

Trend of Opdivo

November 01, 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:

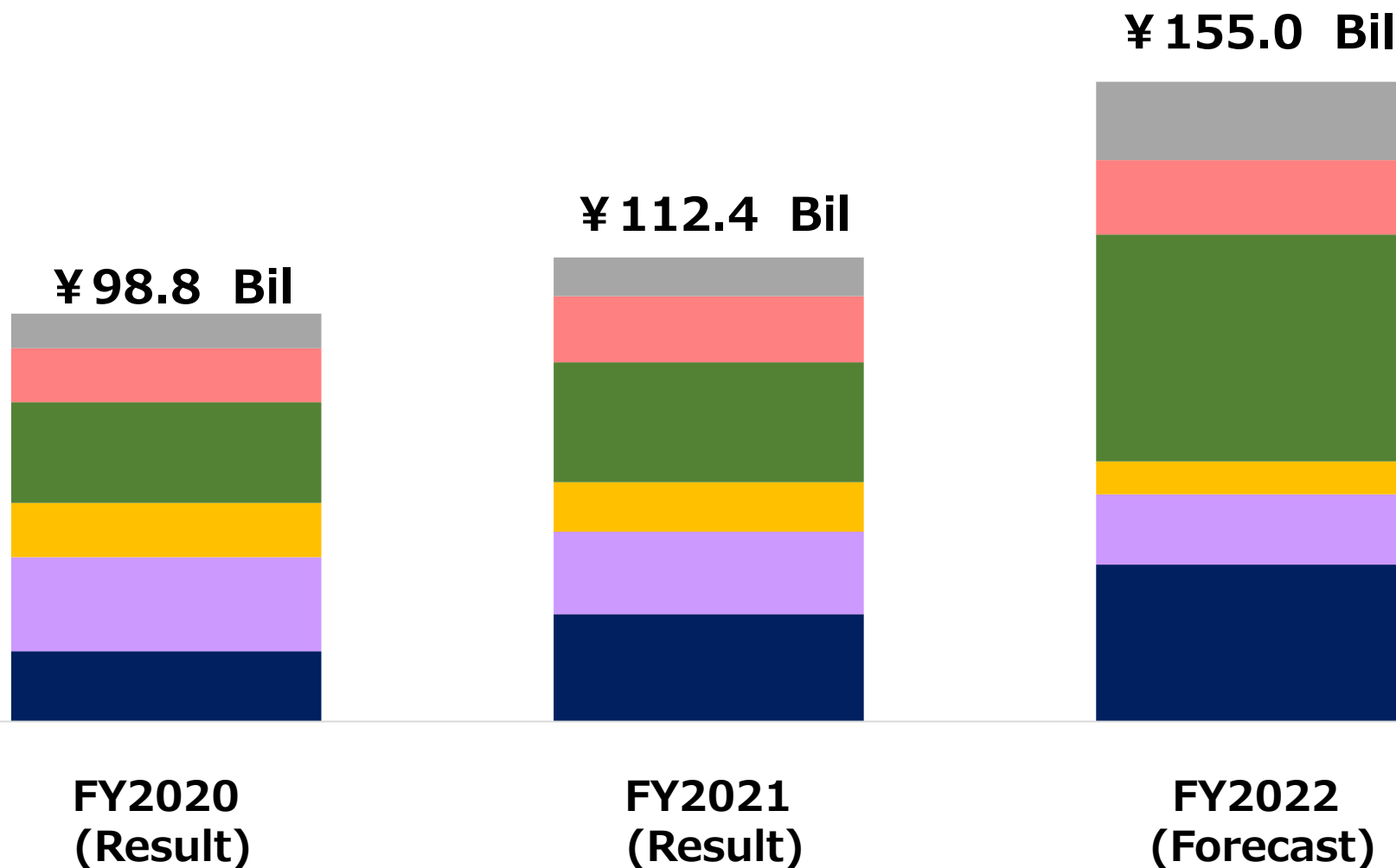
- (i) failures in new product development***
- (ii) changes in general economic conditions due to reform of medical insurance system***
- (iii) failures in obtaining the expected results due to effects of competing products or generic drugs***
- (iv) infringements of the Company's intellectual property 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



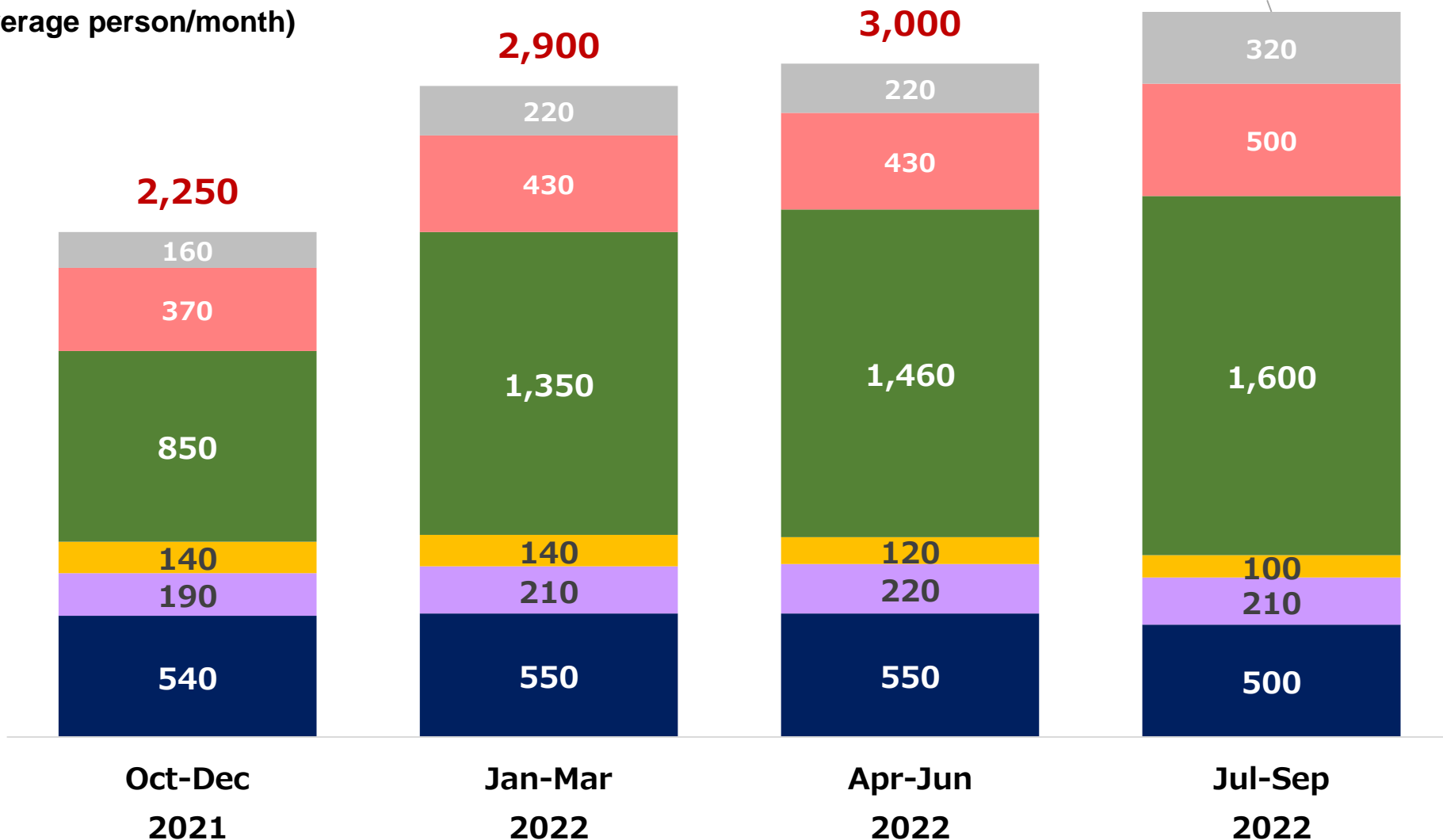
Source: Estimation from external and internal data



