

Trend of Opdivo

July 31, 2023

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

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

¥ 112.4 Bil



FY2021
(Result)

¥ 142.3 Bil



FY2022
(Result)

¥ 155.0 Bil



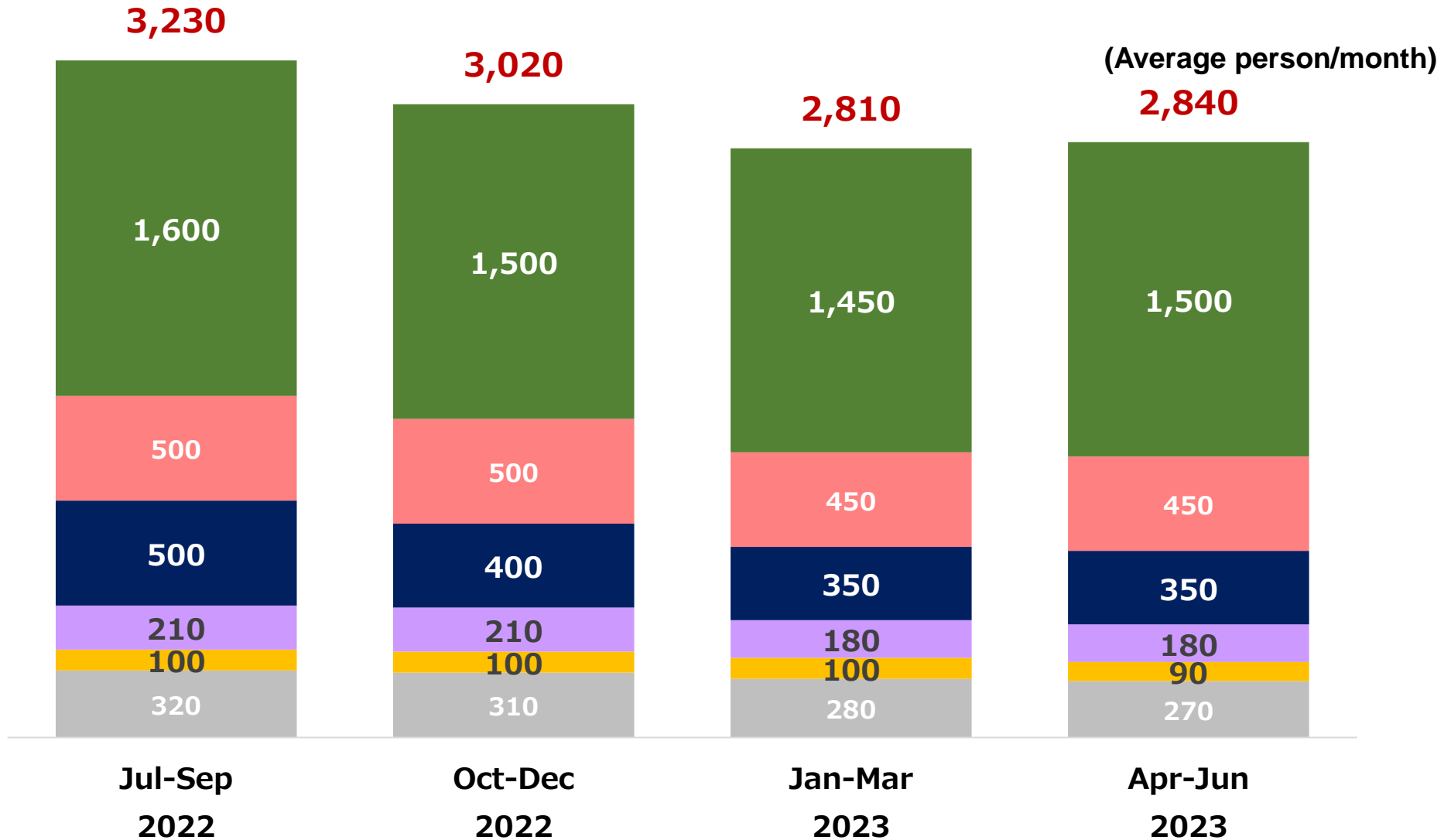
FY2023
(Forecast)

Source: Estimation from external and internal data



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

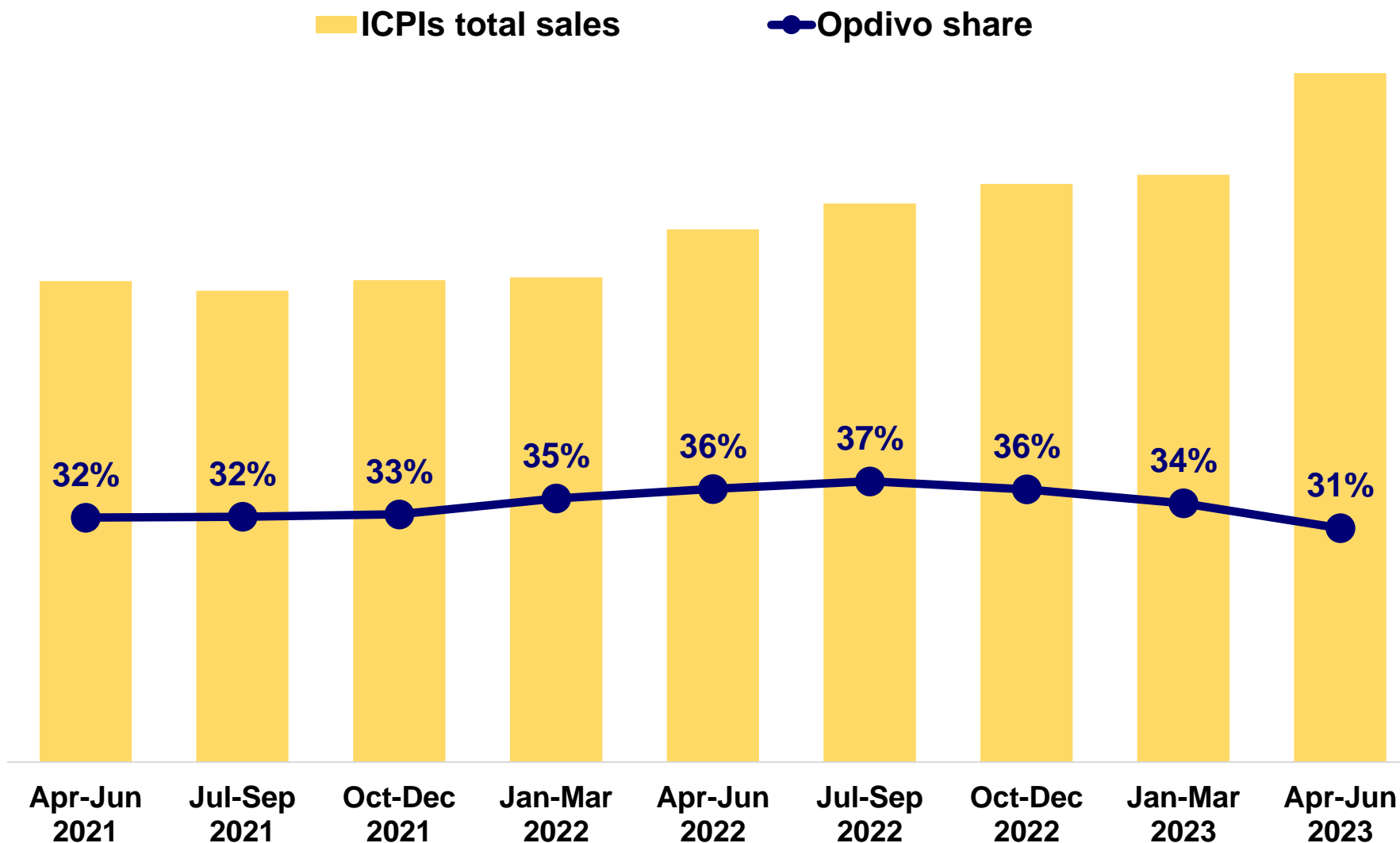
■ GC
 ■ ESC
 ■ NSCLC
 ■ RCC
 ■ H&N
 ■ Others



