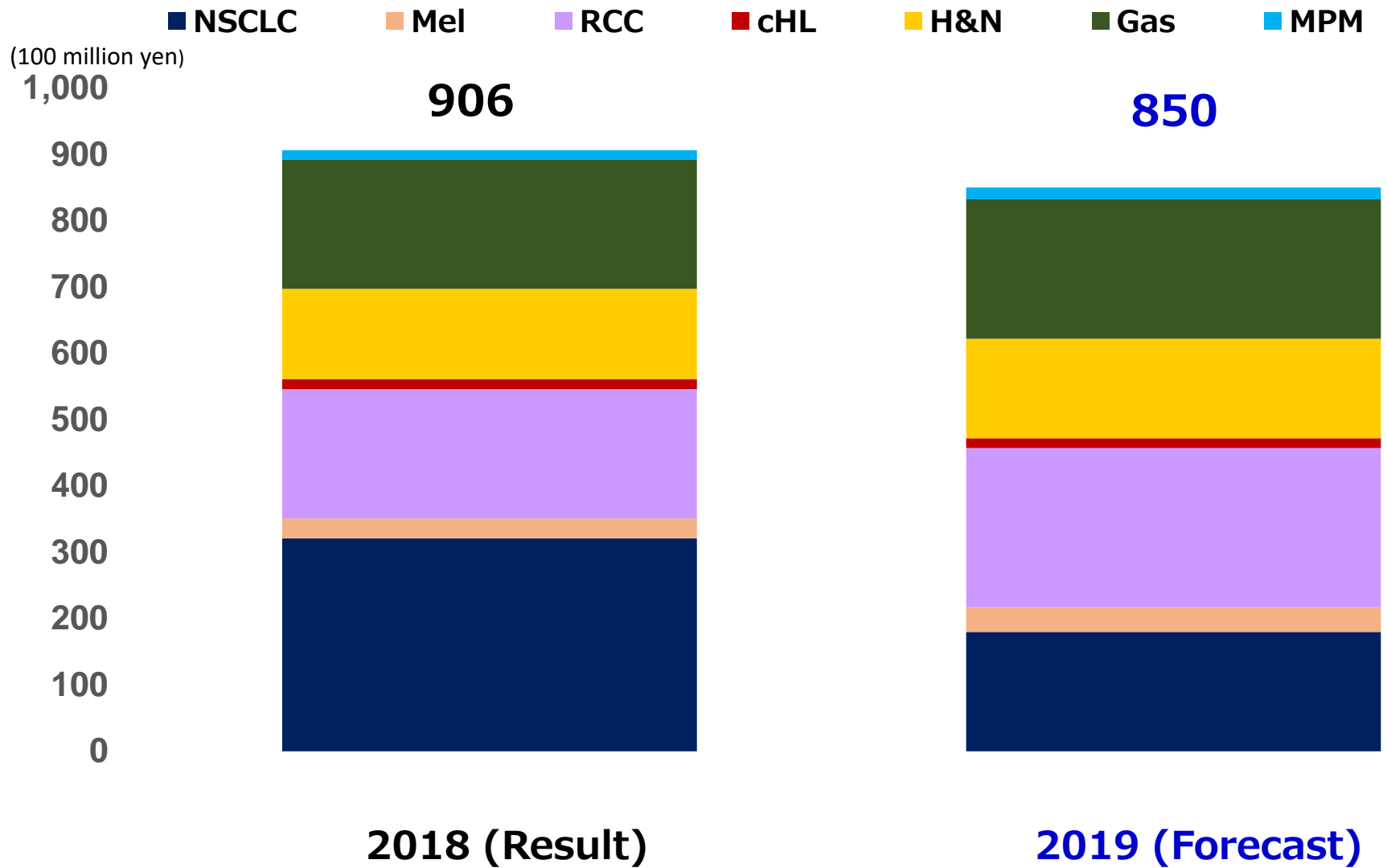


Trend of Opdivo

August 1, 2019

Sales of Opdivo by Each Cancer (Estimation)