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

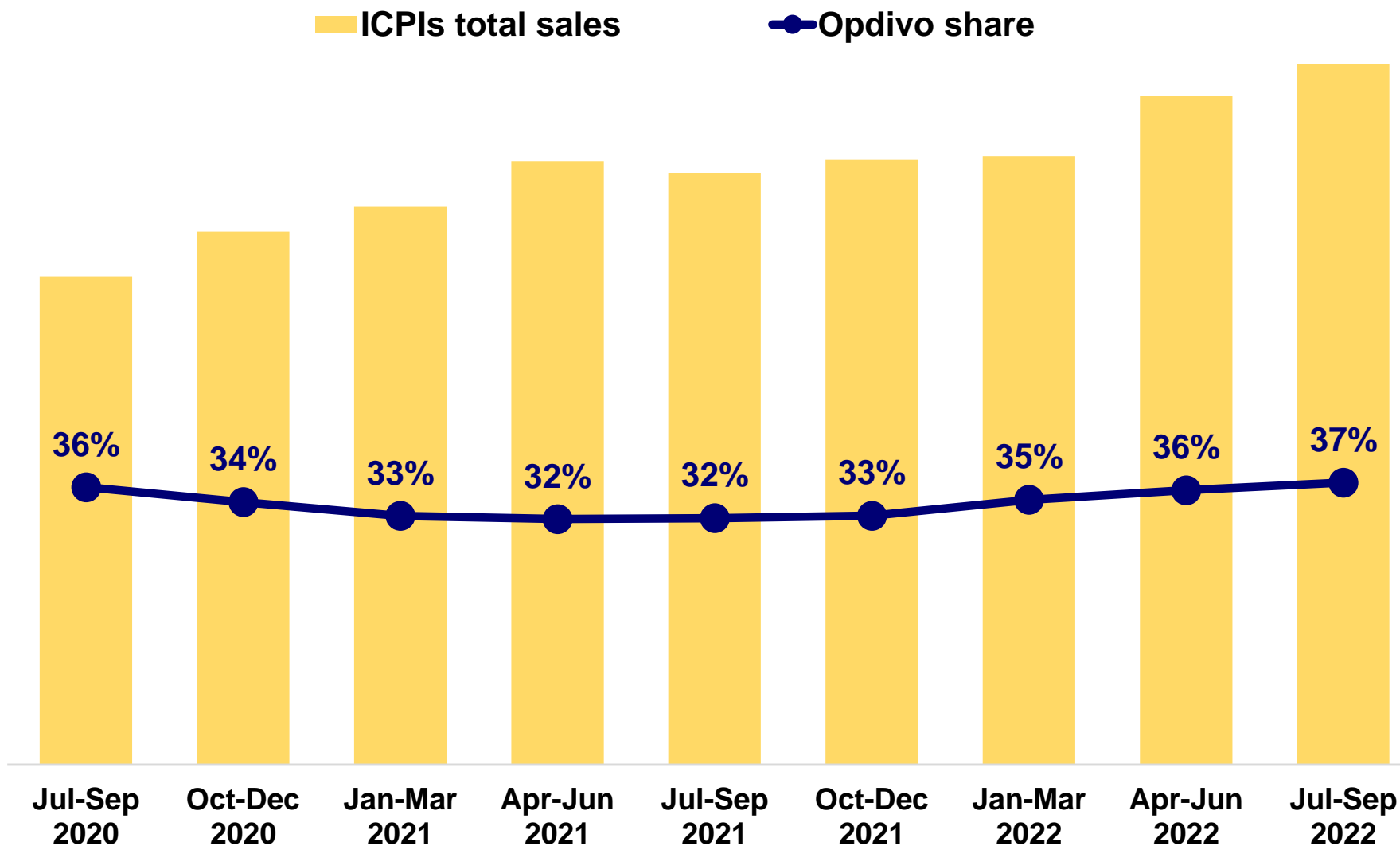
■ NSCLC
 ■ RCC
 ■ H&N
 ■ GC
 ■ ESC
 ■ Others

(Average person/month)



Source: Estimation from external and internal data

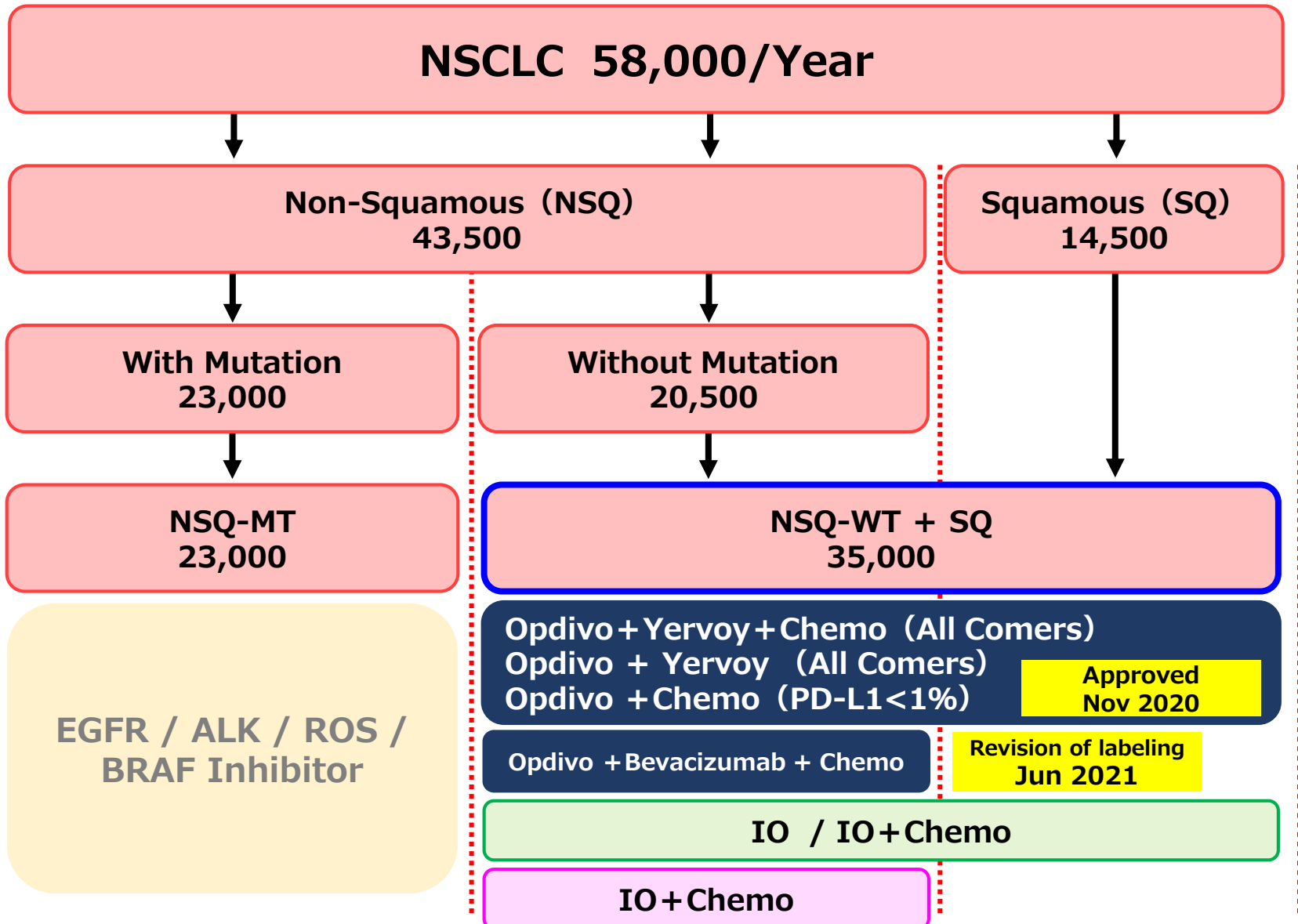
Trend of total sales of ICPIs and Opdivo share



Source: External data

Number of NSCLC* Patients per year in Japan

* : Unresectable Advanced or Recurrent NSCLC



1L

EGFR / ALK / ROS /
BRAF Inhibitor

Opdivo + Yervoy + Chemo (All Comers)