Source: Estimation from external and internal data



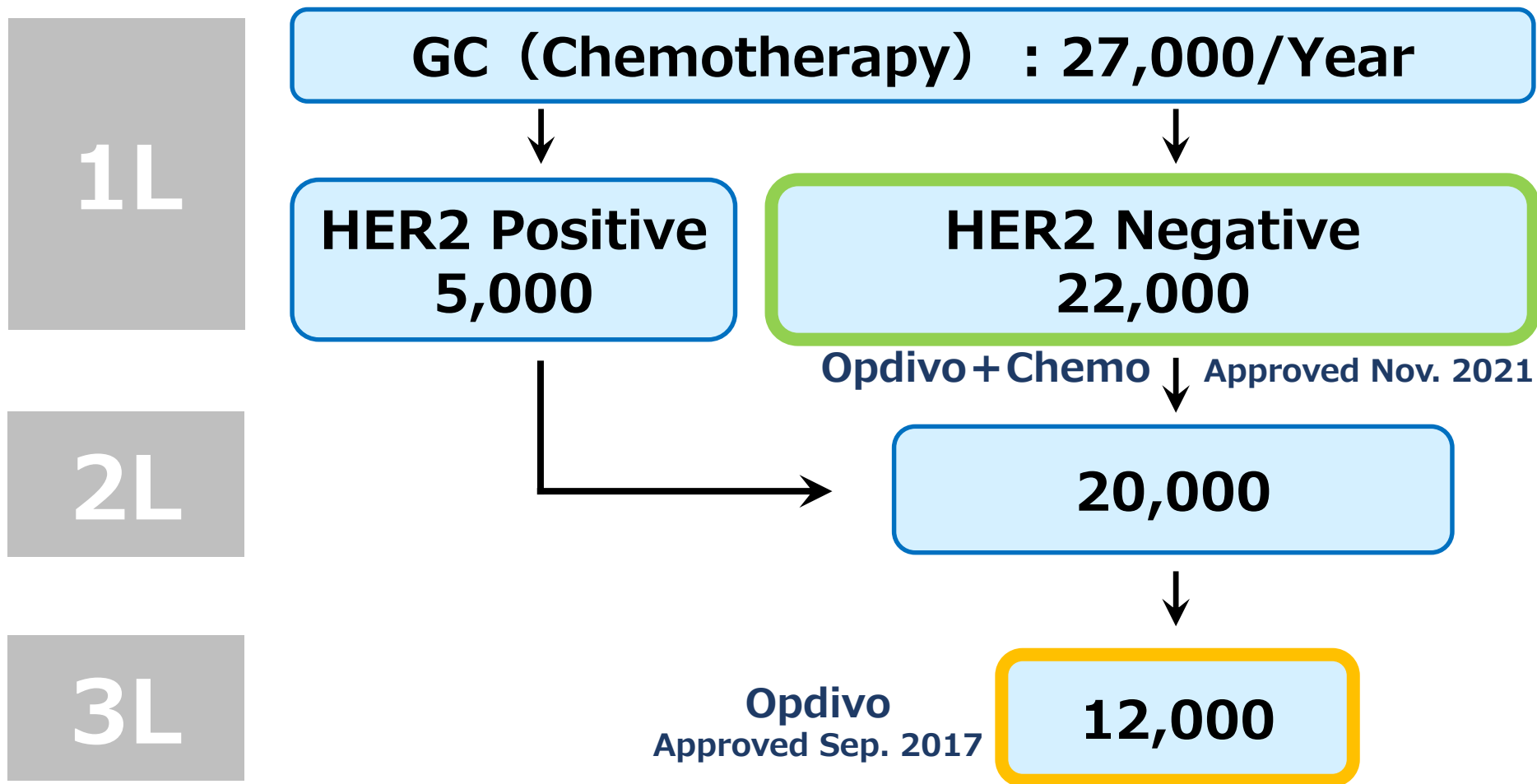
Trend of total sales of ICPIs and Opdivo share