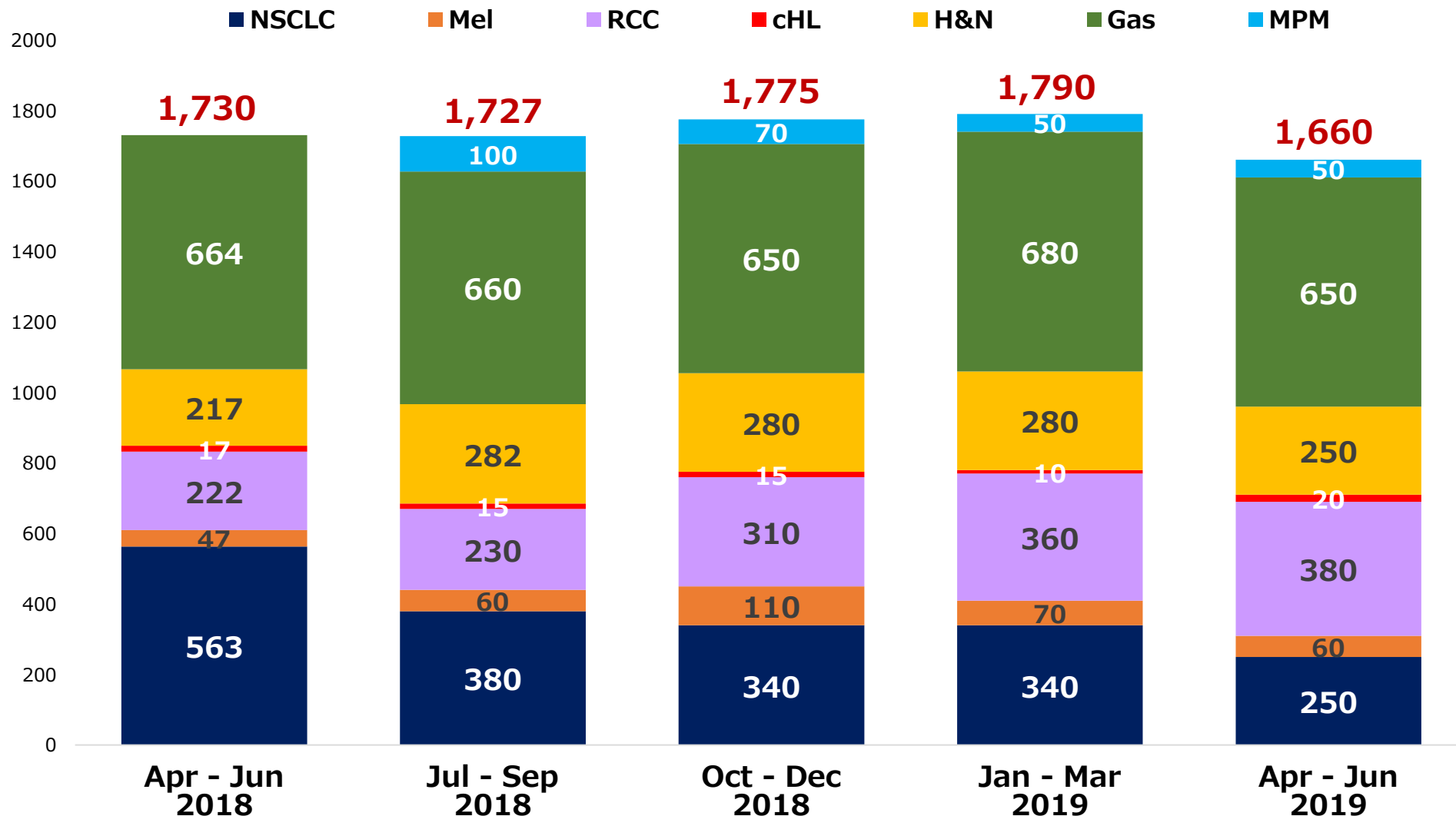


Dosage and administration re-pricing in Nov 2018 (-37.5%)