Opdivo + Yervoy (All Comers)

Opdivo + Chemo (PD-L1 < 1%)

Approved
Nov 2020

Opdivo + Bevacizumab + Chemo

Revision of labeling
Jun 2021

IO / IO + Chemo

IO + Chemo

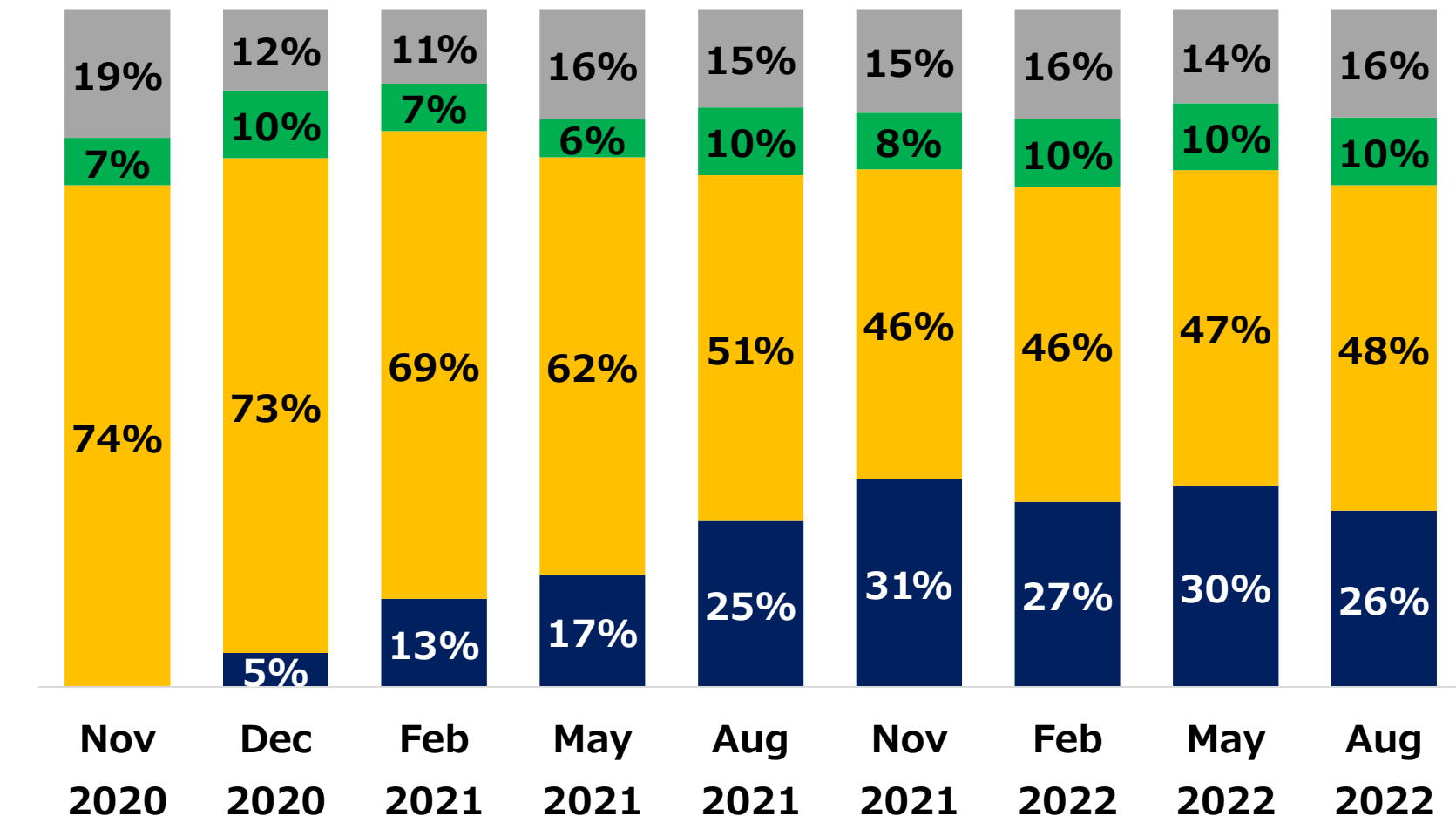
Estimation based on internal survey (2021)



Prescription Ratio in Patients Newly Treated for 1L NSCLC

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

■ Opdivo ■ Product A ■ Product B ■ Others

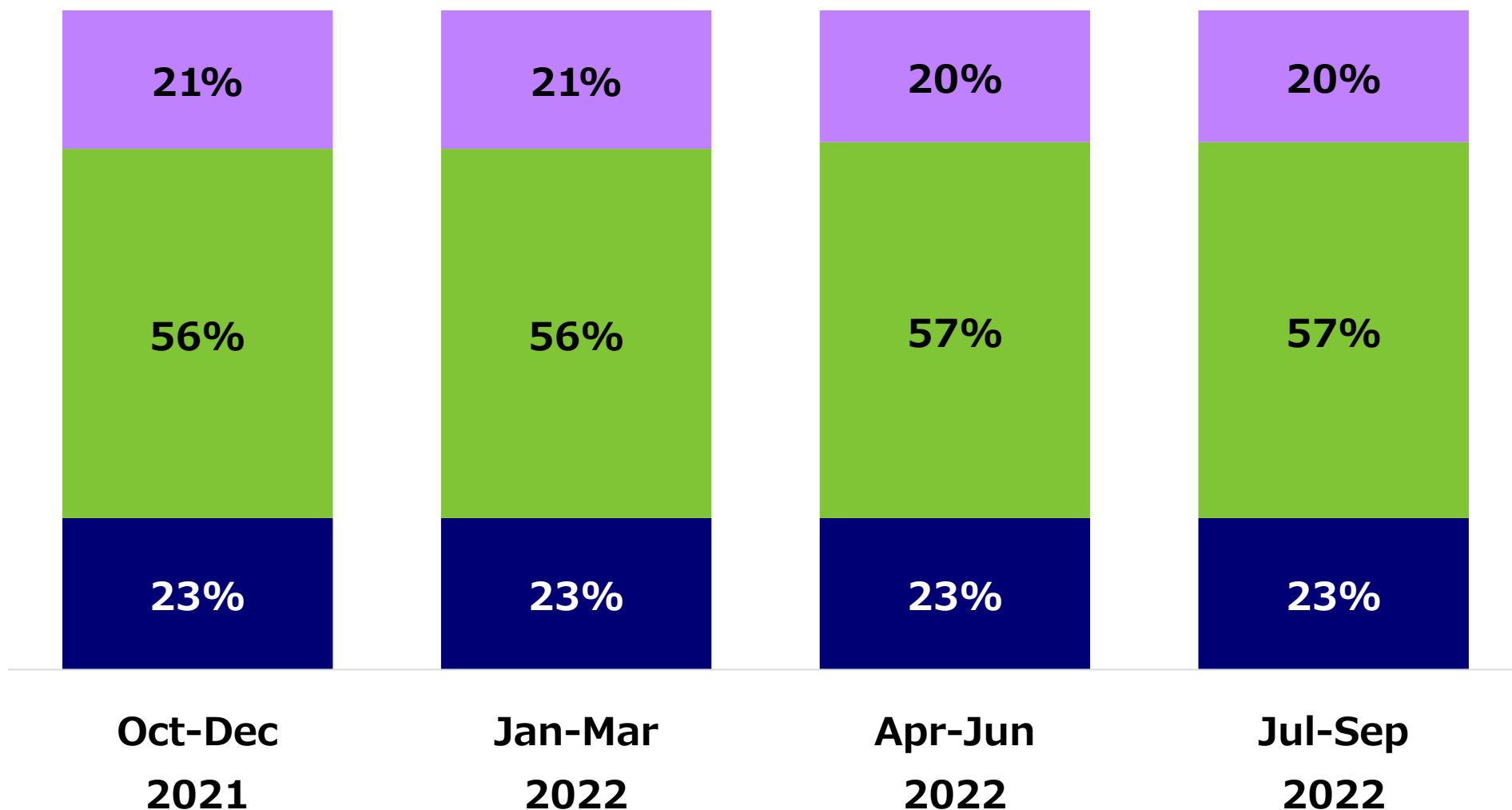


(Before approval)

