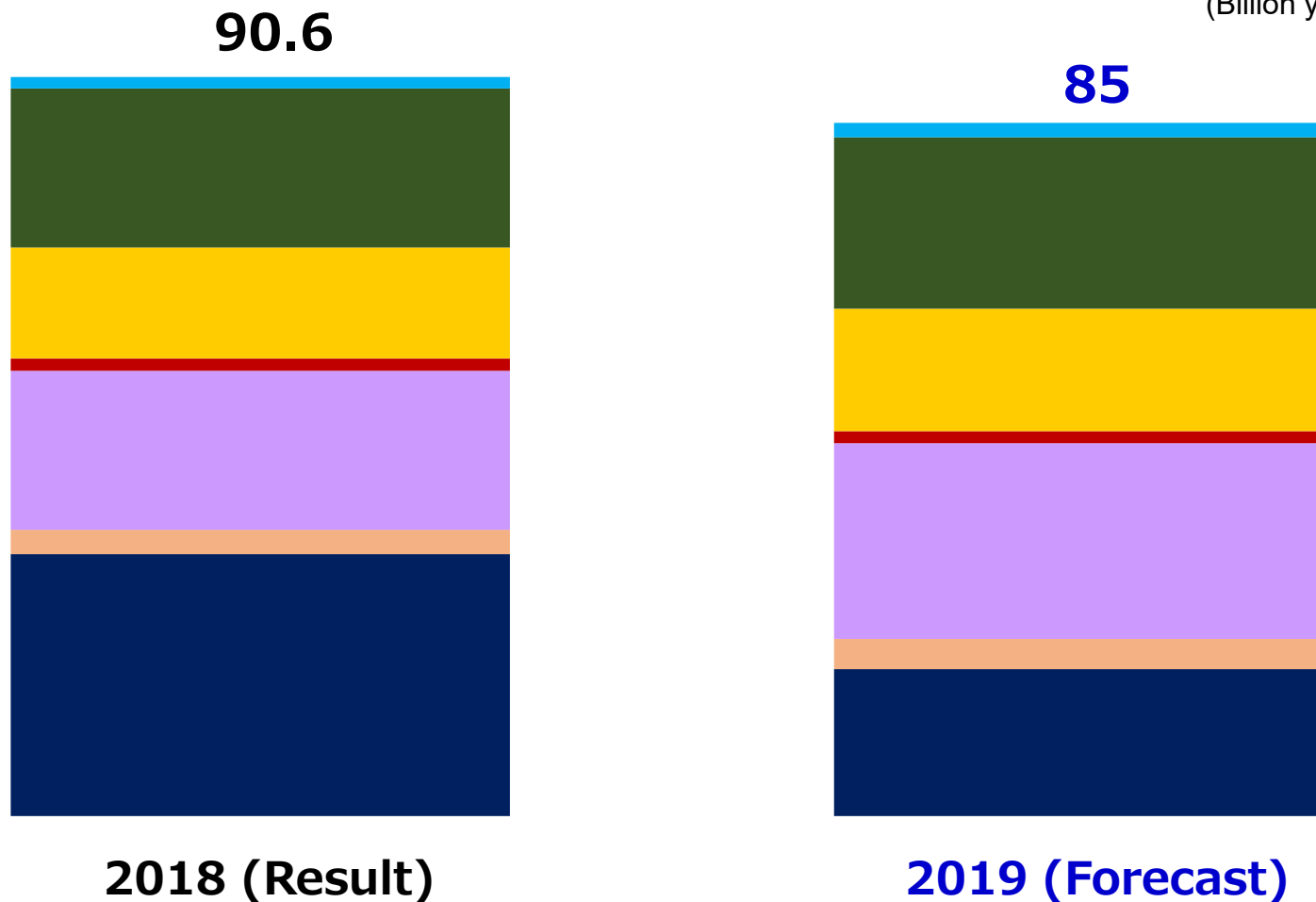


# Trend of Opdivo

**November 1, 2019**

# Sales of Opdivo by Each Cancer (Estimation)

■ NSCLC   ■ Mel   ■ RCC   ■ cHL   ■ H&N   ■ Gas   ■ MPM  
(Billion yen)