Source: Estimation from external and internal data

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

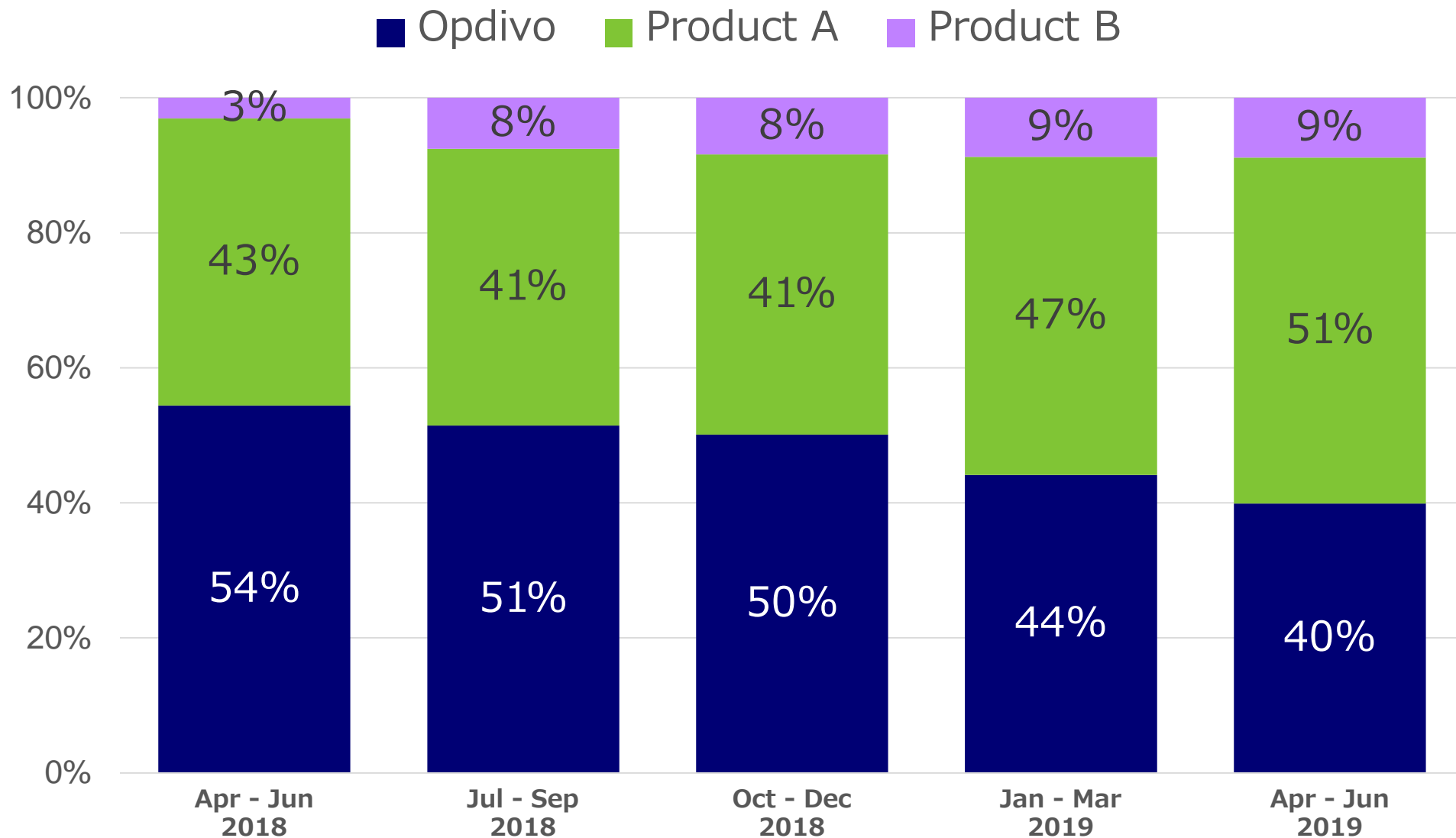
(100 million yen)



Source: Estimation from external and internal data



Sales Ratio of I-O Products in All Types of Cancer (Estimation)



Source: External data



Average Treatment Period of Opdivo in Each Cancer

Estimated treatment period

Average treatment period of each cancer is estimated based on Kaplan-Meier curves for PFS of each treatment line by each cancer at the clinical development stages.

Melanoma	:	5.0 months	
Lung cancer	:	4.5 months	
RCC (2 nd line)	:	9.5 months	
Hodgkin lymphoma	:	18.0 months	
H&N cancer	:	4.5 months	
Gastric cancer	:	3.0 months	
MPM	:	4.3 months	
RCC (1 st line)	:	9.9 months	(Not reach median value)

