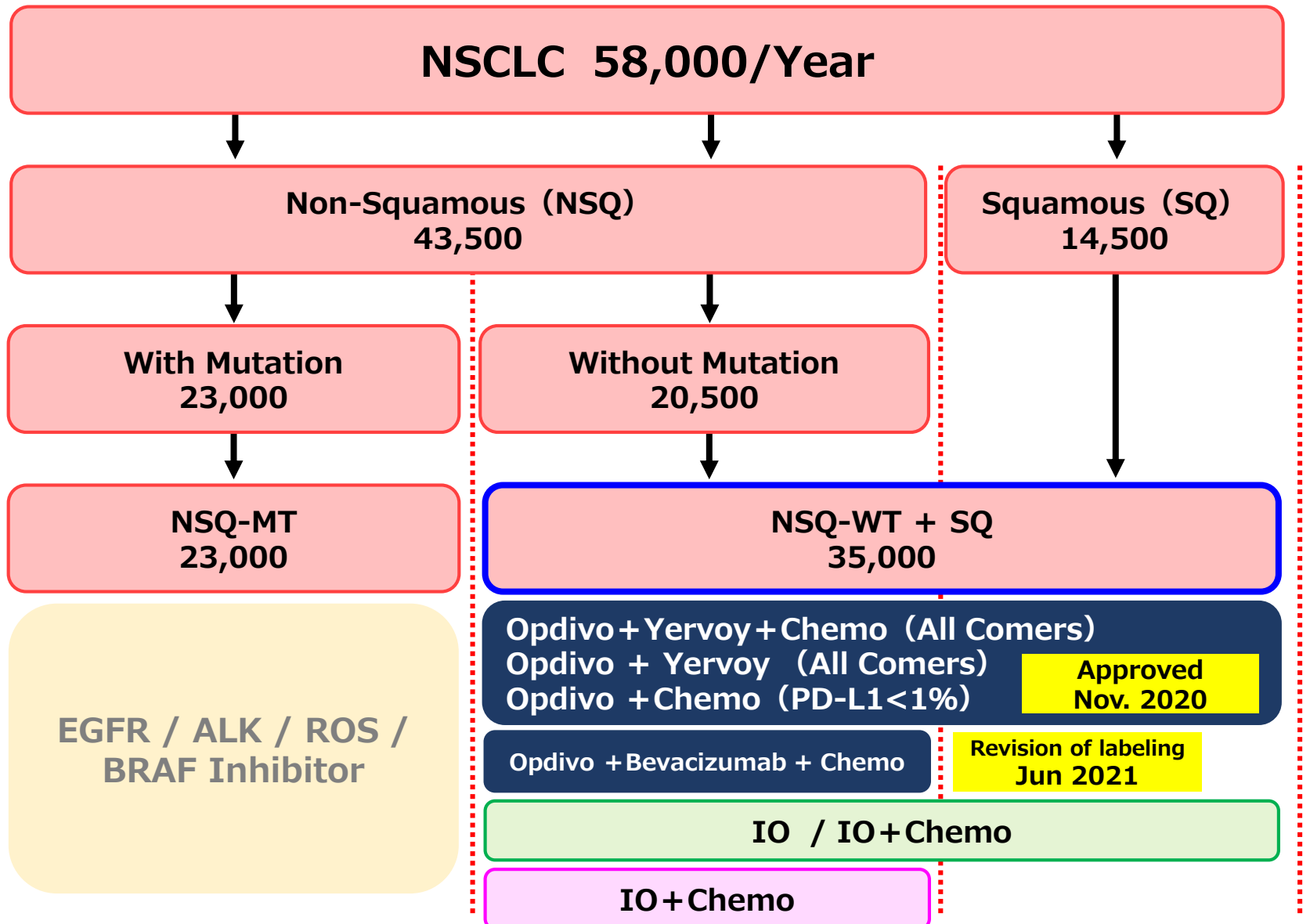
■ Opdivo ■ Product\_A ■ Product\_B



Source: External data

# Number of NSCLC\* Patients per year in Japan

\* : Unresectable Advanced or Recurrent NSCLC



1L