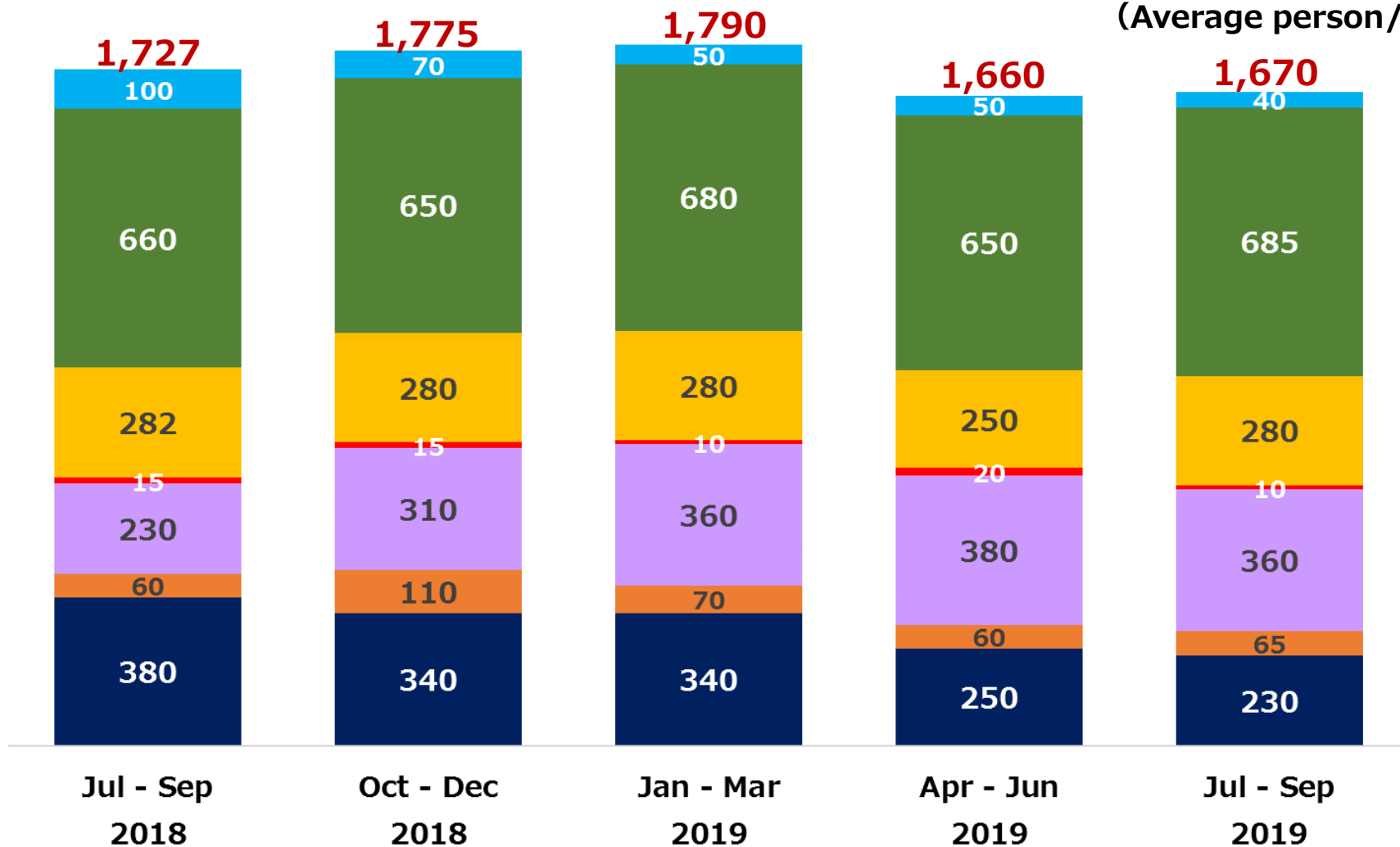
**Dosage and administration re-pricing in Nov 2018 (-37.5%)**