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

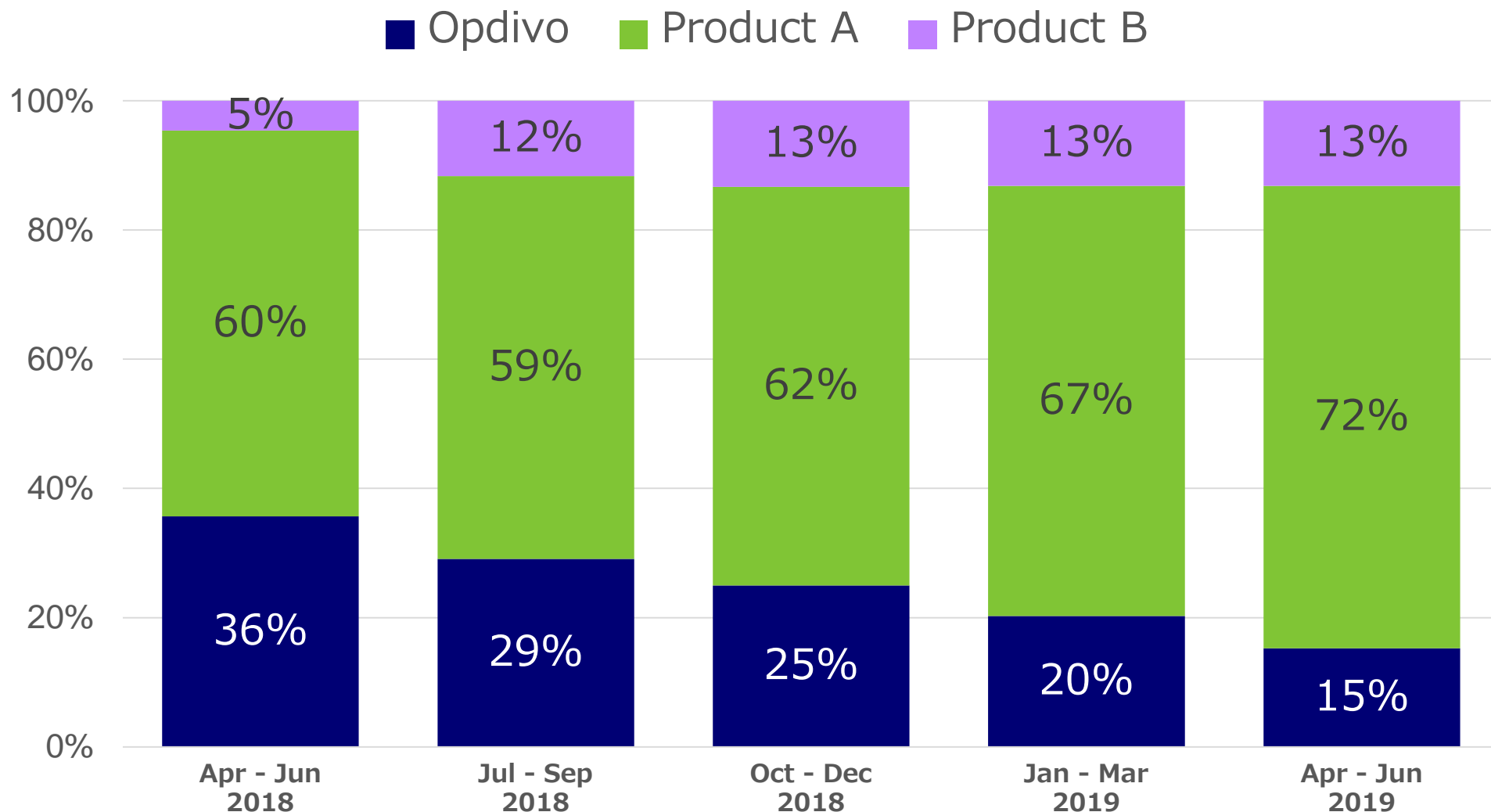
Subjects : Patients who started the treatment by December 2017

Average treatment period	2 nd line	: 5.0 months
	3 rd 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.