Source: External data

Number of GC* Patients per year in Japan

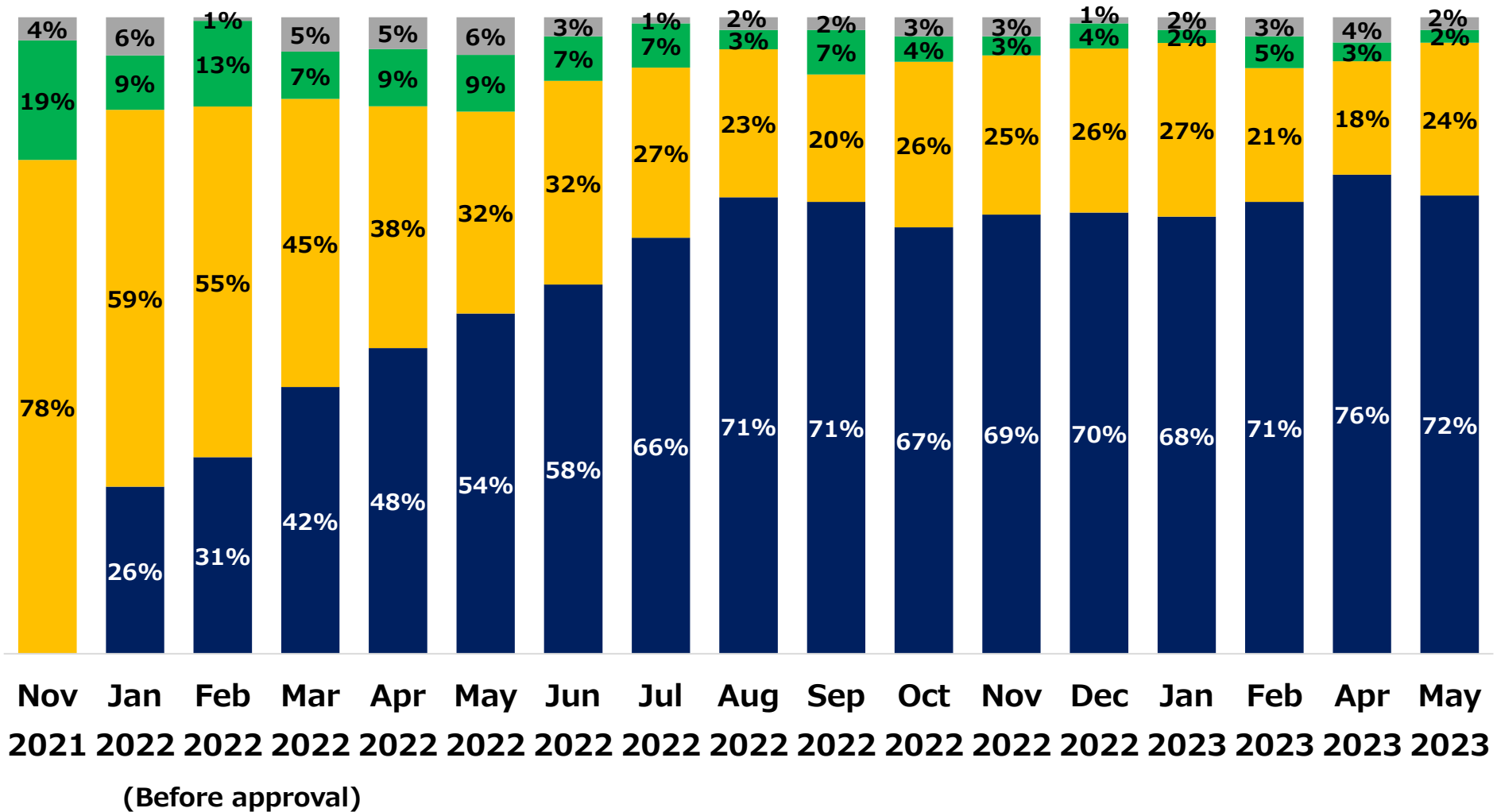
* : Unresectable Advanced or Recurrent GC



Estimation based on internal survey (2020)

Prescription Ratio in Patients Newly Treated* for 1L GC

■ Opdivo ■ Product E ■ Product F ■ Others



*Patients starting 1L treatment within the last 3 month

Source: External data (Nov 2021~May 2023: n=200~204)



Number of ESC* Patients per year in Japan

* : Unresectable Advanced or Recurrent ESC

ESC (Chemotherapy) : 14,000/Year

**Squamous
12,500**

**Non-squamous
1,500**

1L

10,000

Cisplatin + 5-FU +/- radiotherapy
IO+Chemotherapy

Opdivo+YERVOY

Opdivo+Chemo

Approved May 2022

2L

6,500

Paclitaxel, Docetaxel

Opdivo

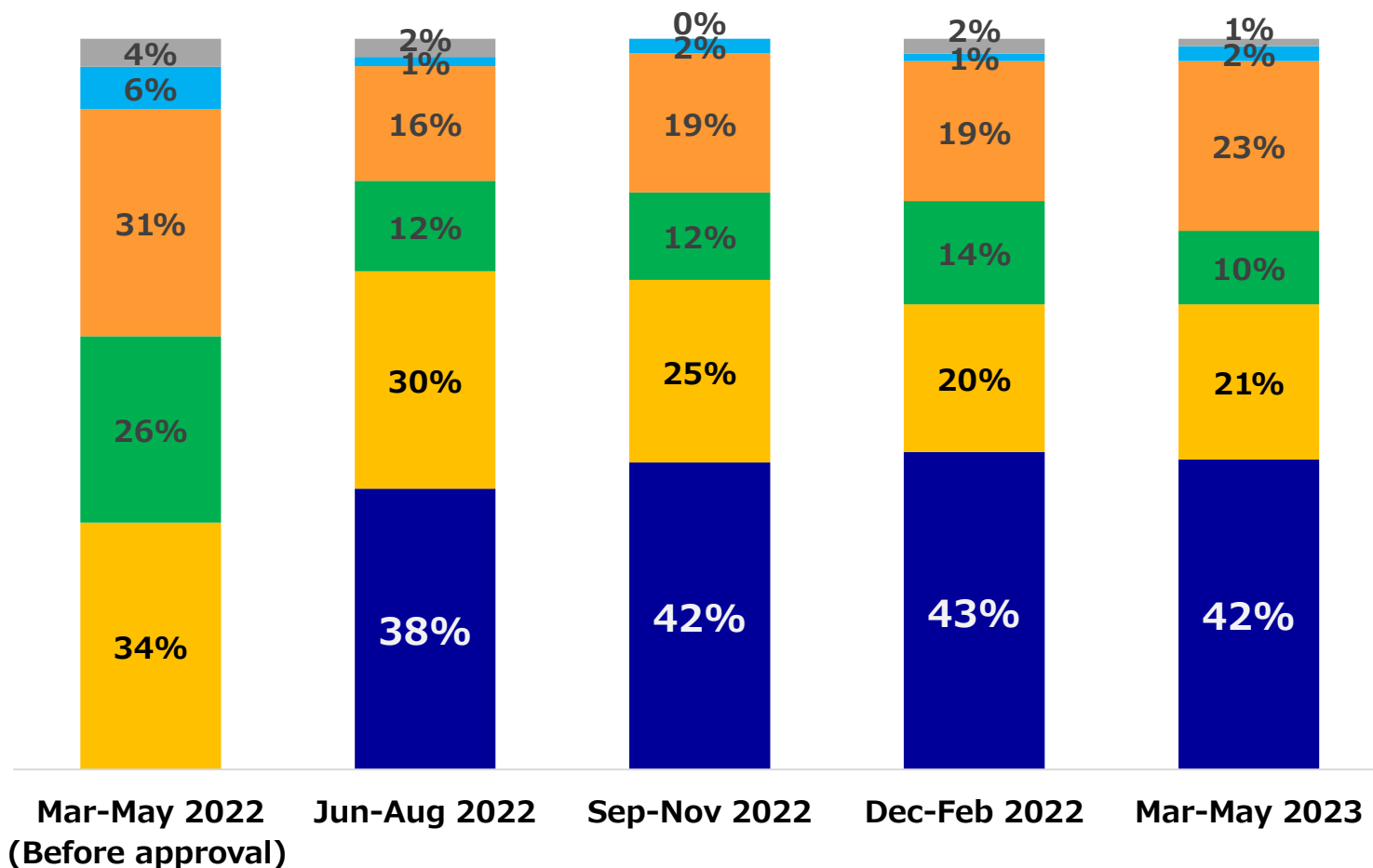
Approved Feb 2020

Estimation based on internal survey (2022)