Source: Estimation from external and internal data

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

■ NSCLC 
 ■ Mel 
 ■ RCC 
 ■ cHL 
 ■ H&N 
 ■ Gas 
 ■ MPM

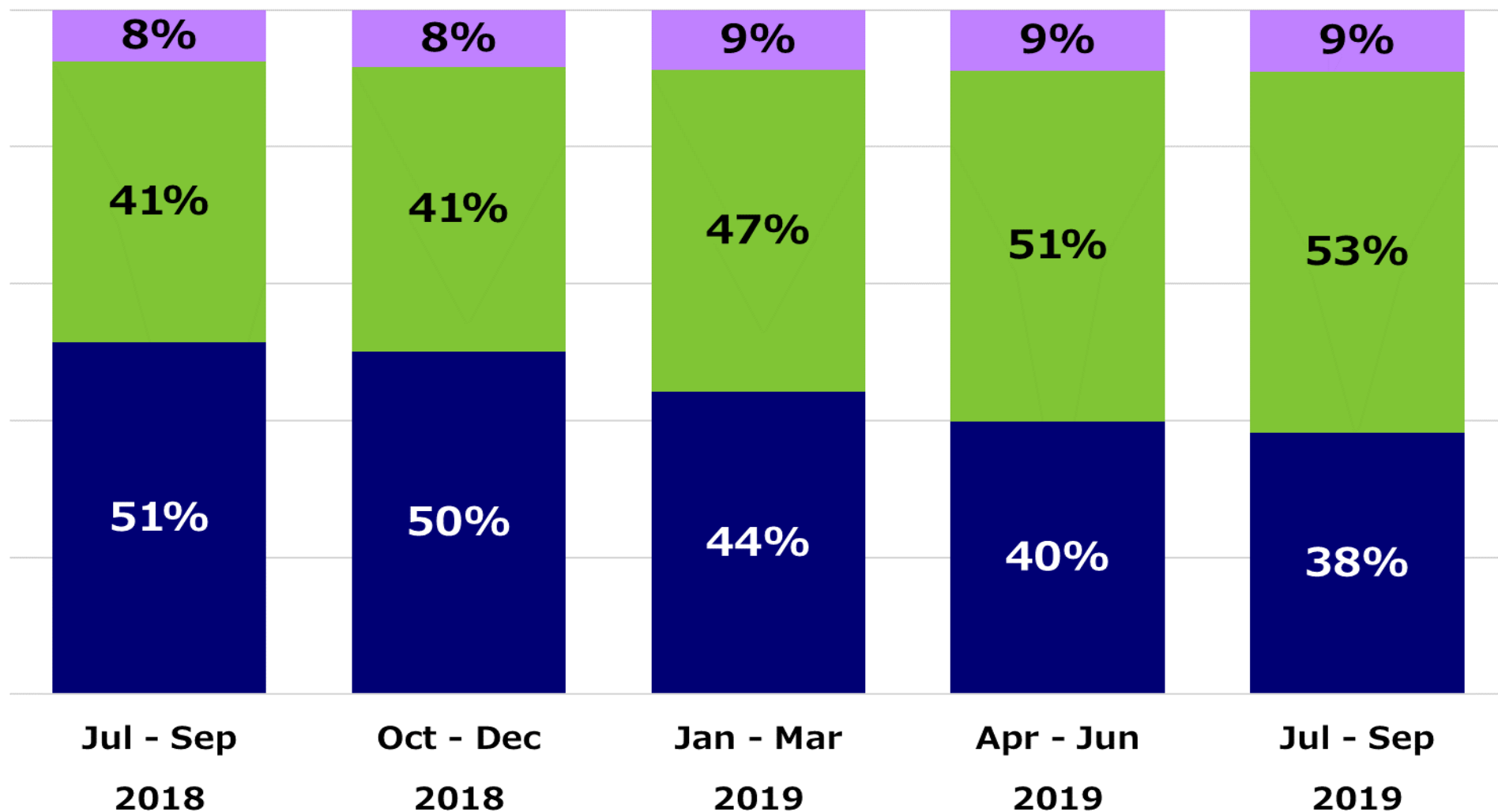
(Average person/Mon)