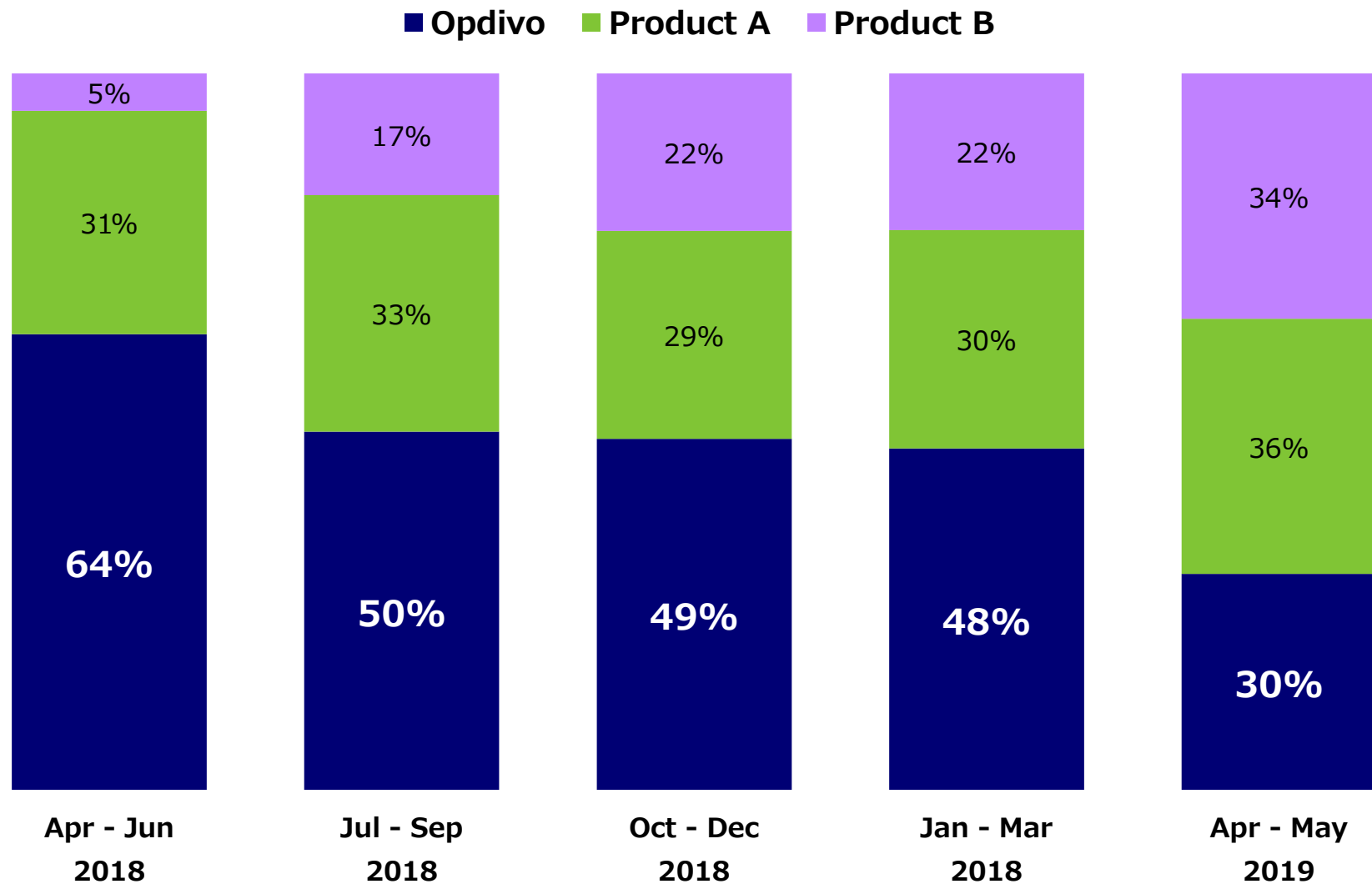
Sales Ratio of I-O Products (Estimation)

【NSCLC】



Source: External data

Prescription Ratio of I-O Products Starting Treatment for 2nd Line NSCLC (Estimation)