Source: External data (Nov 2020–Aug 2022: n=167~245)

Sales Ratio of ICPIs in NSCLC (Estimation)

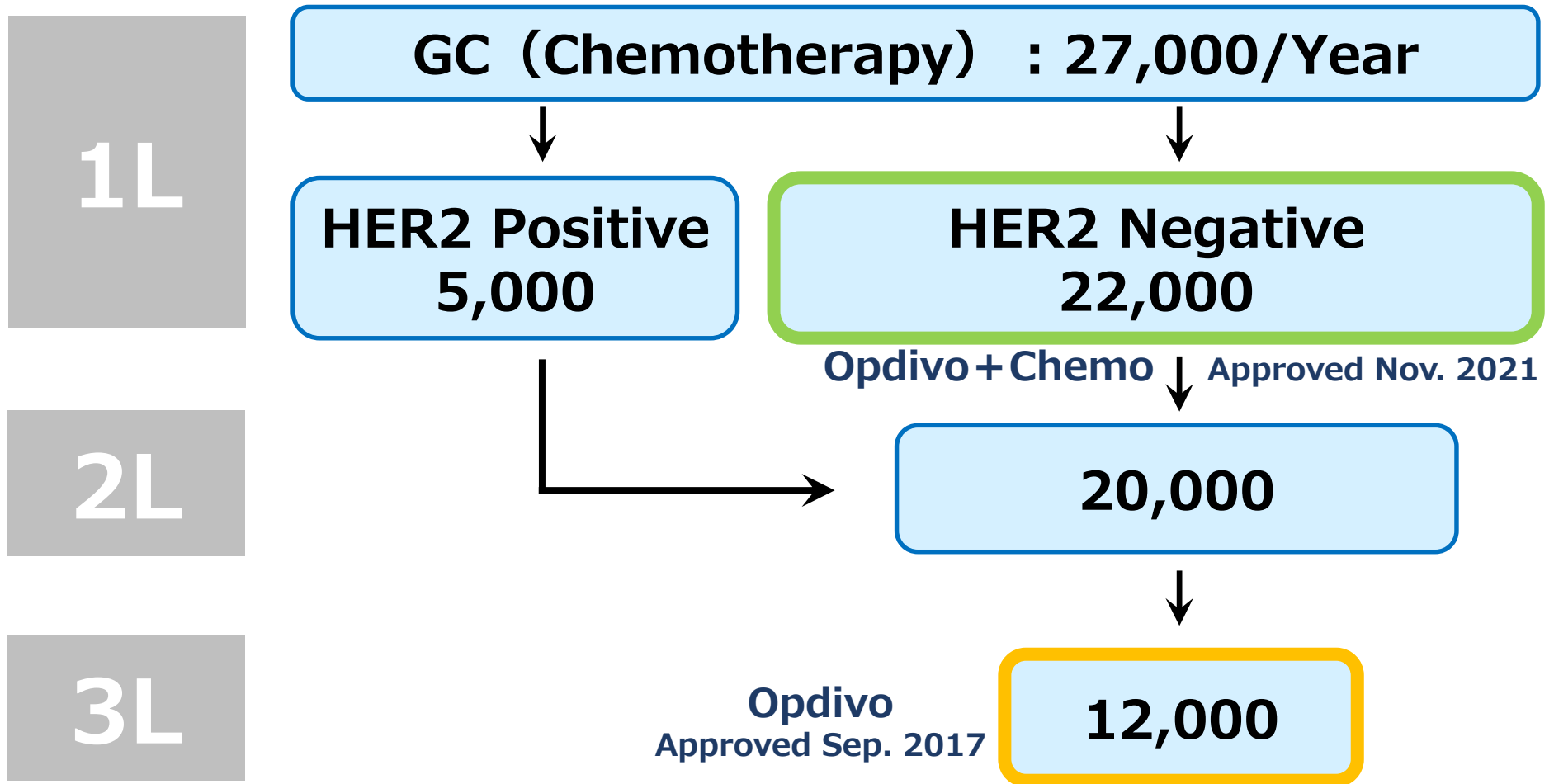
■ Opdivo ■ Product_C ■ Product_D



Source: External data

Number of GC* Patients per year in Japan

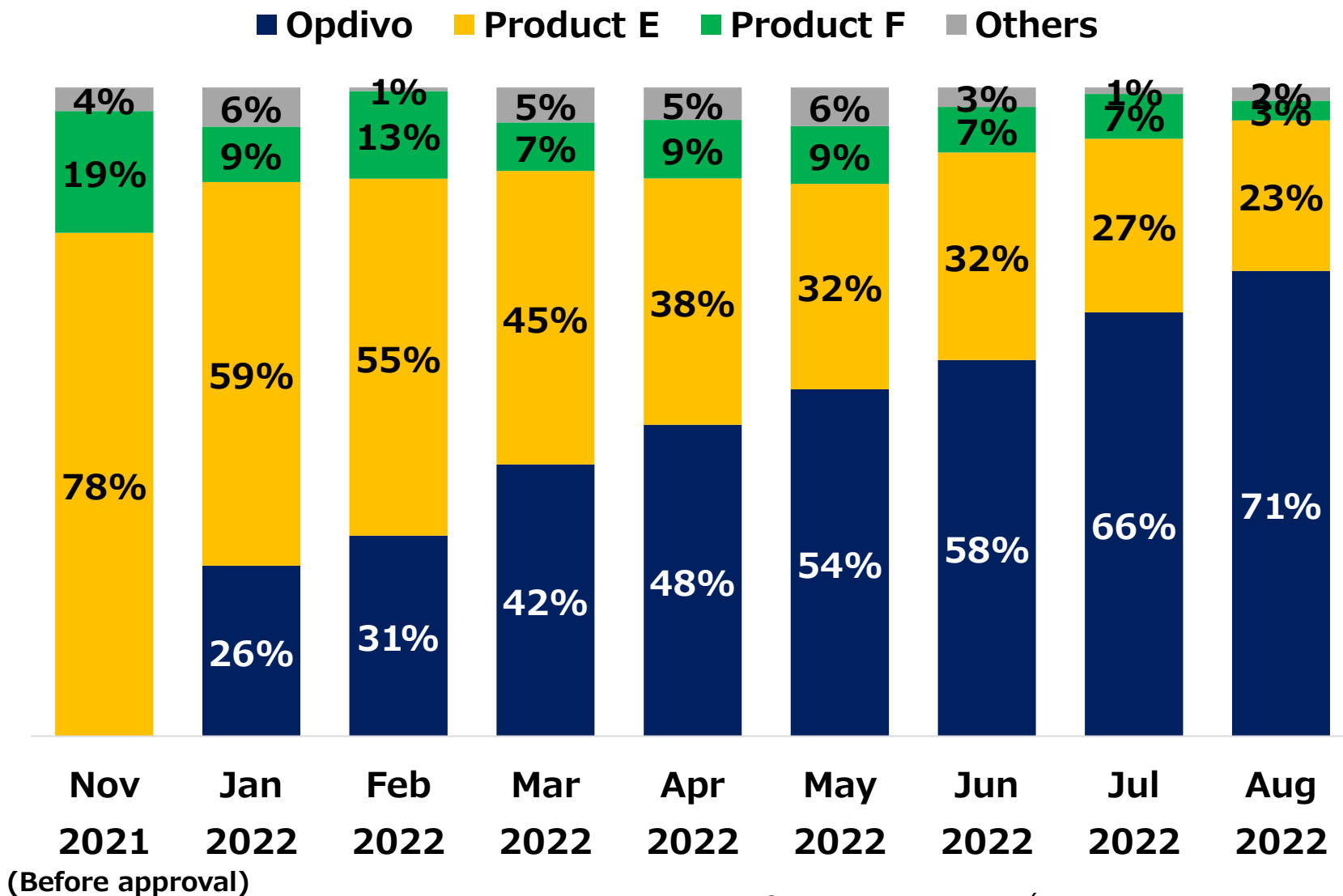
* : Unresectable Advanced or Recurrent GC