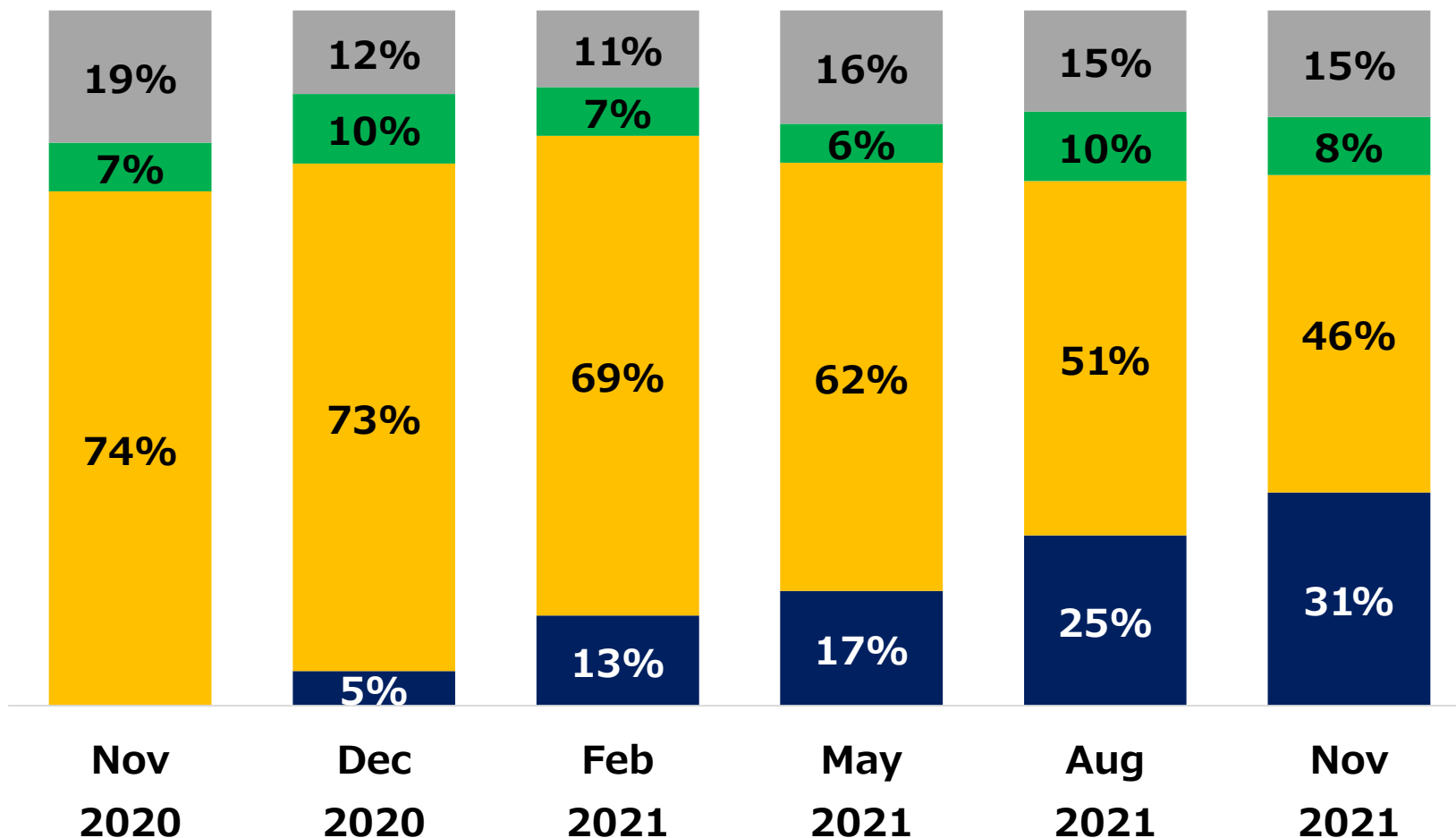
Estimation based on internal survey (2021)



# Prescription Ratio in Patients Newly Treated for 1L NSCLC

※Patients starting 1L treatment within the last 1 months (Except Driver Mutation)