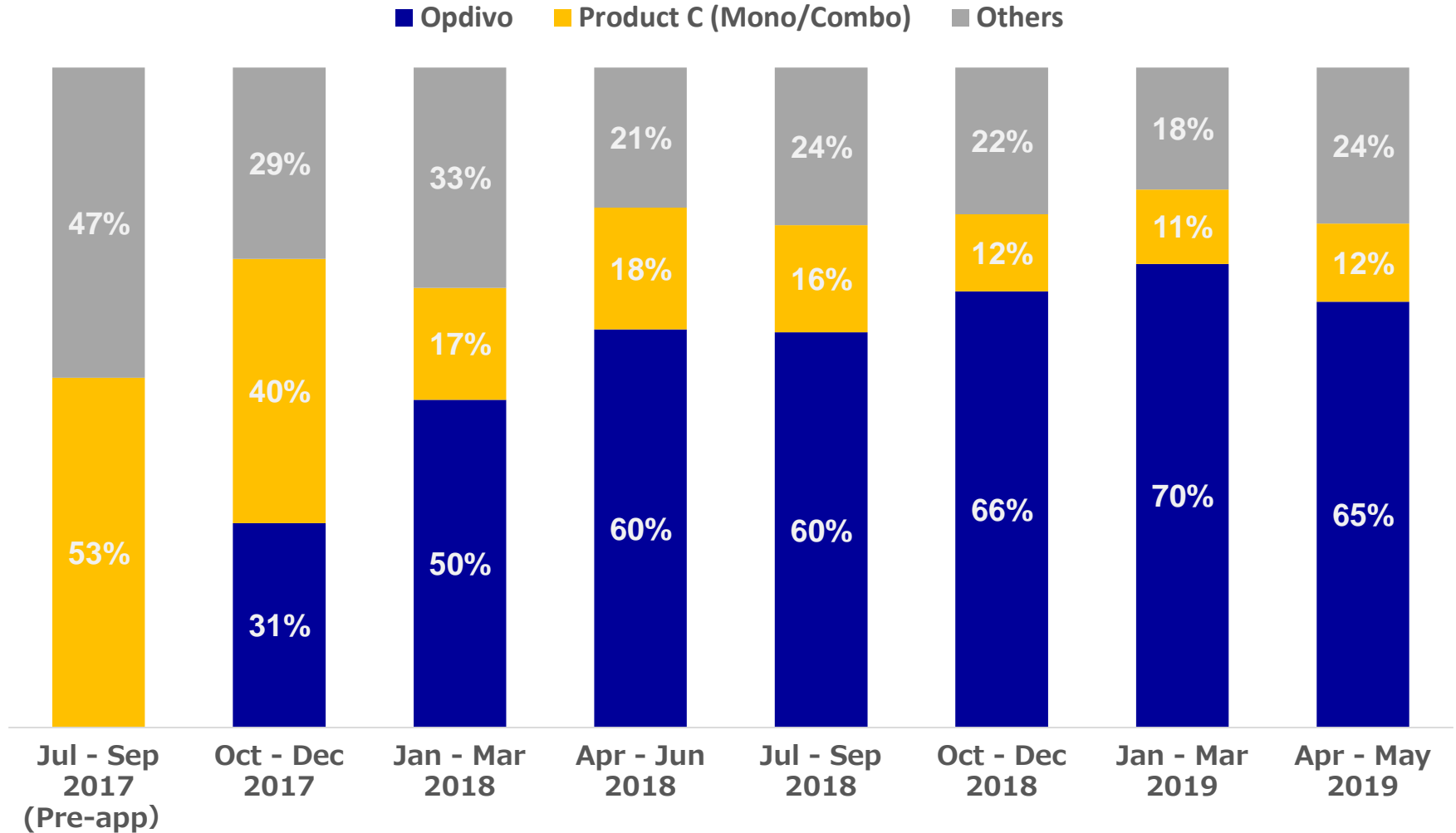


Source: External data (Apr 2018 - May 2019: n=139~185)



Prescription Ratio in Patients Newly Treated for 3rd Line Gastric Cancer

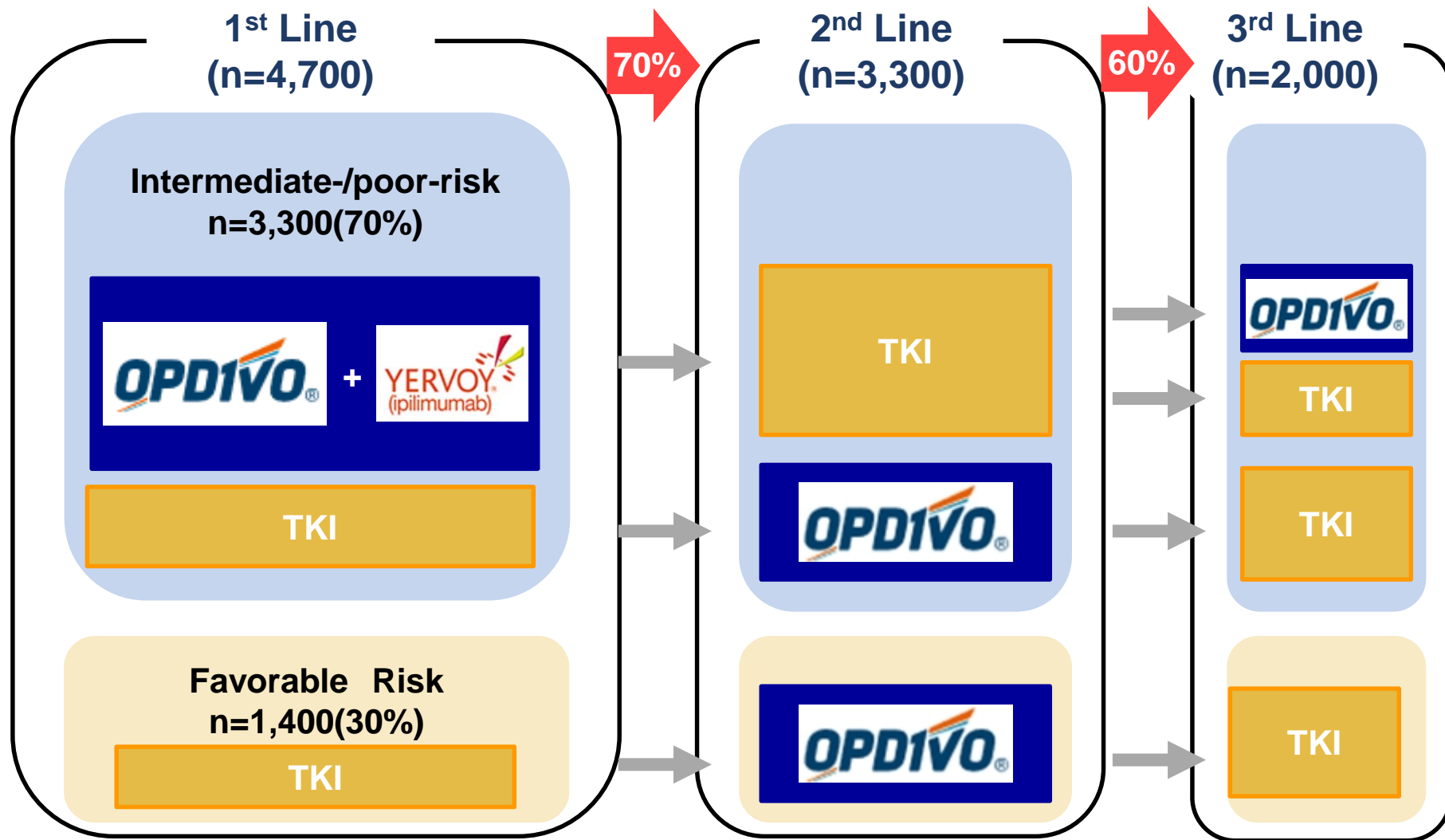
※ Patients starting 3rd line treatment of gastric cancer within the last 3 months