Estimation based on internal survey (2020)

Prescription Ratio in Patients Newly Treated for 1L GC

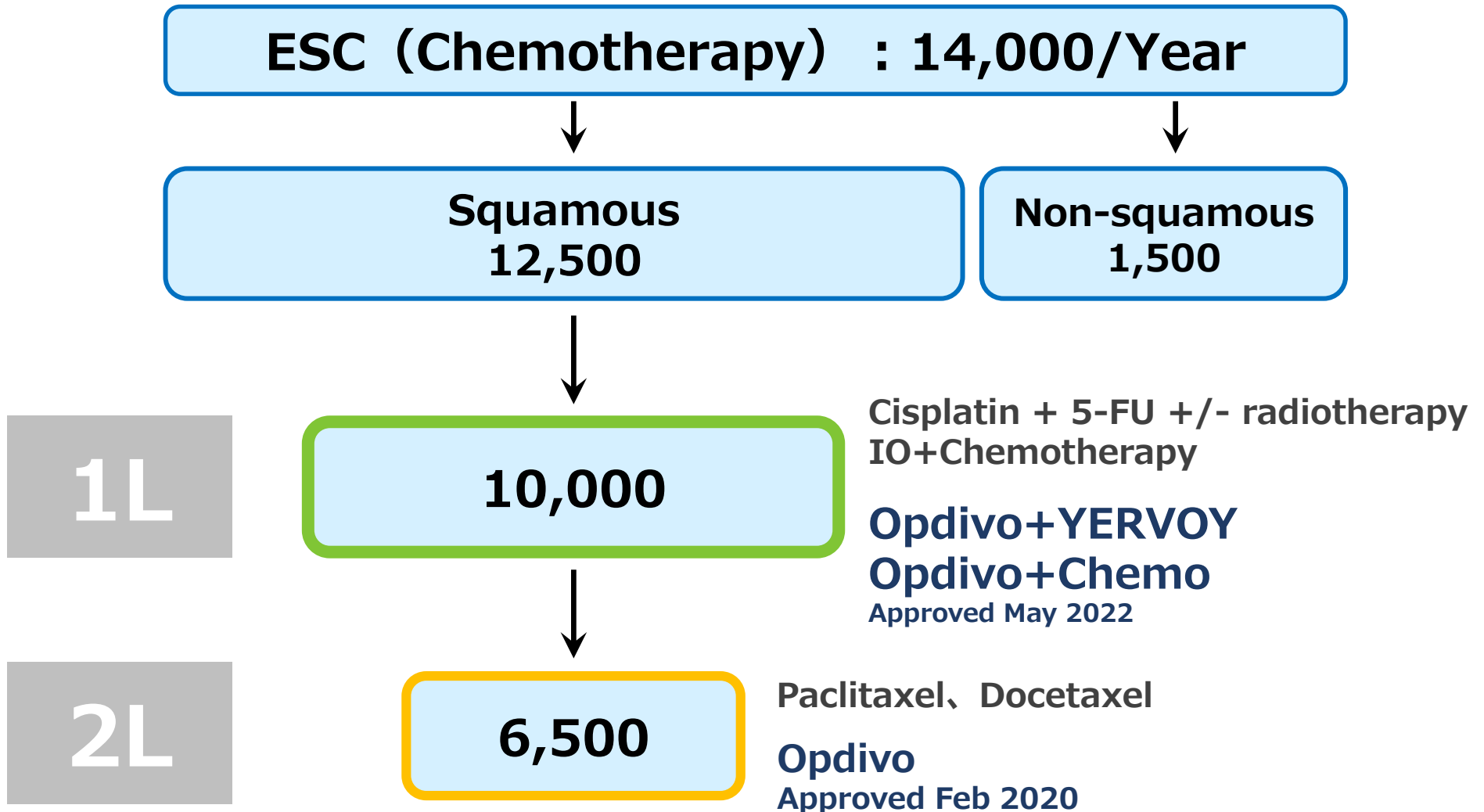
※Patients starting 1L treatment within the last 3 month



Source: External data (Nov 2021–Aug 2022: n=200~204)

Number of ESC* Patients per year in Japan

* : Unresectable Advanced or Recurrent ESC

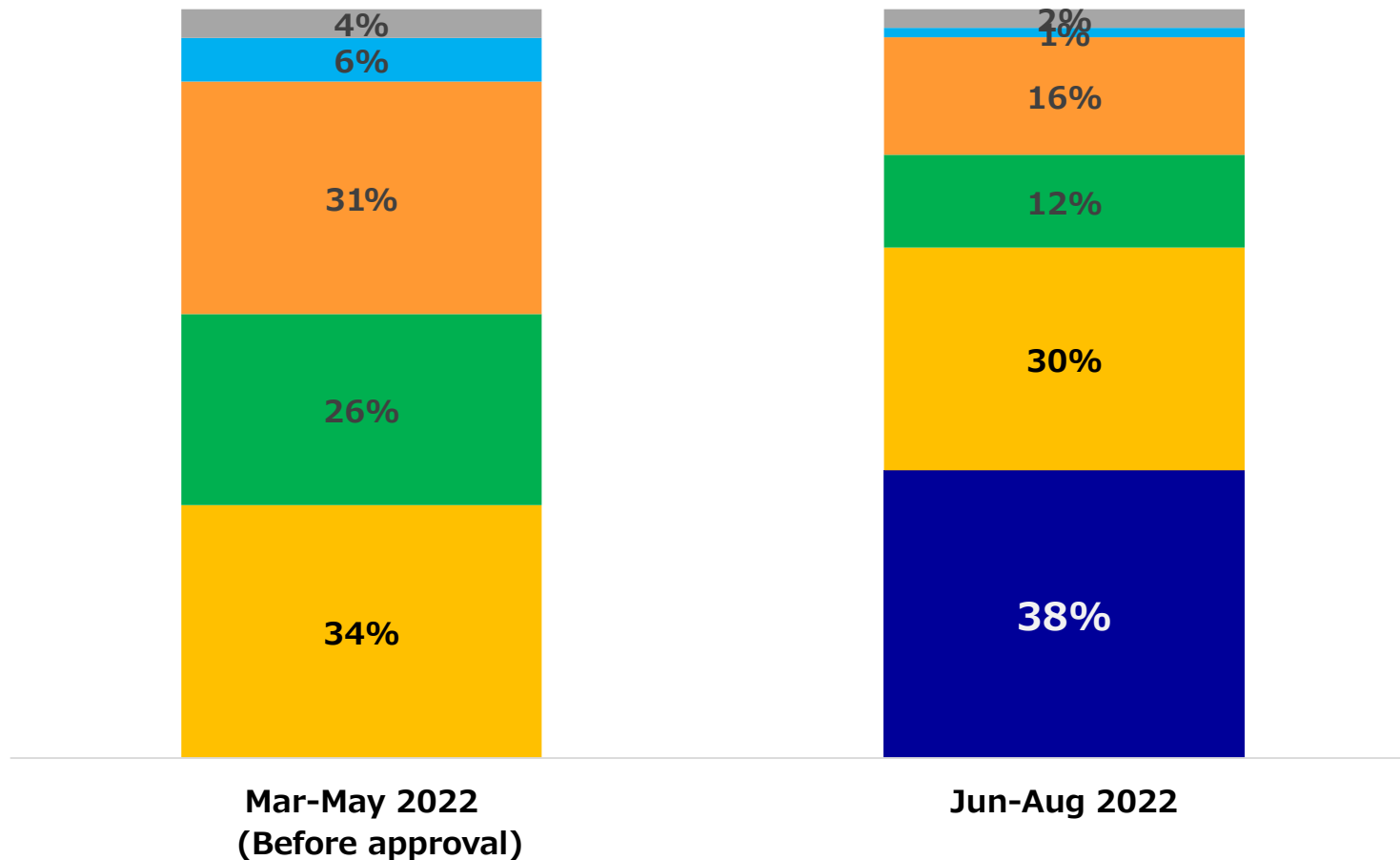


Estimation based on internal survey (2022)



Prescription Ratio in Patients Newly Treated for 1L ESC (Squamous Cell Carcinoma)