■ Opdivo ■ Product C ■ Product D ■ Others



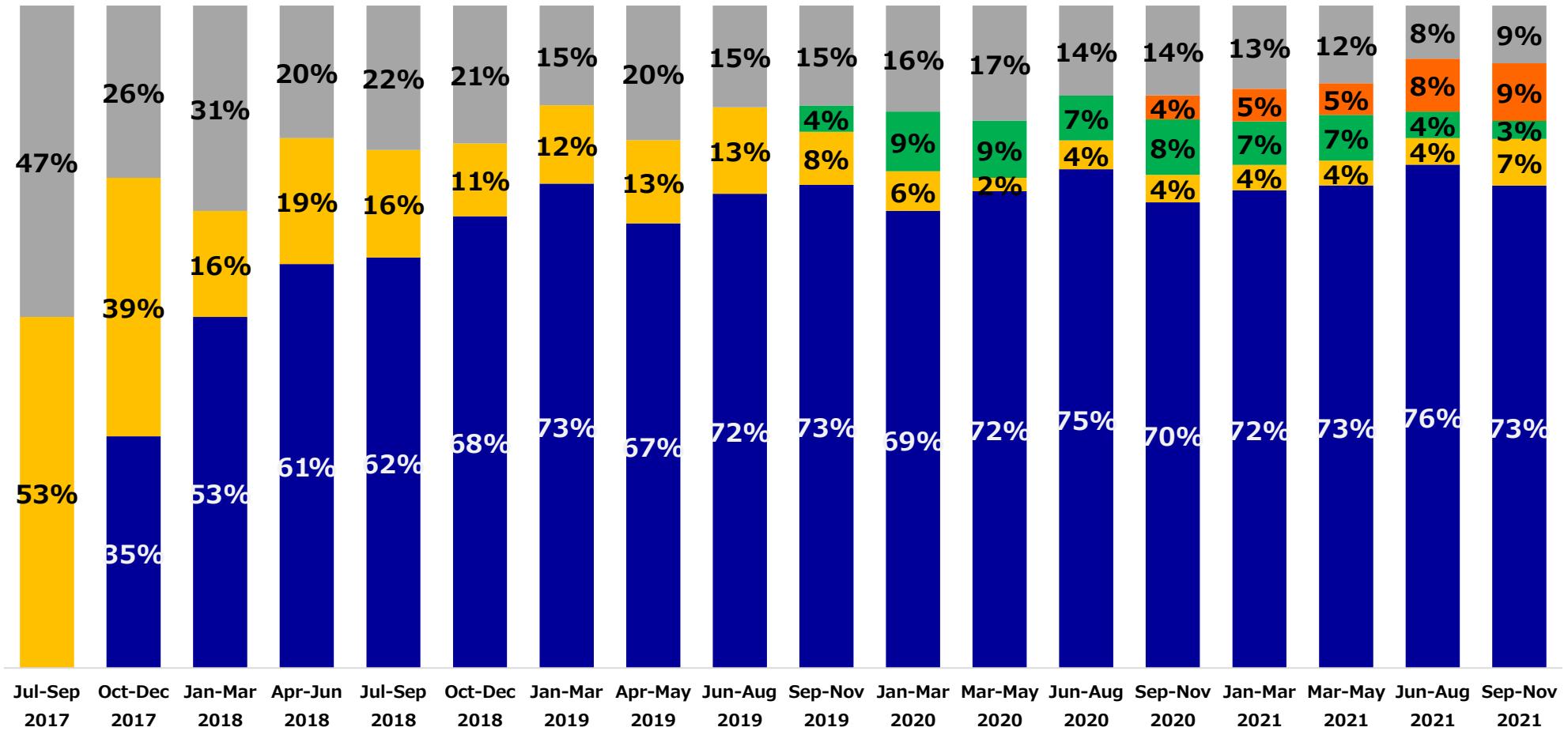
Source: External data (Nov 2020 – Nov 2021: n=167~245)