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

■ Opdivo ■ Product G ■ Product H ■ Product I ■ Product J ■ Others

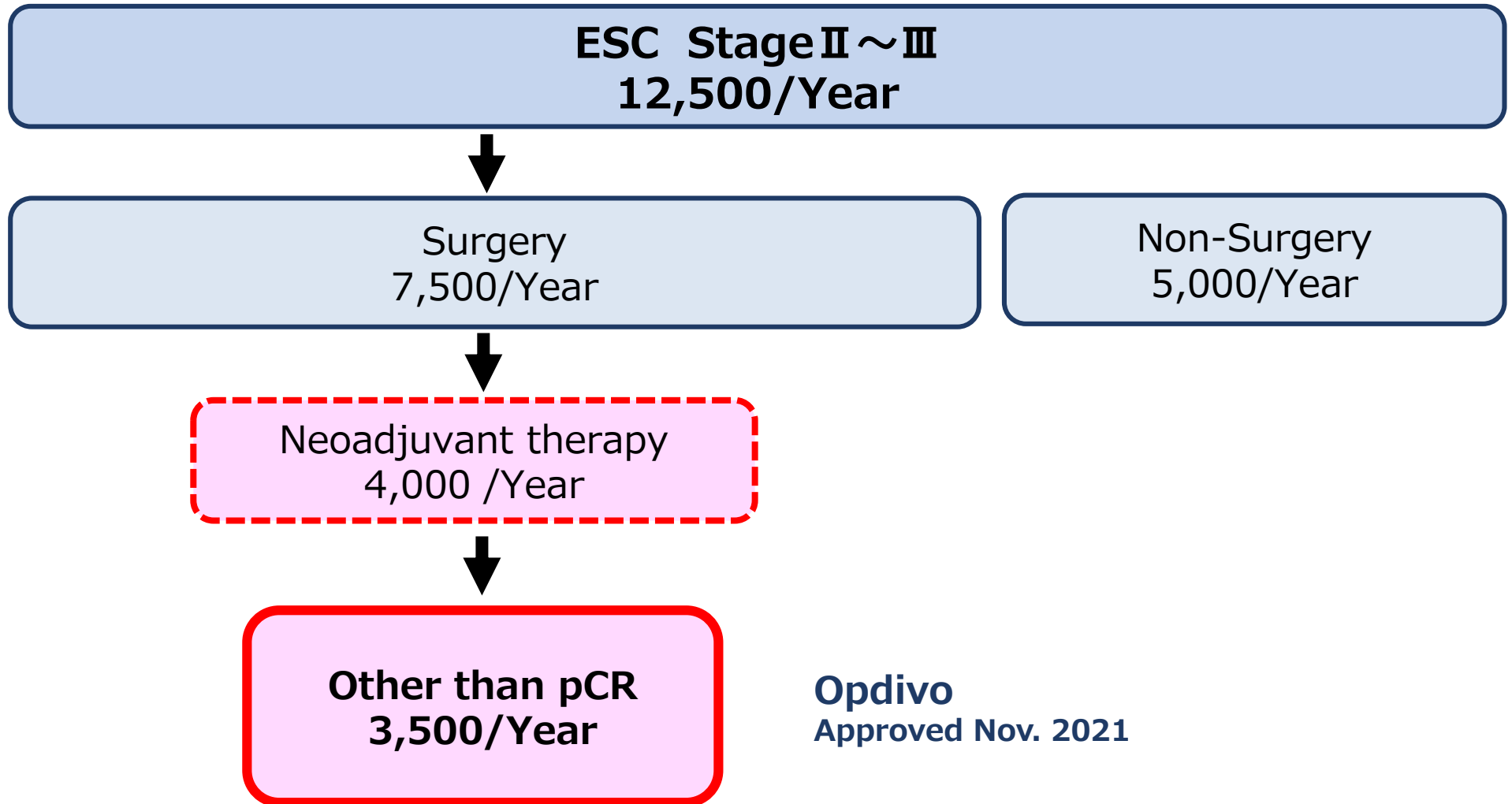


*Patients starting treatment within the last 3 month

Source: External data (May 2022~May 2023: n=150~155)