Source: External data (Jul 2017 – Mar 2019: n=190~250)



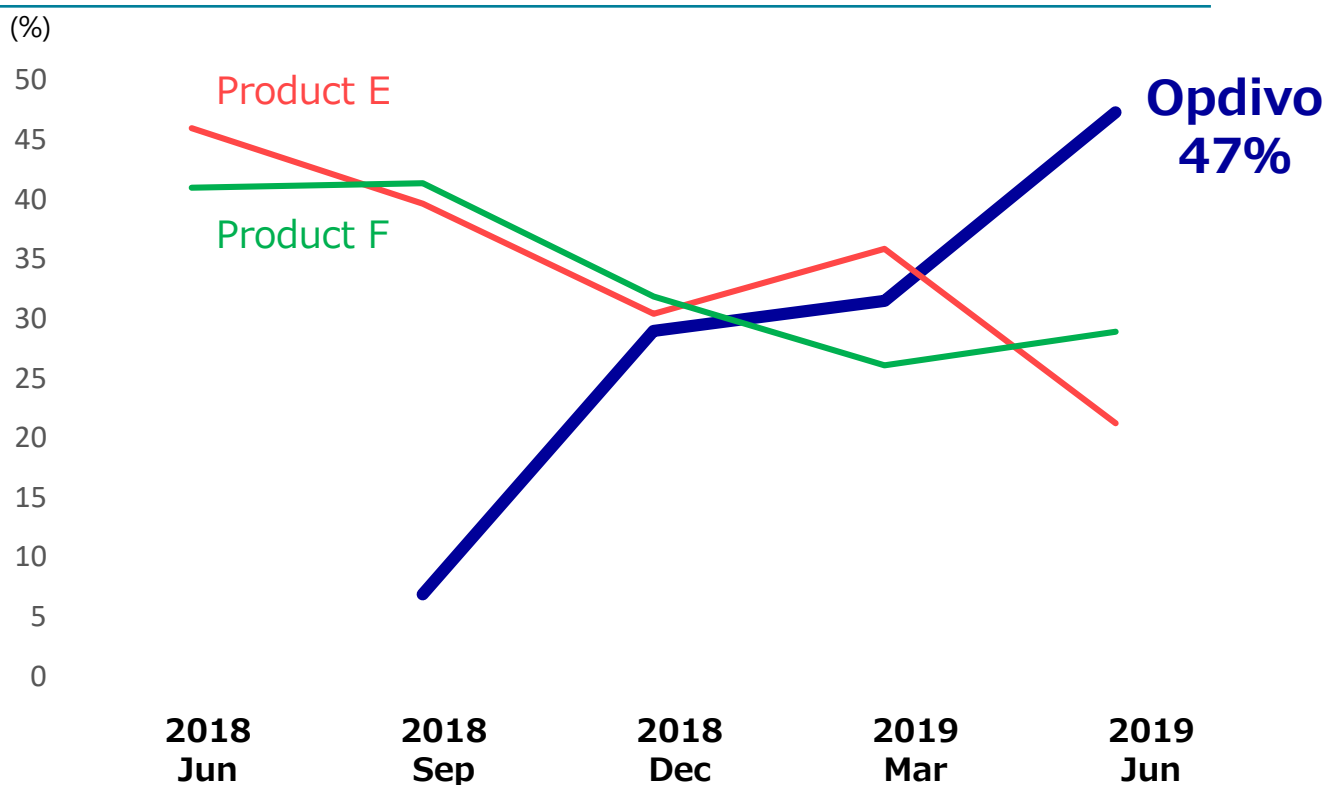
Annual Drug-treated Patients with Advanced or Metastatic RCC in Japan