# Prescription Ratio in Patients Newly Treated for 3L GC

※Patients starting 3L treatment within the last 3 months

■ Opdivo ■ Product E ■ Product F ■ Product G ■ Others



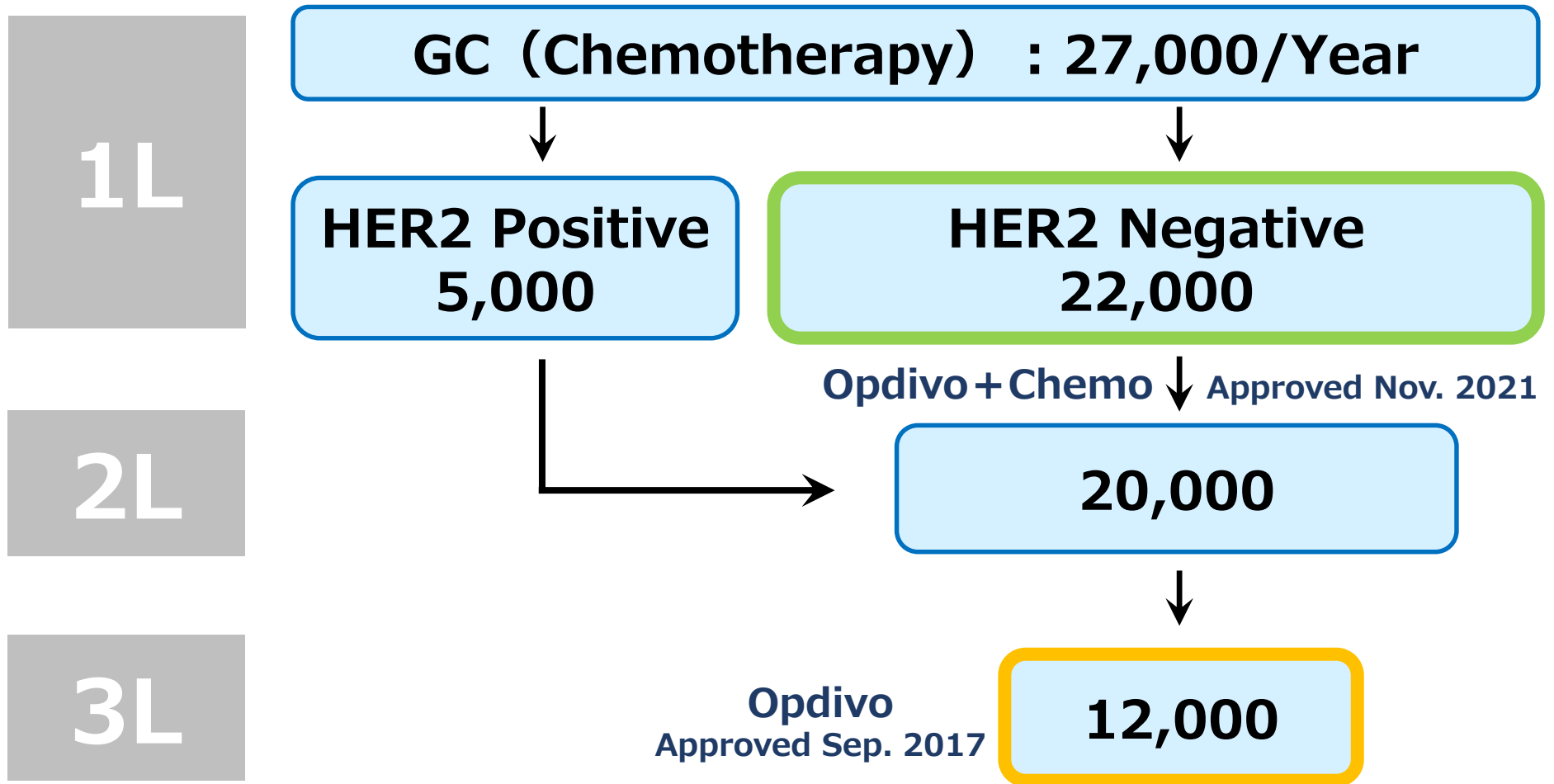
(Before approval)