Source: Estimation from external and internal data

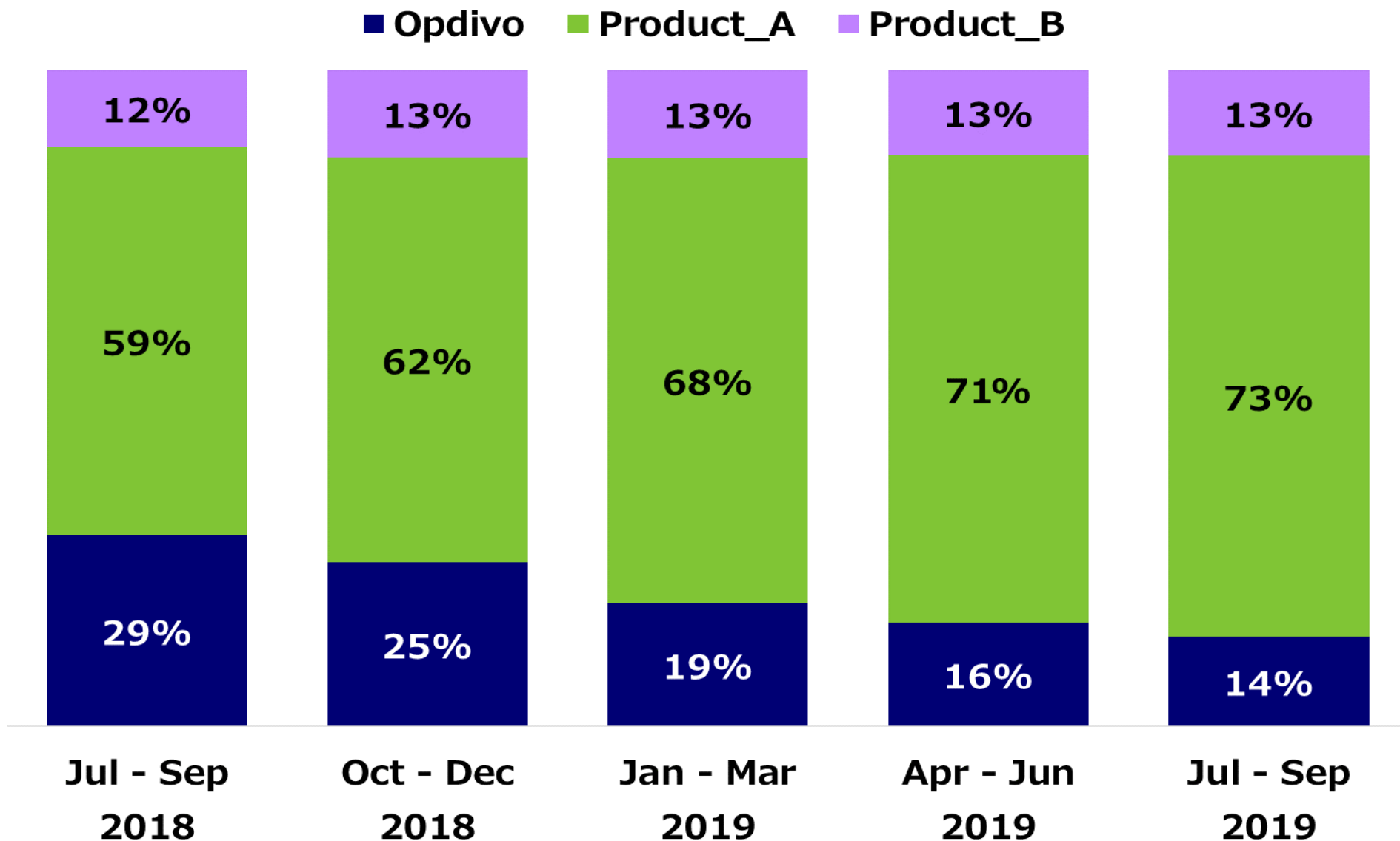
# Sales Ratio of ICPIs in All Types of Cancer (Estimation)