Estimation based on internal survey (2018)

Prescription Ratio in Patients Newly Treated for Advanced or Metastatic 1st Line RCC

	2018 Jun	Sep	Dec	2019 Mar	Jun	
Opdivo	-	7	29	32	47	(%)
Product E	46	40	30	36	20	(%)
Product F	41	41	32	26	28	(%)

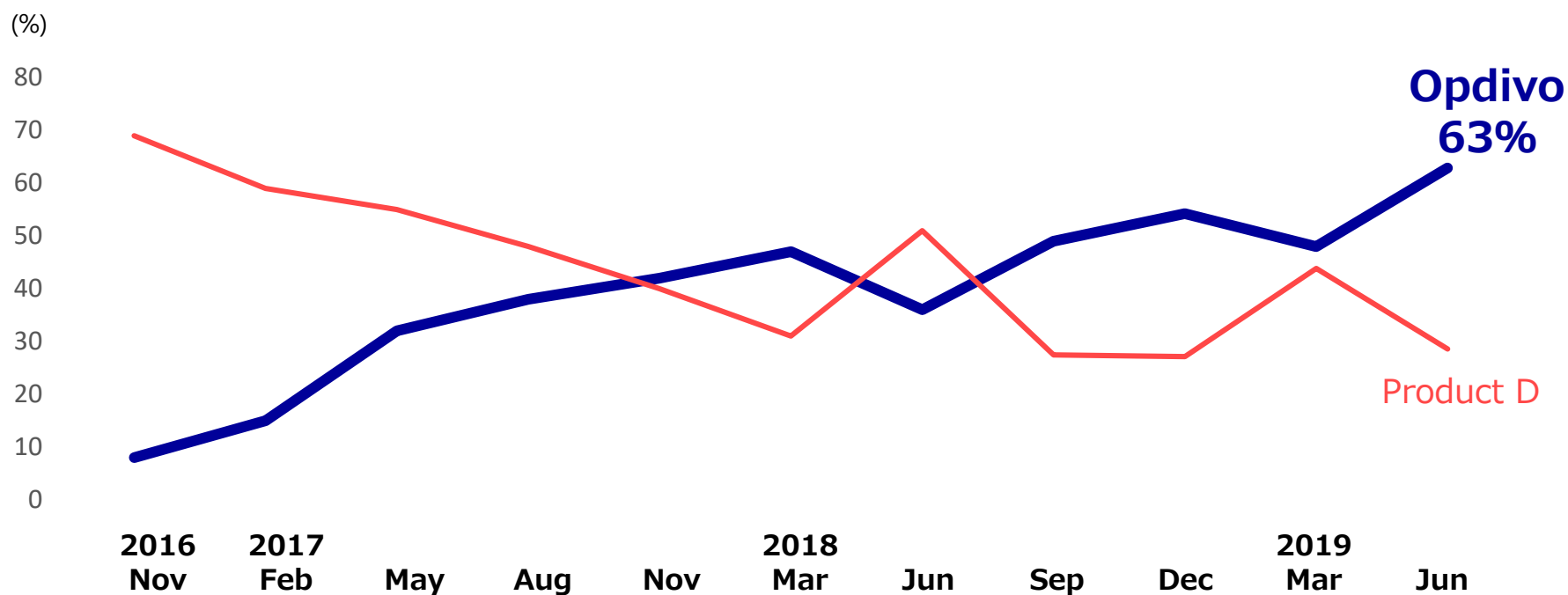


Source: External data (Sep 2018 - Jun 2019: n=39~57)



Prescription Ratio in Patients Newly Treated for Advanced or Metastatic 2nd Line RCC

	2016 Nov	2017 Feb	May	Aug	Nov	2018 Mar	Jun	Sep	Dec	2019 Mar	Jun	(%)
Opdivo	8	15	32	38	42	47	36	49	54	48	63	(%)
Product D	69	59	55	48	40	31	51	27	27	44	29	(%)



Source: External data (Nov 2016 – Jun 2019 n=32~57)



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