Source: External data (Jul 2017 – Nov 2021: n=190~250)



# Number of GC\* Patients per year in Japan

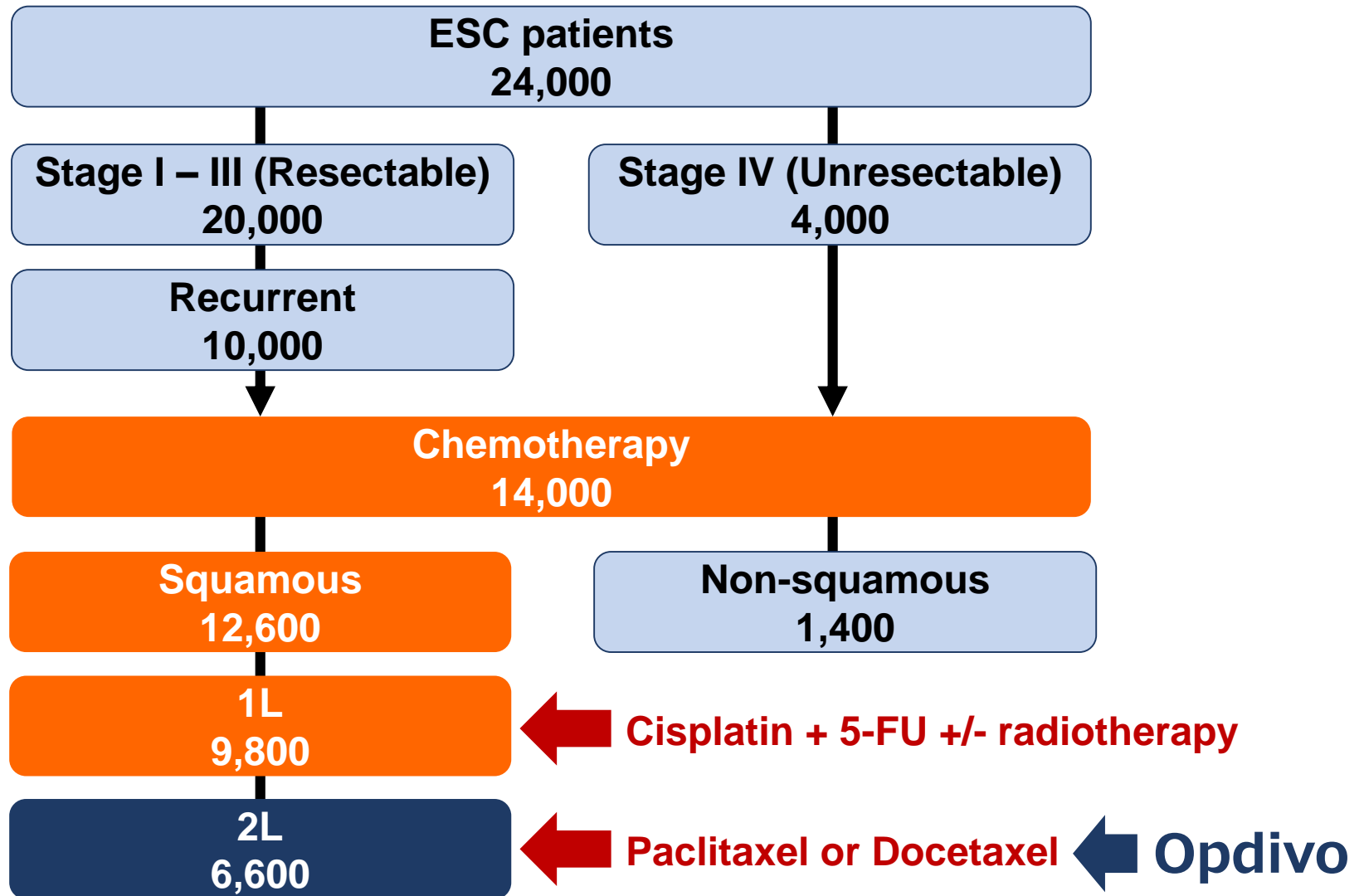
\* : Unresectable Advanced or Recurrent GC