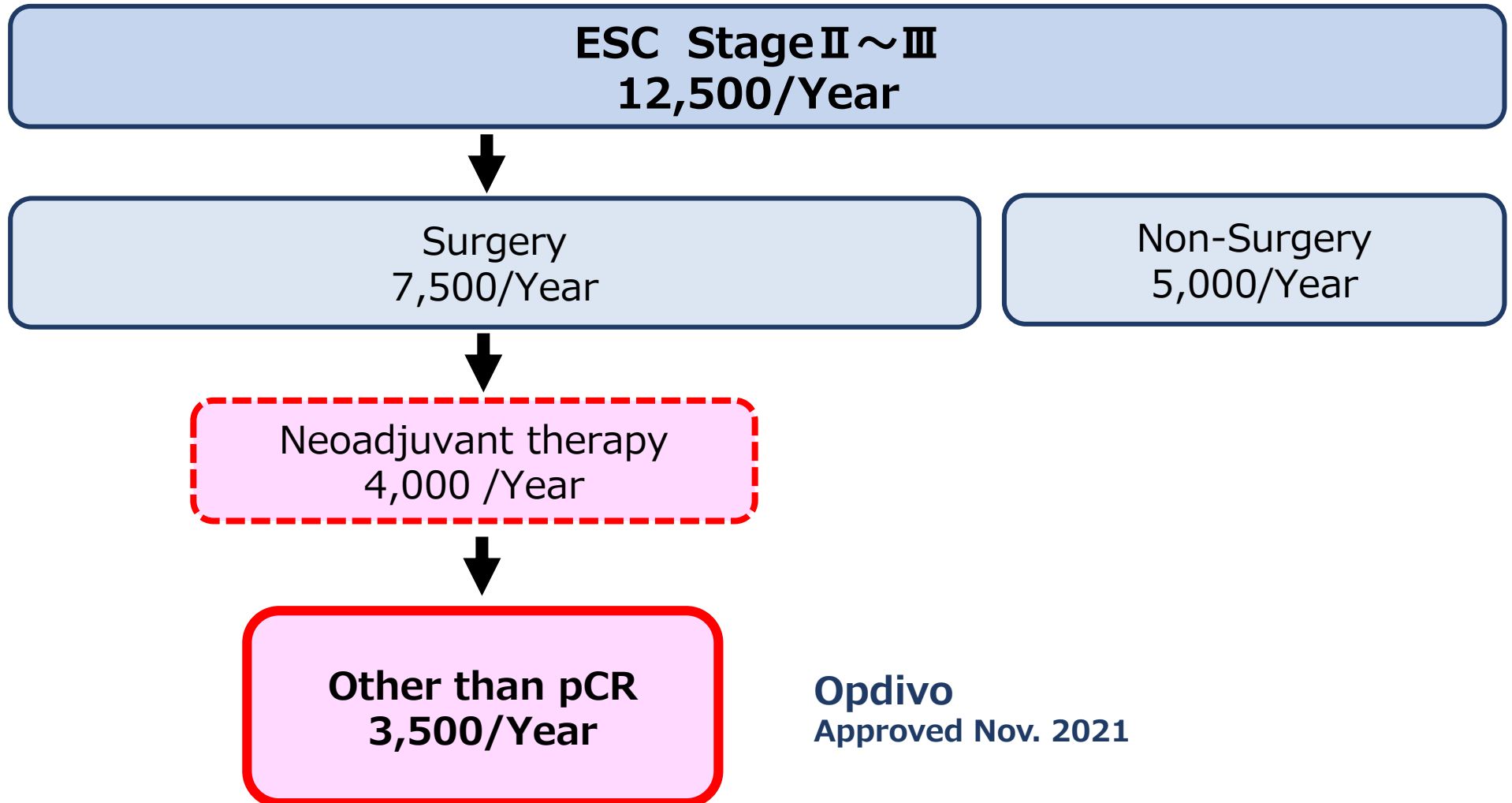
■ Opdivo ■ Product J ■ Product K ■ Product L ■ Product M ■ Others



※Patients starting treatment within the last 3 month

Source: External data (May 2022–Aug 2022: n=150~155)

Number of ESC (Perioperative) Patients per year in Japan

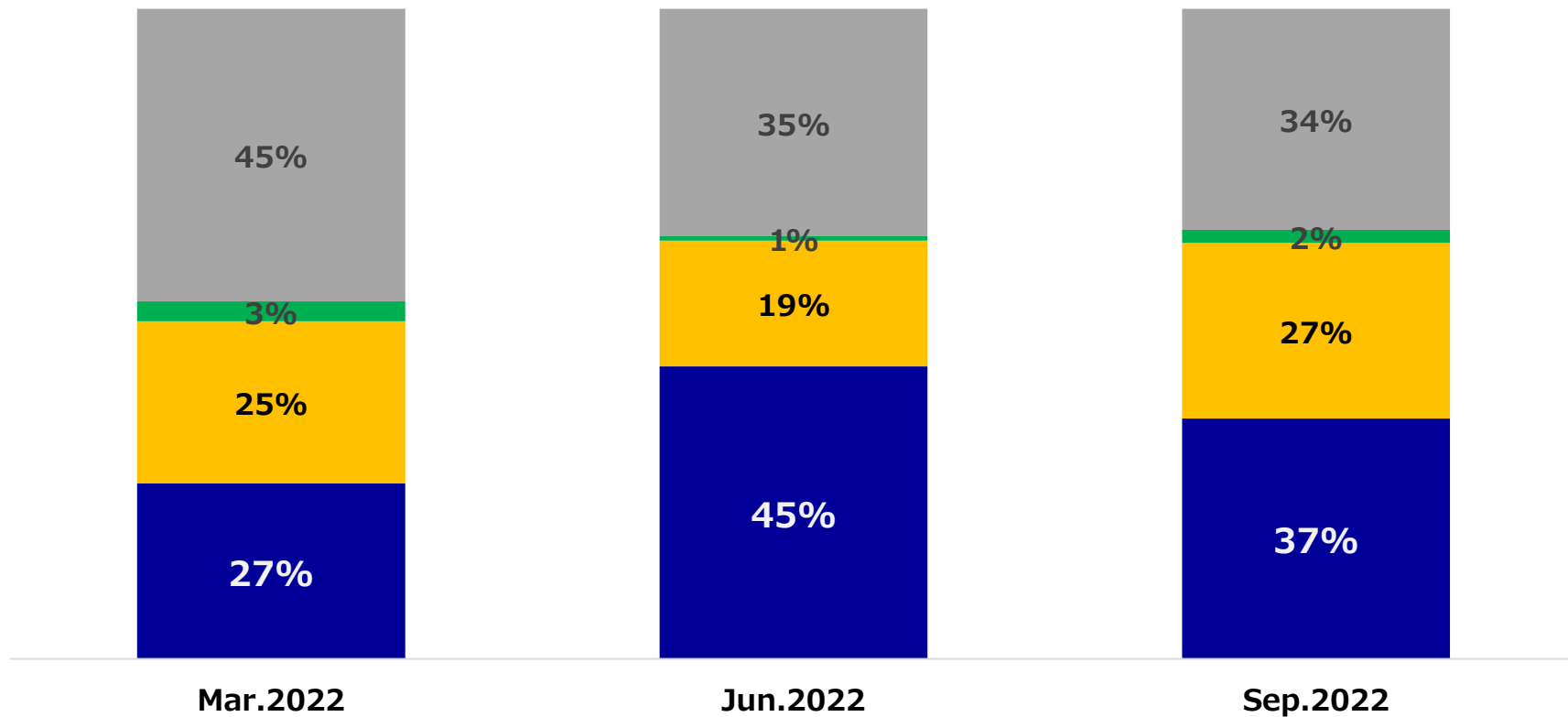


Opdivo
Approved Nov. 2021

Estimation based on internal survey (2022)

Prescription Ratio in Patients Newly Treated for ESC (adjuvant therapy)