Number of ESC(Perioperative)Patients per year in Japan

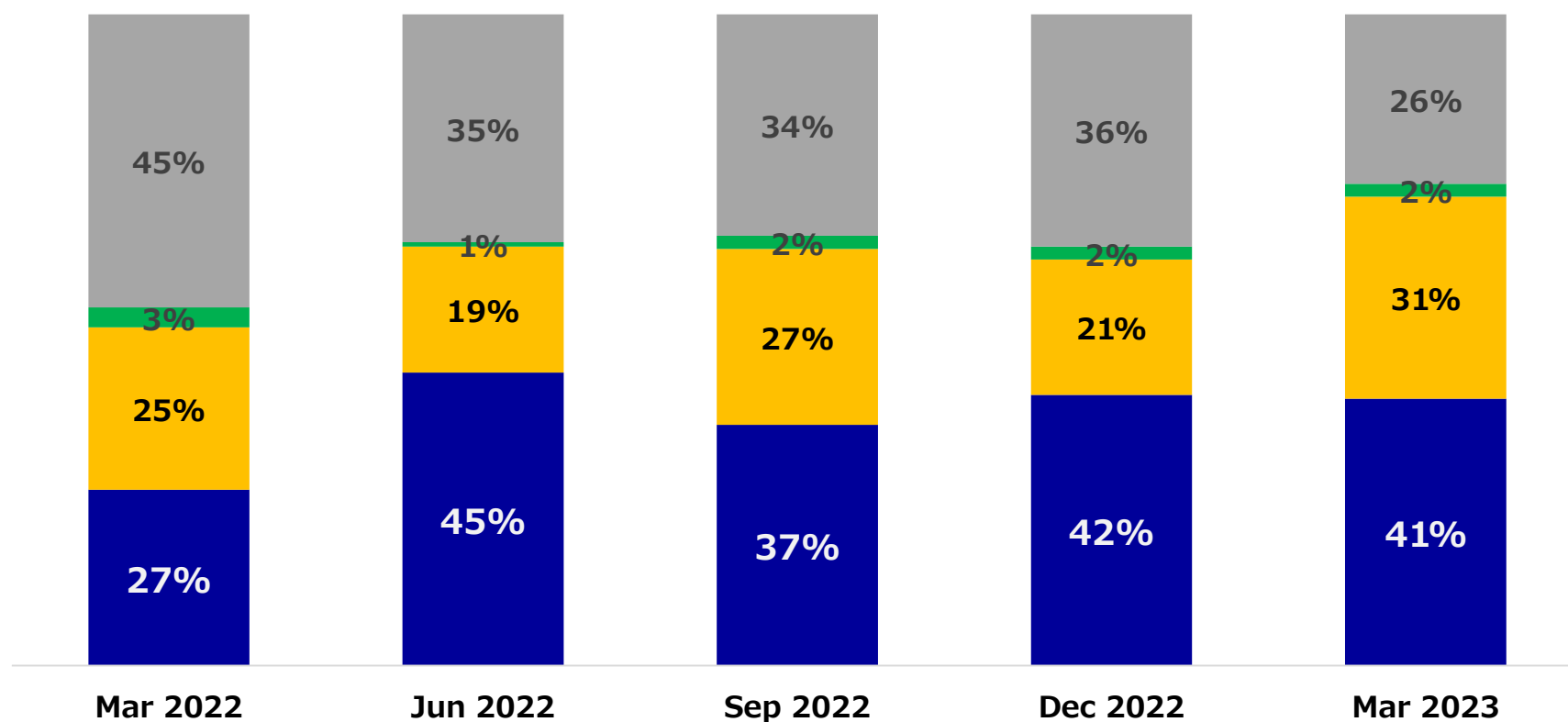


Opdivo
Approved Nov. 2021

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

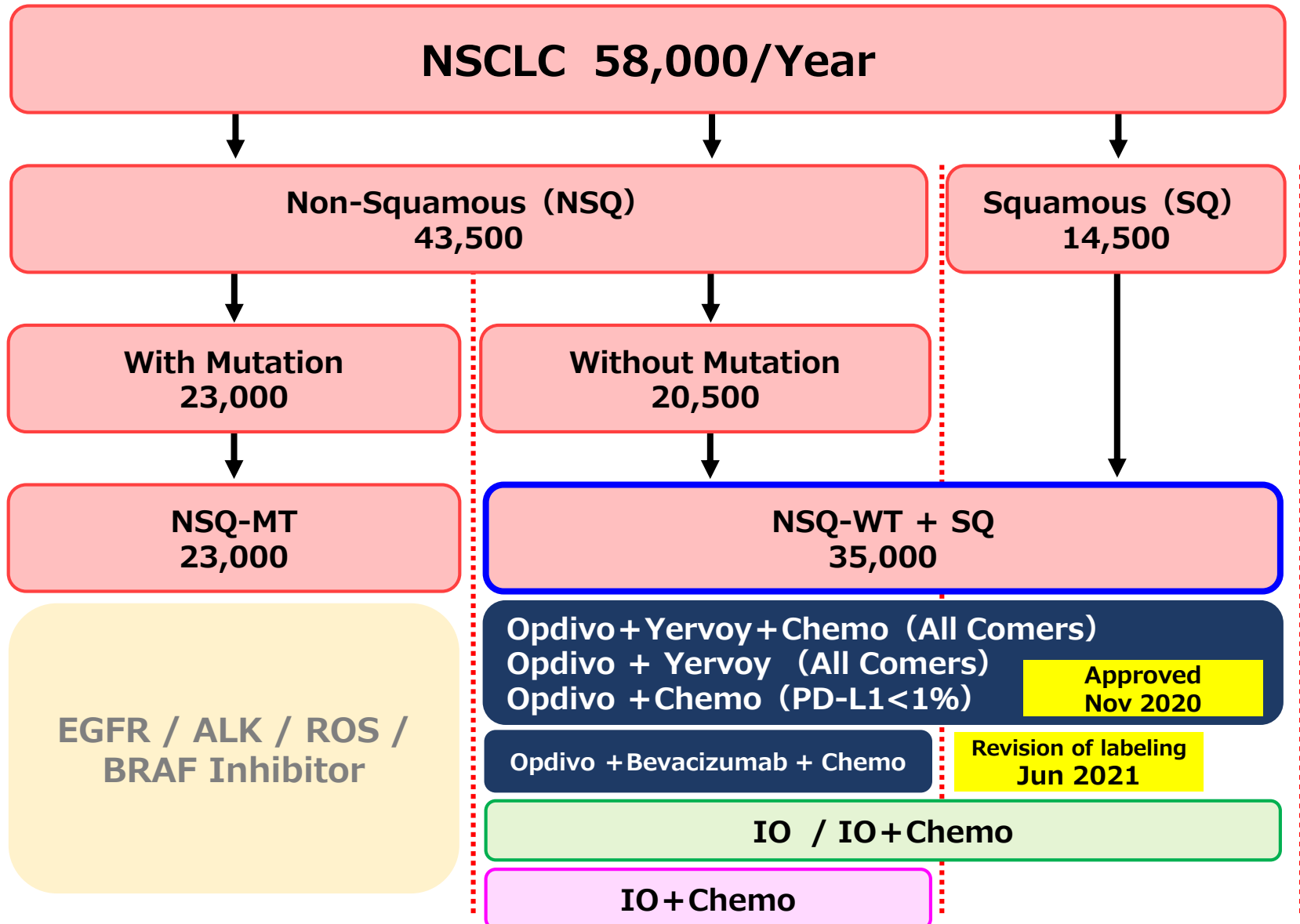


*Patients starting treatment within the last 3 month

Source: External data (Mar 2022~Mar 2023: n=150~152)