Estimation based on internal survey (2020)

# Number of ESC\* Patients per year in Japan

\* : Unresectable Advanced or Recurrent ESC



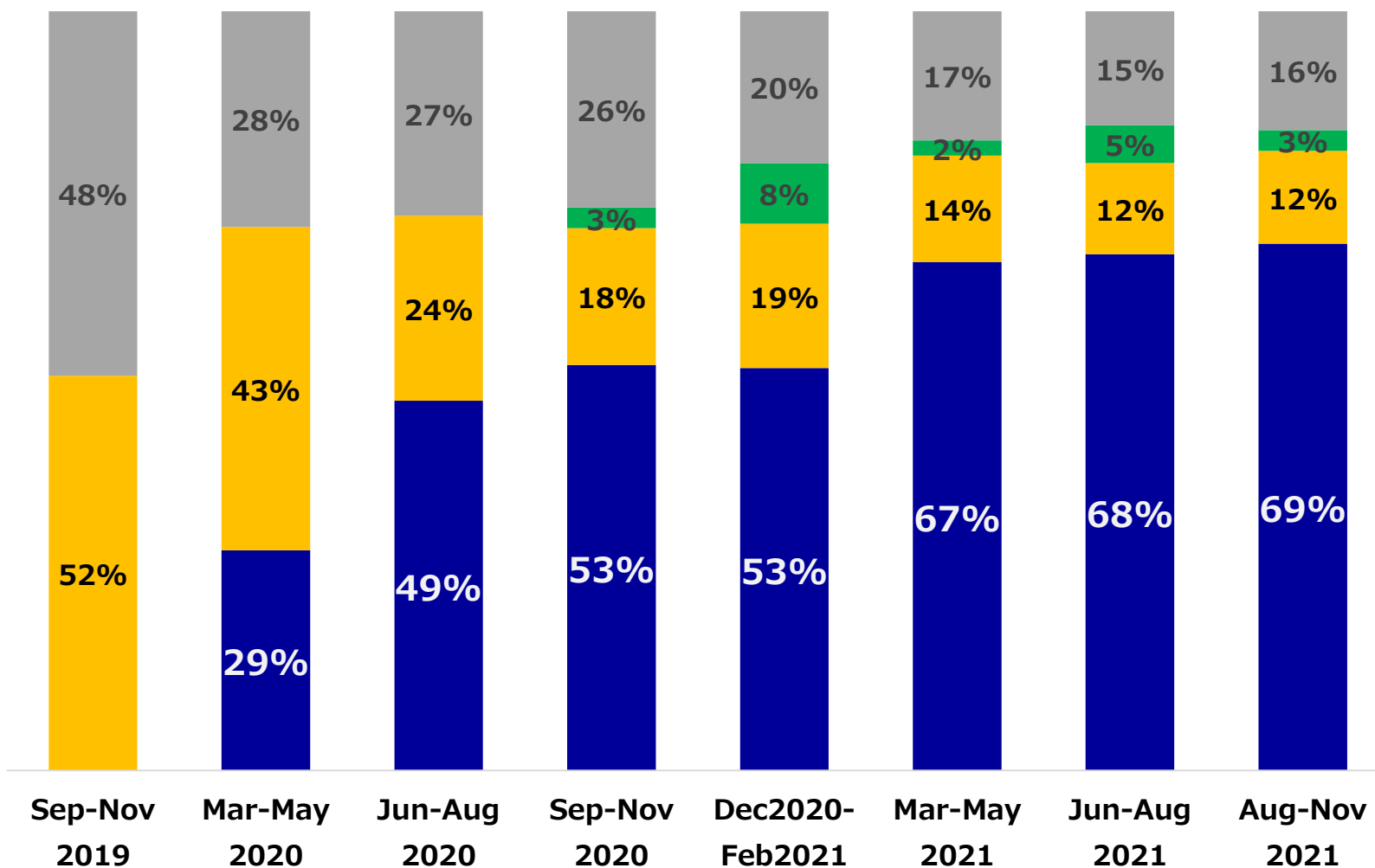
Estimation based on internal survey in 2020