■ Opdivo ■ Product\_A ■ Product\_B



Source: External data

# Sales Ratio of ICPIs in NSCLC (Estimation)

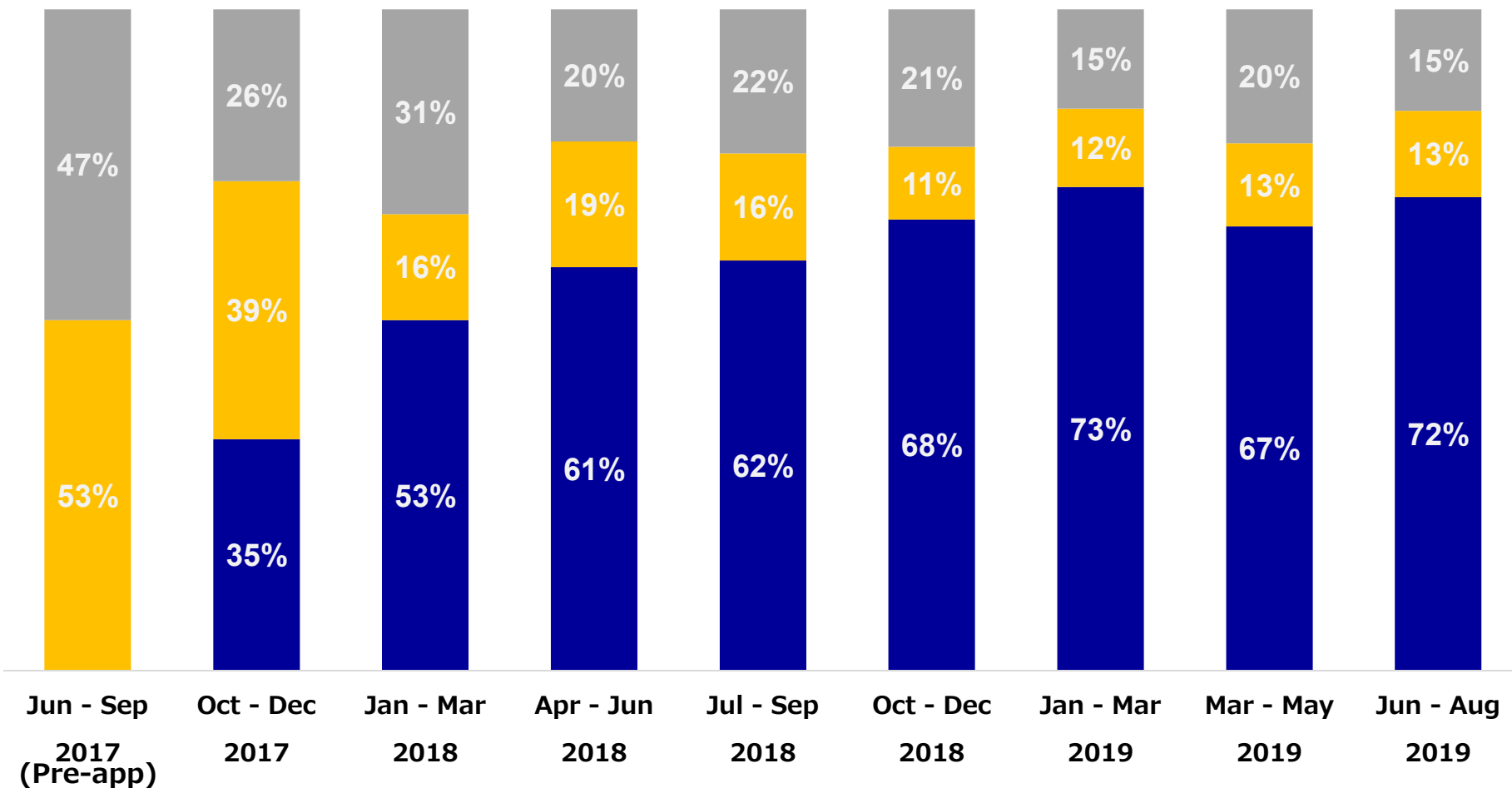


Source: External data

# Prescription Ratio in Patients Newly Treated for 