Number of NSCLC* Patients per year in Japan

* Unresectable Advanced or Recurrent NSCLC



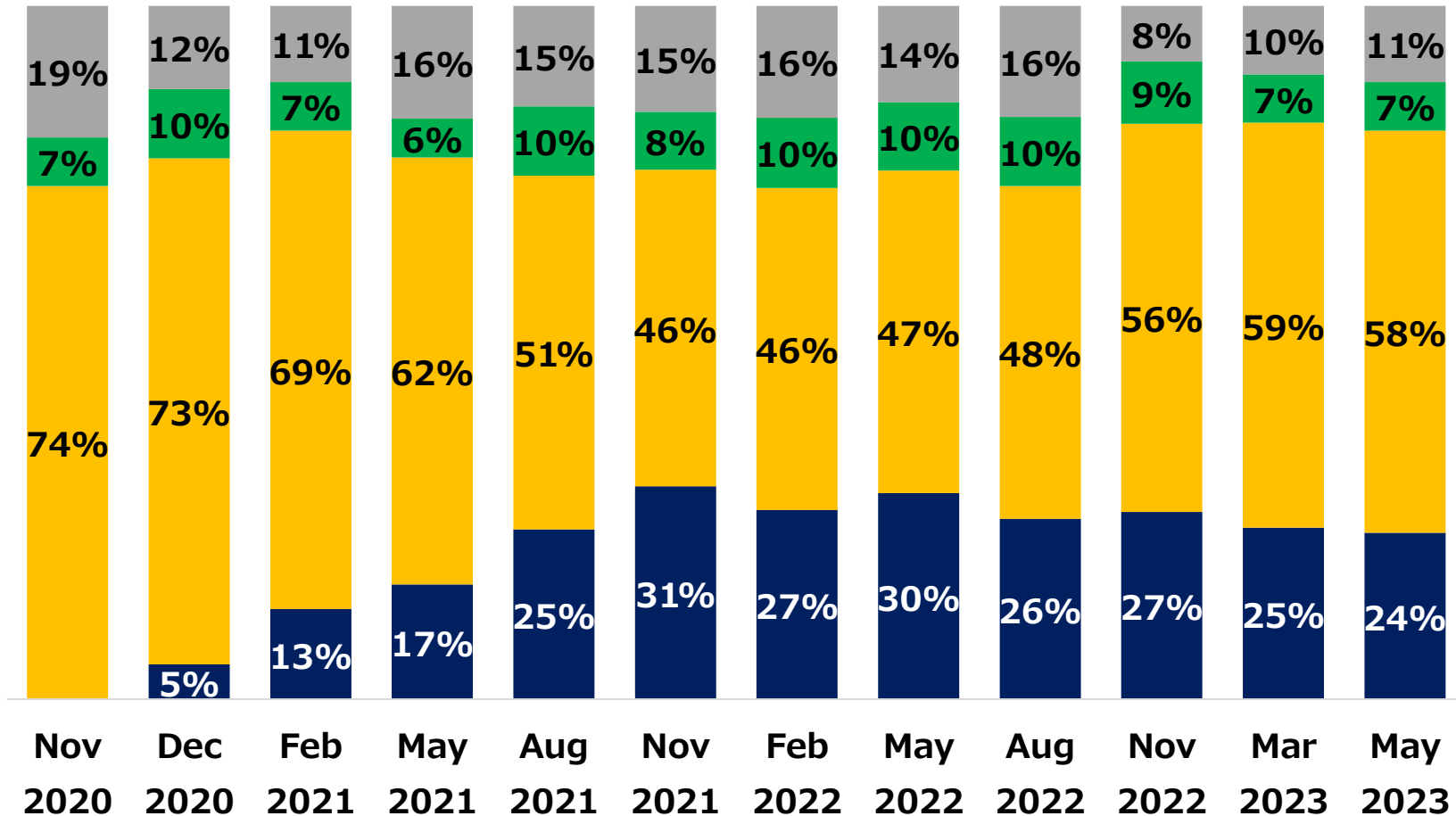
1L

Estimation based on internal survey (2021)



Prescription Ratio in Patients Newly Treated* for 1L NSCLC

■ Opdivo ■ Product A ■ Product B ■ Others

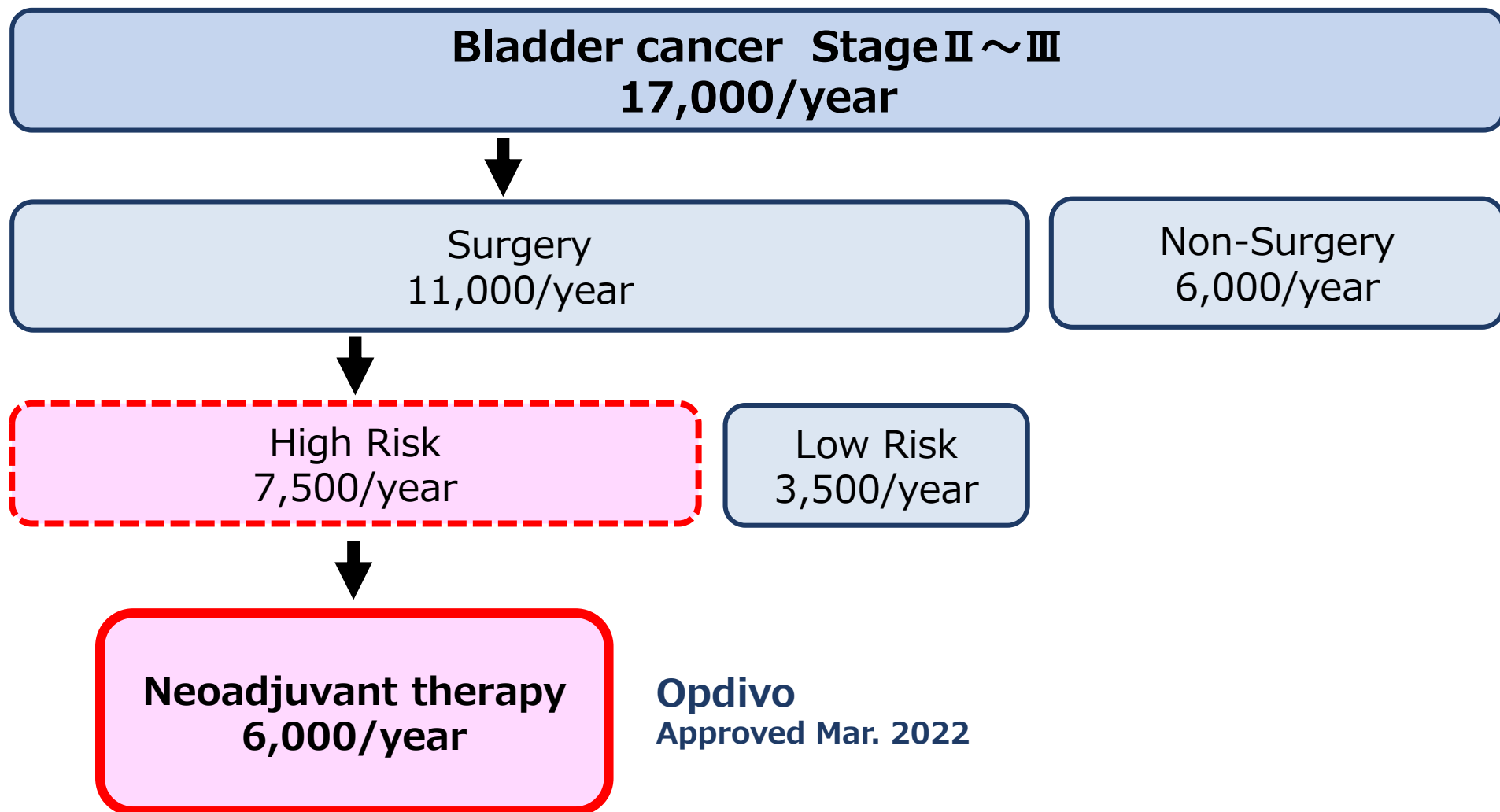


(Before approval)