# Prescription Ratio in Patients Newly Treated for 2L ESC (Squamous Cell Carcinoma)

※ Patients starting 2L ESC within the last 3 months

■ Opdivo ■ Product H ■ Product I ■ Others

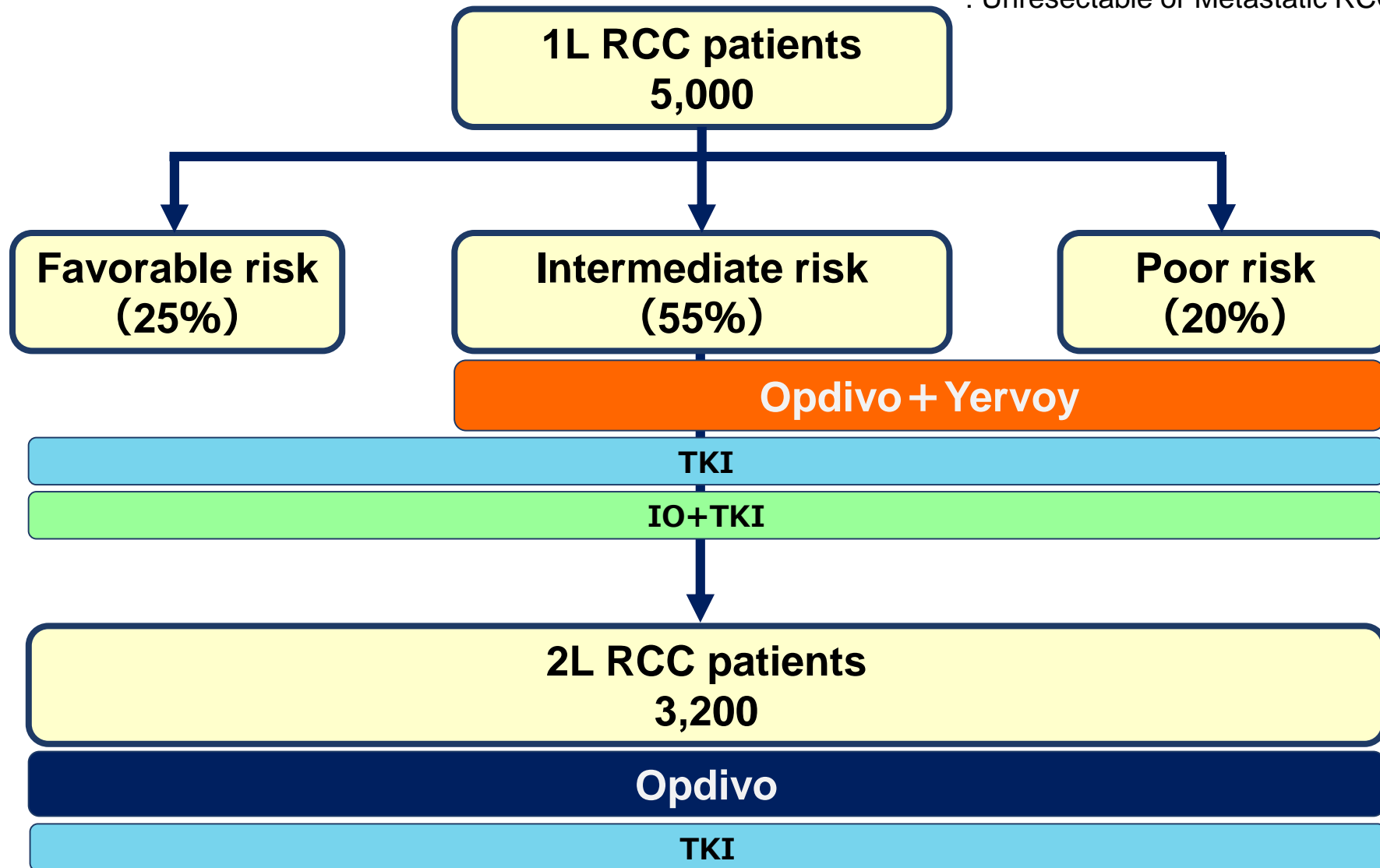


(Before approval)