- Non adjuvant therapy
- Others
- Adjuvant therapy (without Opdivo)
- Opdivo

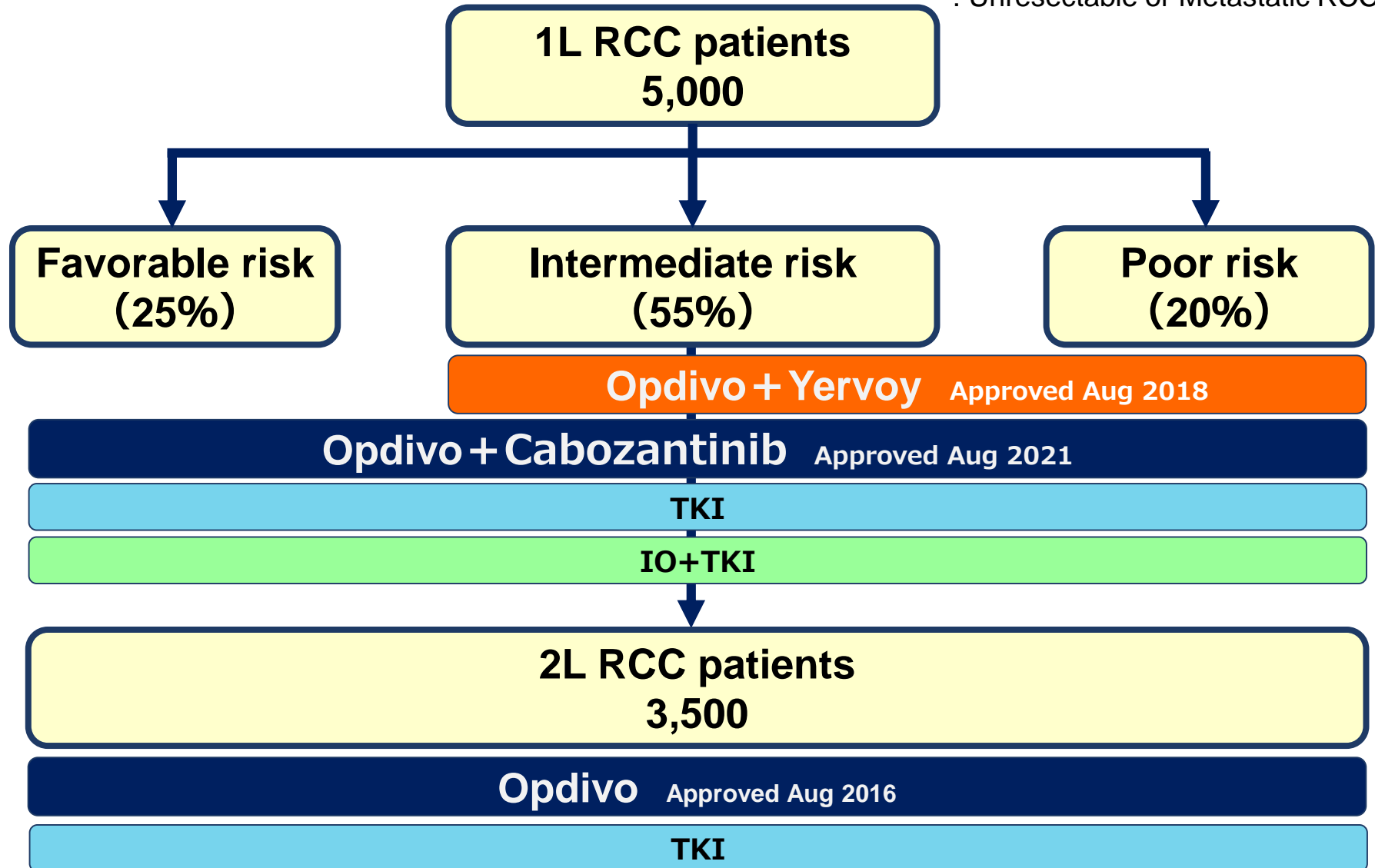


Source: External data (Mar 2022 – Sep 2022: n=150)

※Patients starting treatment within the last 3 month

Number of RCC* Patients per year in Japan

* : Unresectable or Metastatic RCC

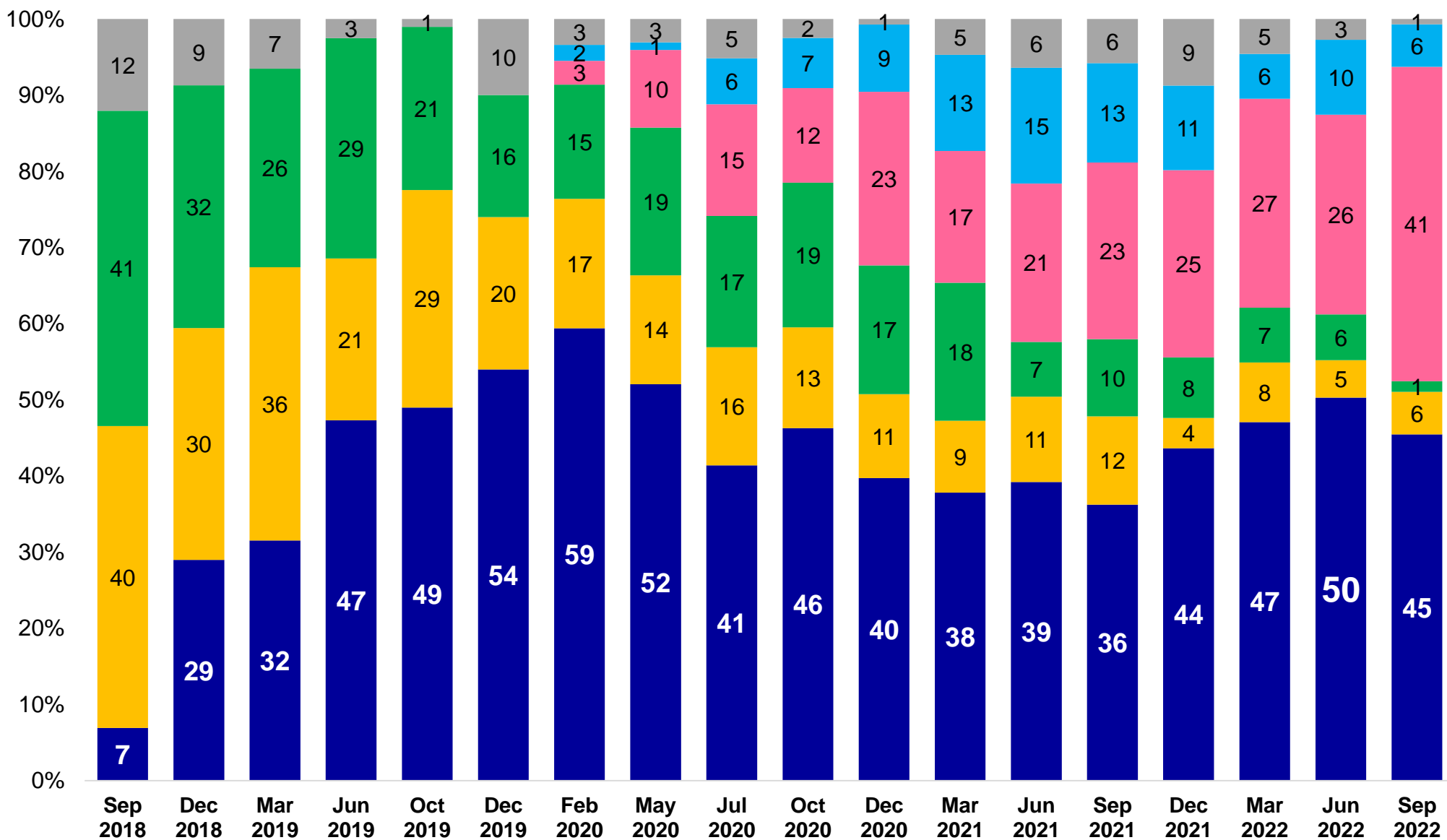


Estimation based on internal survey (2022)