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

Source: External data (Nov 2020~May 2023: n=167~245)

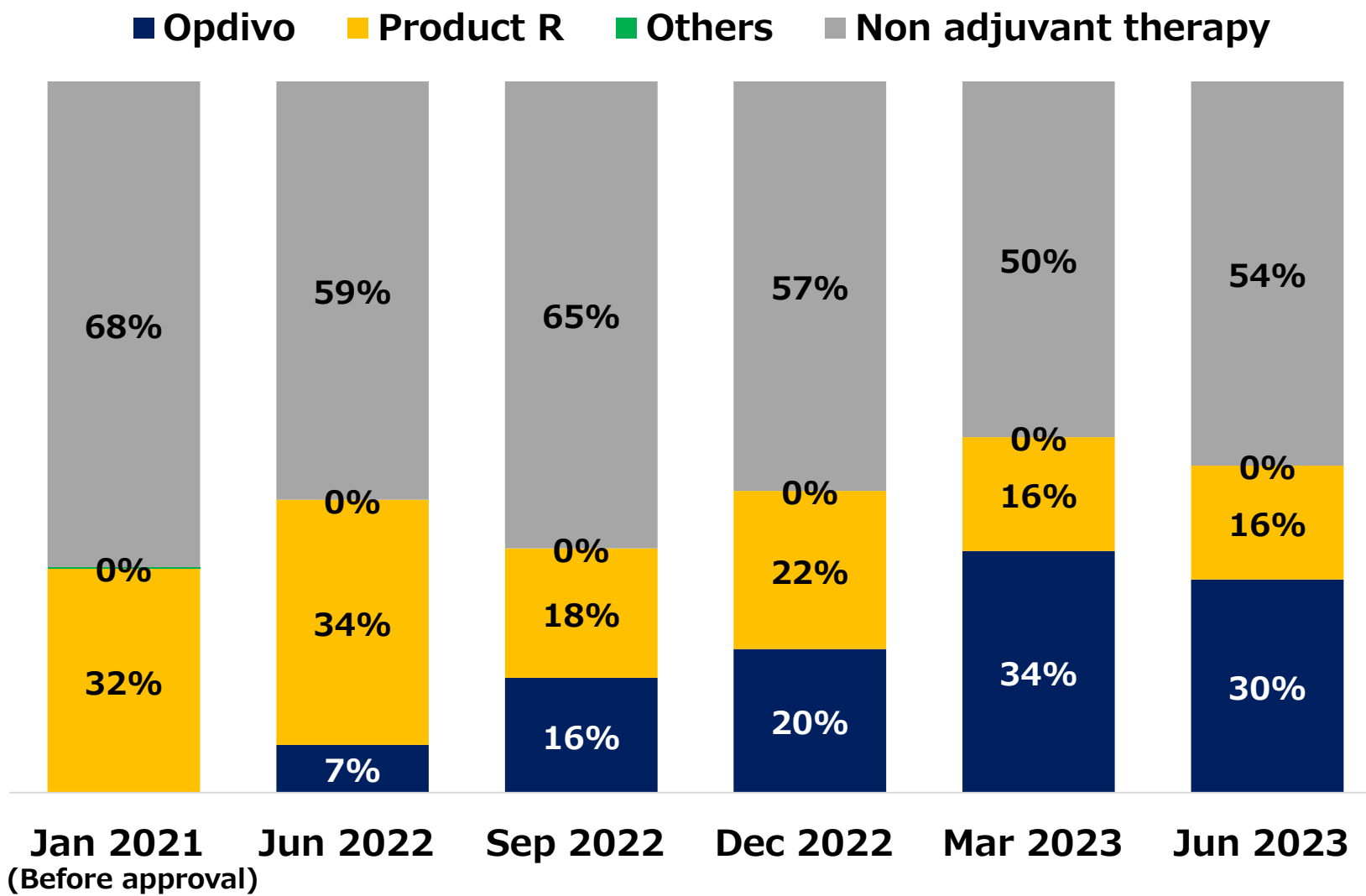
Number of Bladder Cancer(Perioperative)Patients per year in Japan



Estimation based on internal survey (2022)