3<sup>rd</sup> Line Gastric Cancer

※ Patients starting 3<sup>rd</sup> line treatment of gastric cancer within the last 3 months

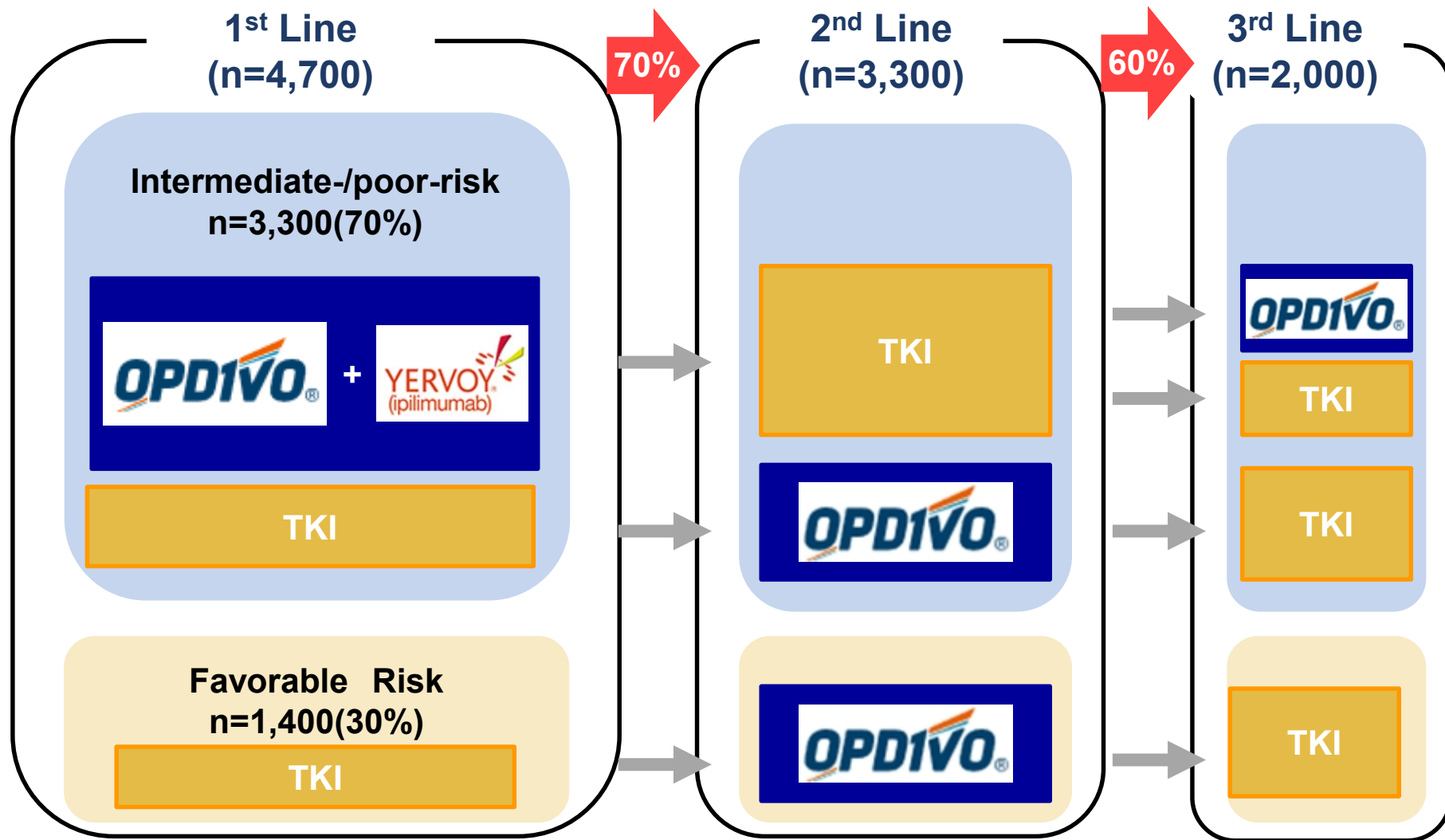
■ Opdivo    ■ Product\_C (Mono/Combo)    ■ Others