Prescription Ratio in Patients Newly Treated for 1L RCC

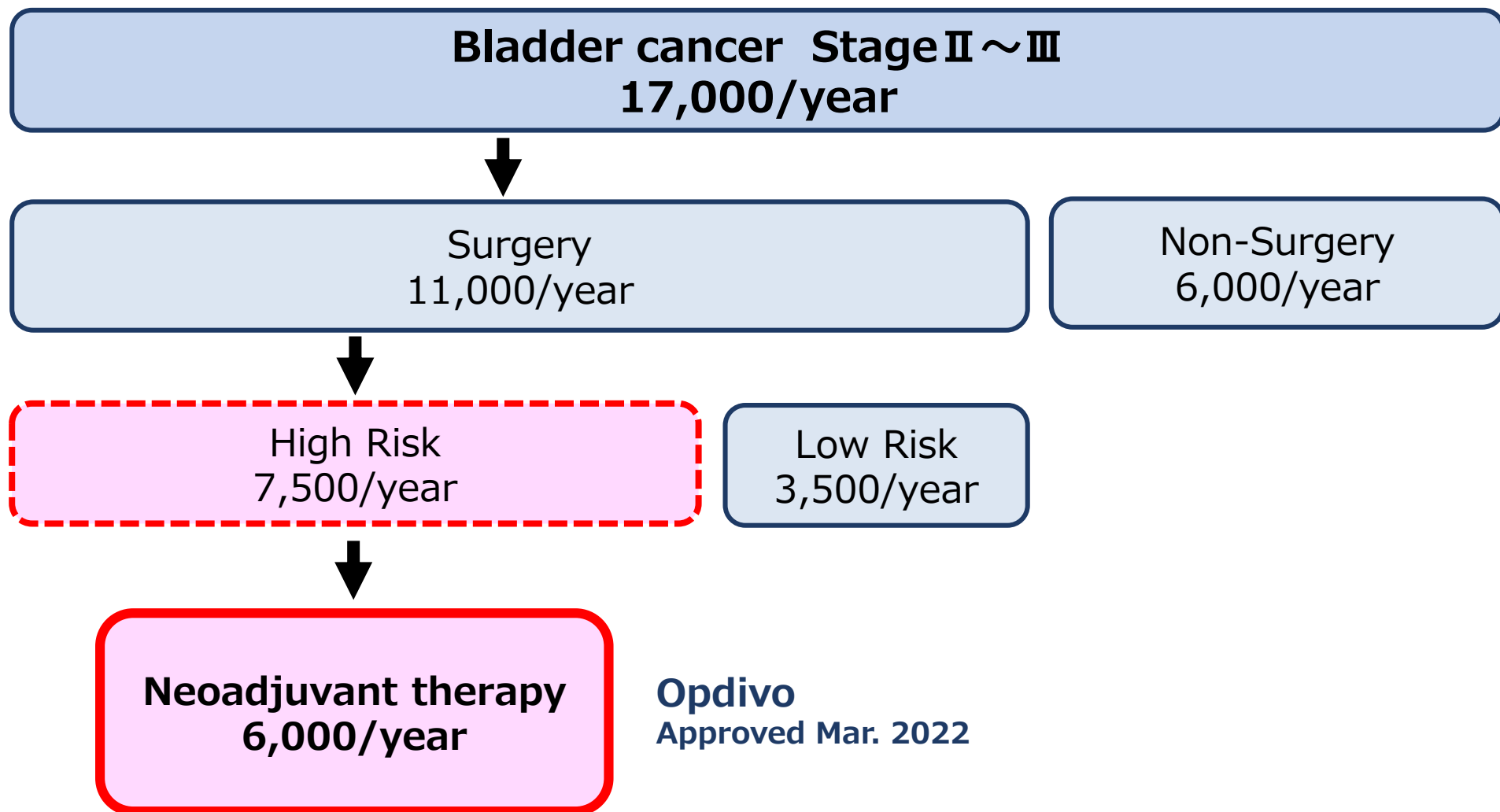
■ Opdivo ■ Product P ■ Product Q ■ Product R ■ Product S ■ Others



Source: External data (Sep 2018–Sep 2022: n= 46~110)

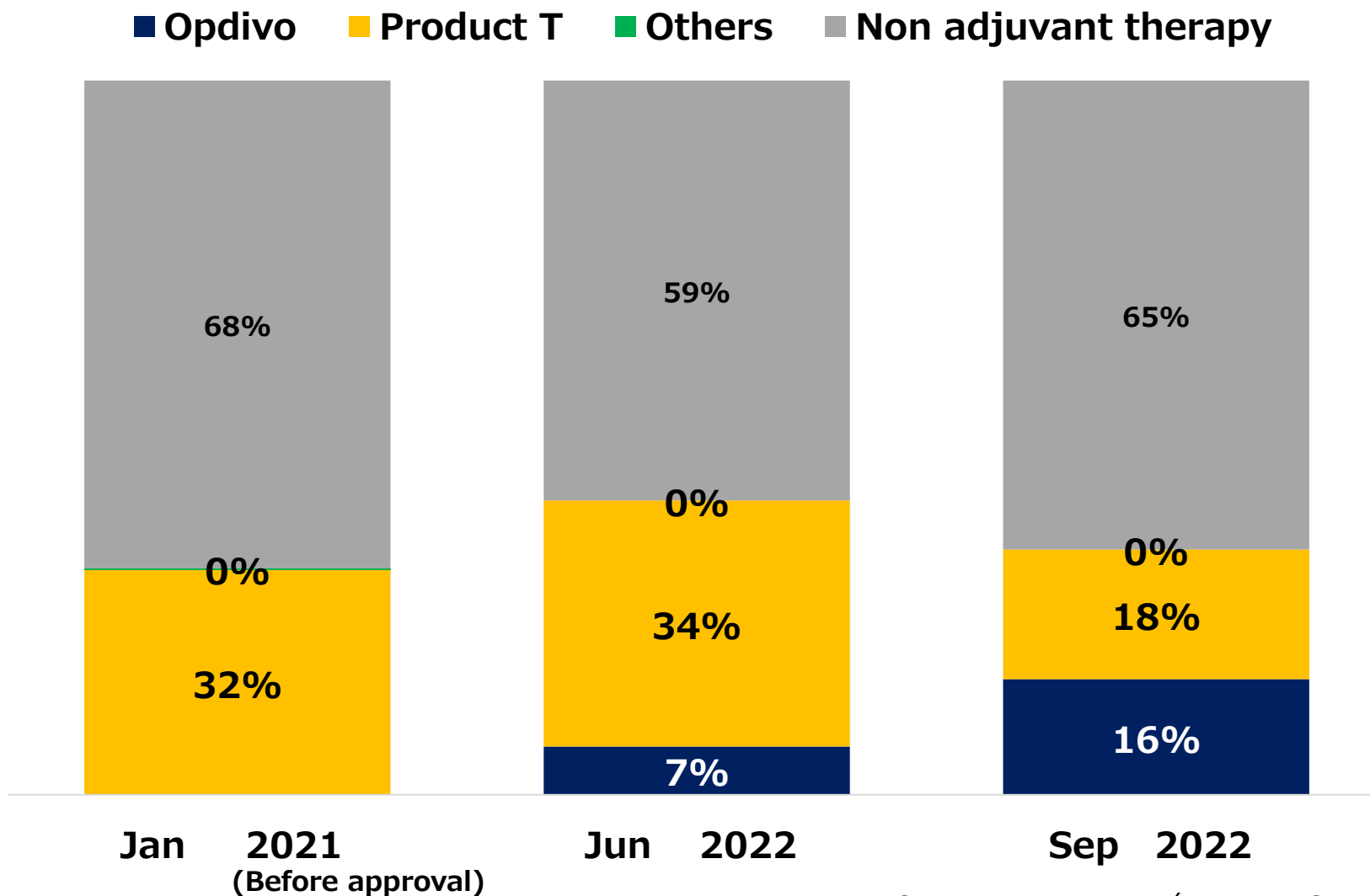


Number of Bladder Cancer (Perioperative) Patients per year in Japan



Estimation based on internal survey (2022)

Prescription Ratio in Patients Newly Treated for Bladder Cancer (adjuvant therapy)



Source: External data (Jan 2022–Sep 2022: n=200)

※Patients starting treatment within the last 3 month



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