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

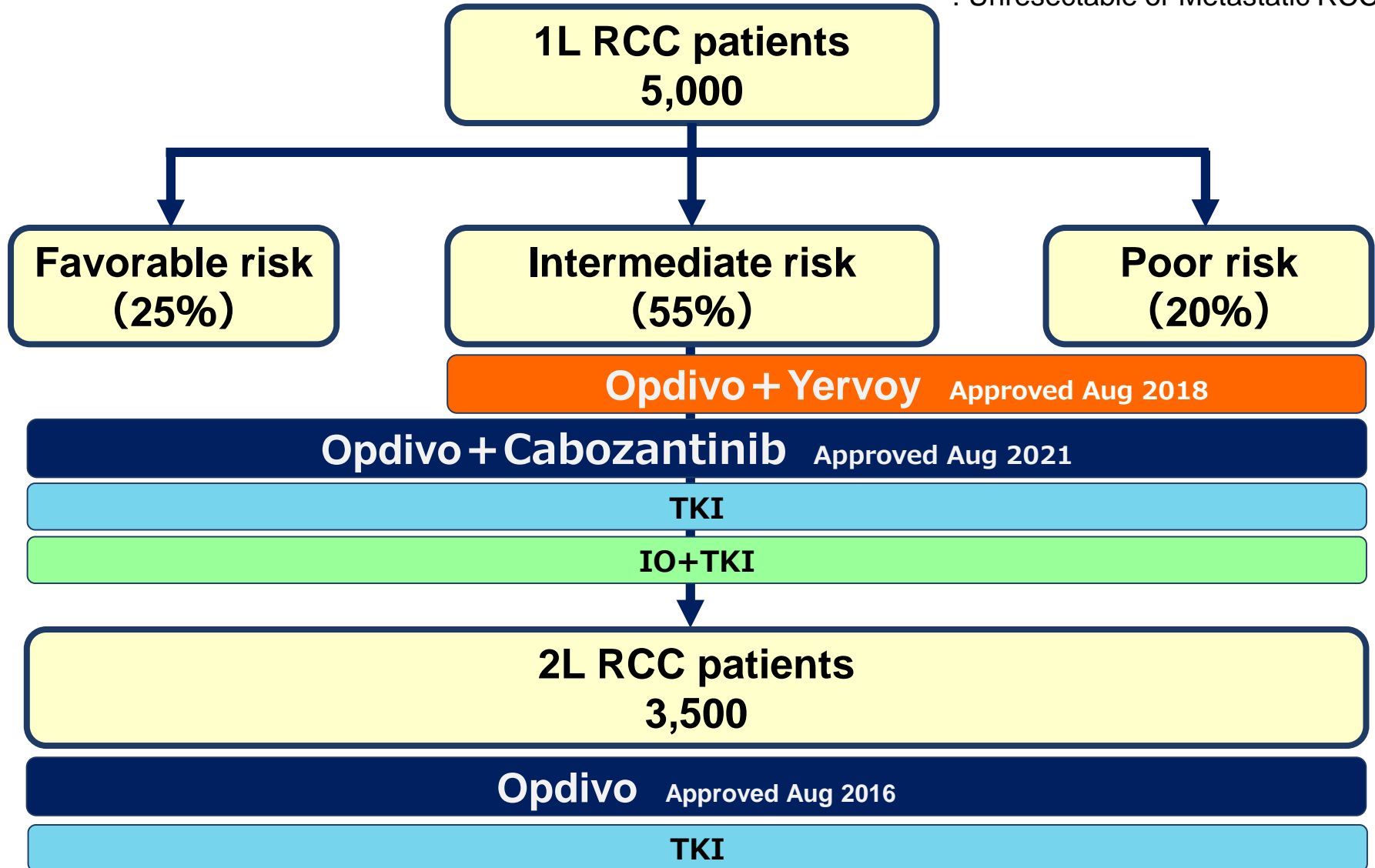


*Patients starting treatment within the last 3 month

Source: External data (Jan 2022~Jun 2023: n=200)

Number of RCC* Patients per year in Japan

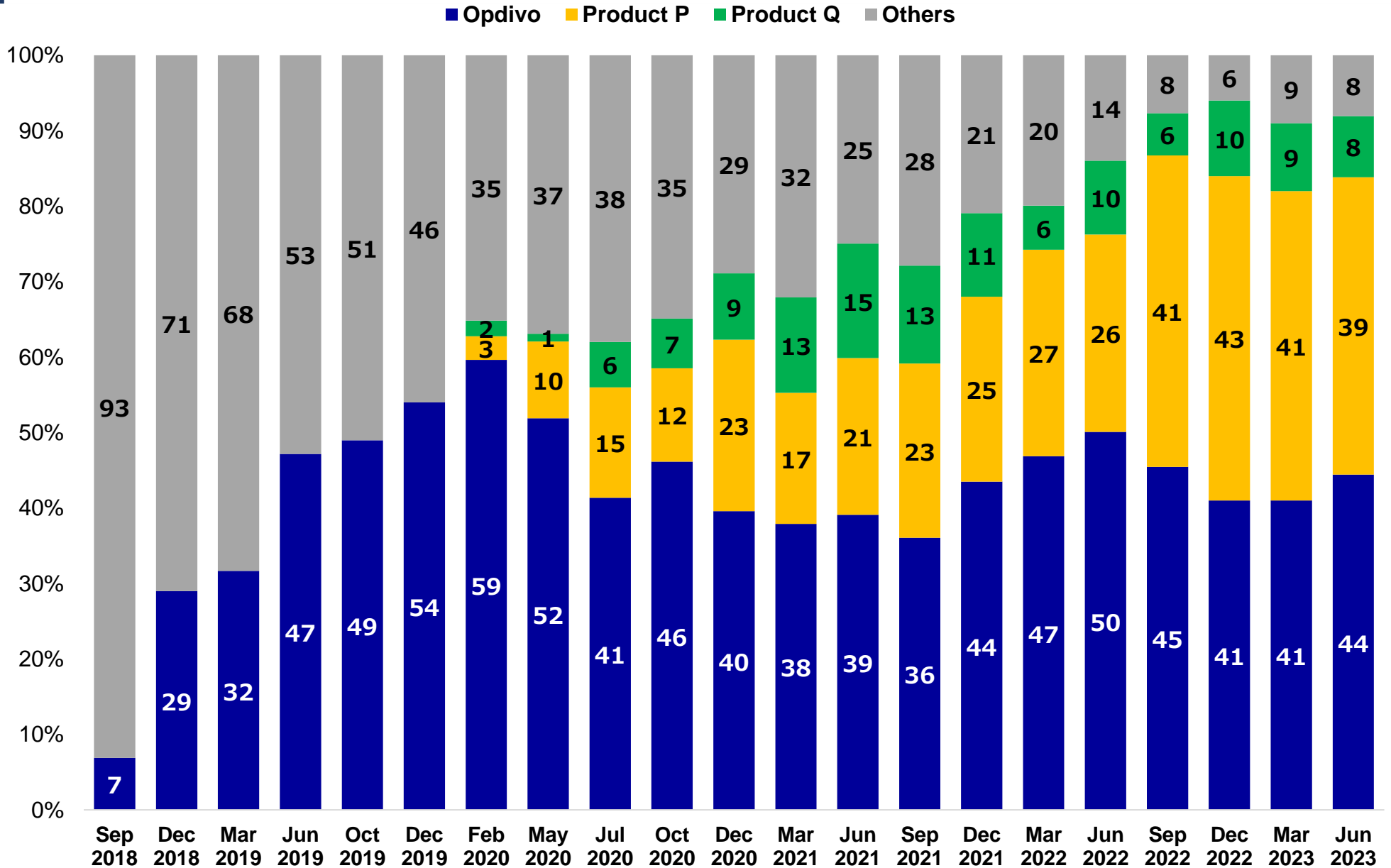
* : Unresectable or Metastatic RCC



Estimation based on internal survey (2022)



Prescription Ratio in Patients Newly Treated* for 1L RCC



*Patients starting treatment within the last 3 month

Source: External data (Sep 2018~Jun 2023: n=46~110)





ONO PHARMACEUTICAL CO.,LTD.

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