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



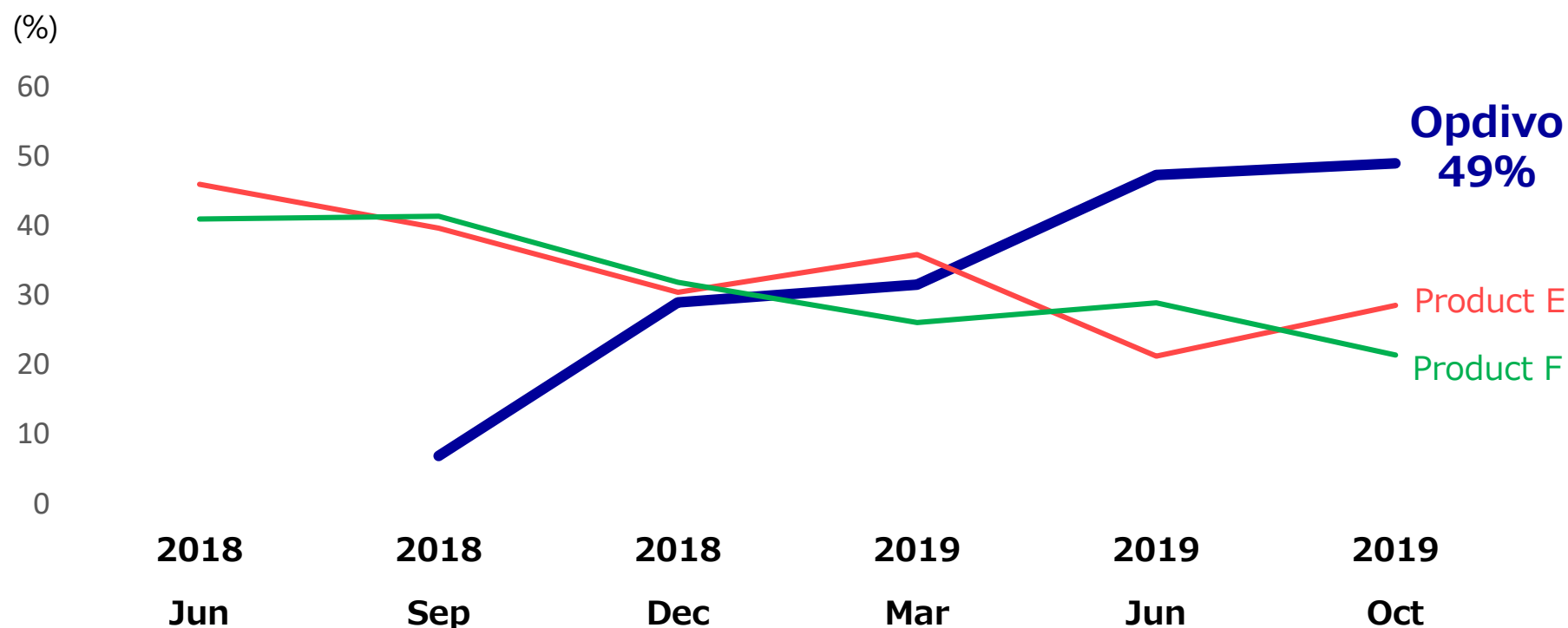
# Annual Drug-treated Patients with Advanced or Metastatic RCC in Japan