Source: External data (Sep 2019 – Nov 2021: n=150~158)

# Number of RCC\* Patients per year in Japan

\* : Unresectable or Metastatic RCC

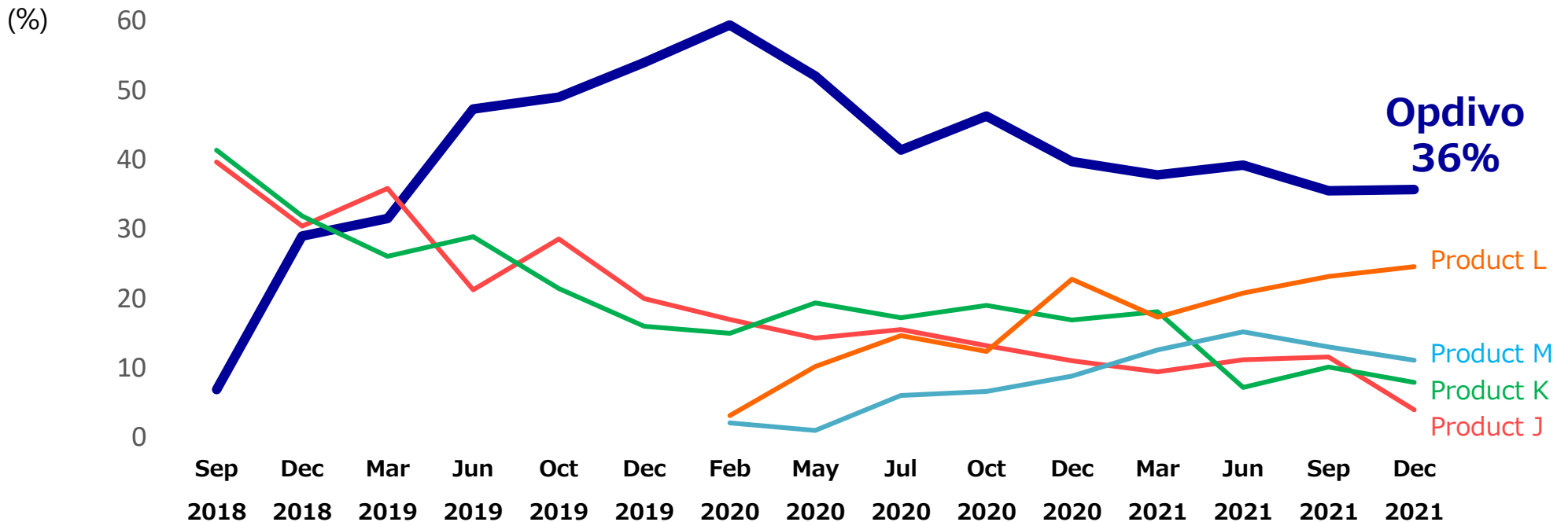


Estimation based on internal survey (2021)



# Prescription Ratio in Patients Newly Treated for 1L RCC

	2018		2019			2020					2021					
	Sep	Dec	Mar	Jun	Oct	Dec	Feb	May	Jul	Oct	Dec	Mar	Jun	Sep		Dec
<b>Opdivo</b>	<b>7</b>	<b>29</b>	<b>32</b>	<b>47</b>	<b>49</b>	<b>54</b>	<b>59</b>	<b>52</b>	<b>41</b>	<b>46</b>	<b>40</b>	<b>38</b>	<b>39</b>	<b>36</b>	<b>36</b>	(%)
Product J	40	30	36	21	29	20	17	14	16	13	11	9	11	12	4	(%)
Product K	41	32	26	29	21	16	15	19	17	19	17	18	7	10	8	(%)
Product L							3	10	15	12	23	17	21	23	25	(%)
Product M							2	1	6	7	9	13	15	13	11	(%)



Source: External data (Sep 2018 – Dec 2021: n=46~100)



**ONO PHARMACEUTICAL CO.,LTD.**

*Dedicated to the Fight against Disease and Pain*