Estimation based on internal survey (2018)

# Prescription Ratio in Patients Newly Treated for Advanced or Metastatic 1<sup>st</sup> Line RCC

	2018 Jun	Sep	Dec	2019 Mar	Jun	Oct	
<b>Opdivo</b>	<b>-</b>	<b>7</b>	<b>29</b>	<b>32</b>	<b>47</b>	<b>49</b>	(%)
Product E	46	40	30	36	20	29	(%)
Product F	41	41	32	26	28	21	(%)

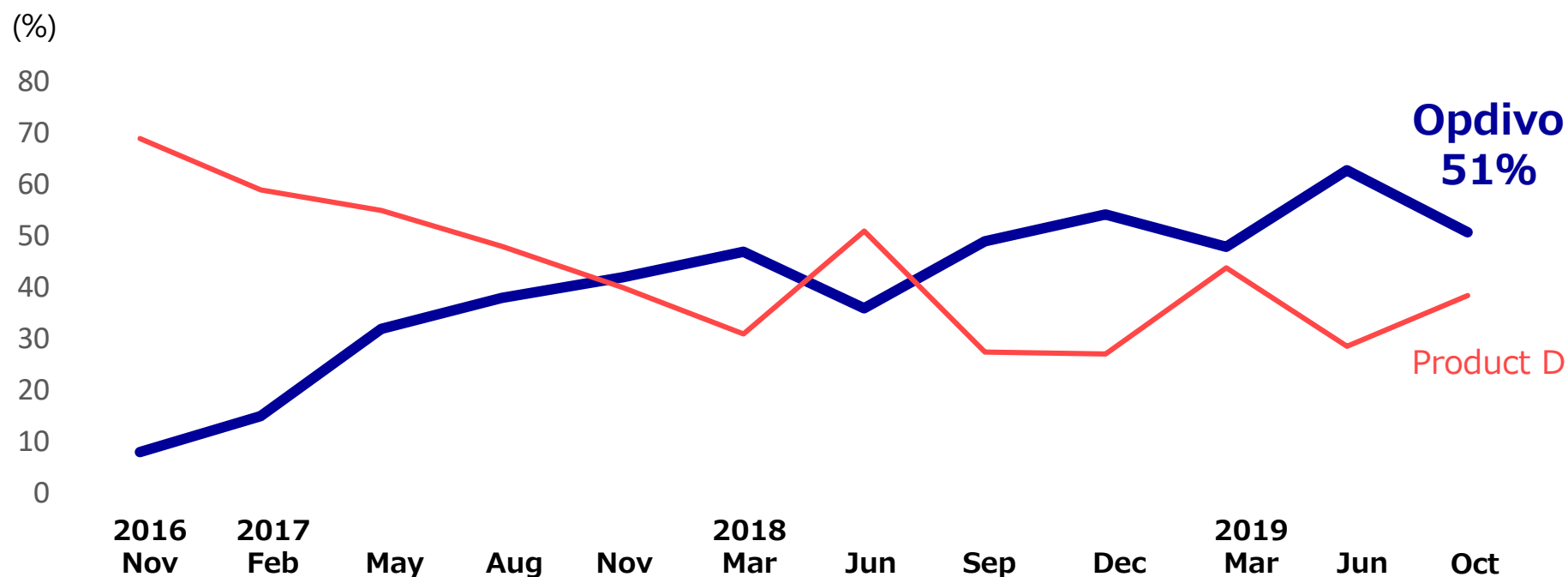


Source: External data (Sep 2018 - Oct 2019: n=39~100)



# Prescription Ratio in Patients Newly Treated for Advanced or Metastatic 2<sup>nd</sup> Line RCC

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



Source: External data (Sep 2018 - Oct 2019: n=32~57)



**ONO PHARMACEUTICAL CO.,LTD.**

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