

Trend of Opdivo

May 13, 2020

Sales Trend of Opdivo by Each Cancer

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

¥ 90.6 bil



2018 (Result)

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

¥ 87.3 bil



2019 (Result)

※Cost effective evaluation
 in Aug 2019 (-1.0%)

¥ 90.0 bil



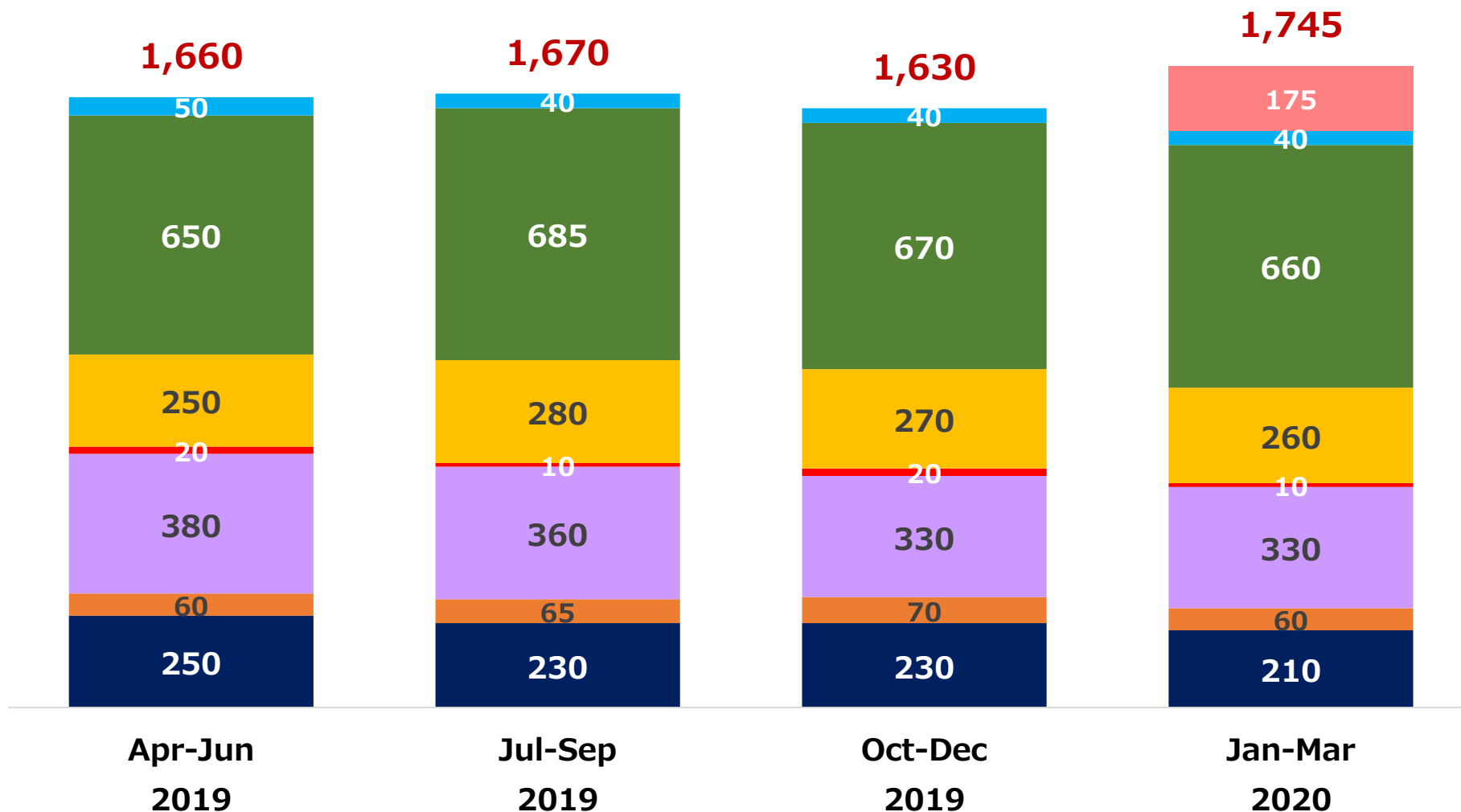
2020 (Forecast)

Source: Estimation from external and internal data

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

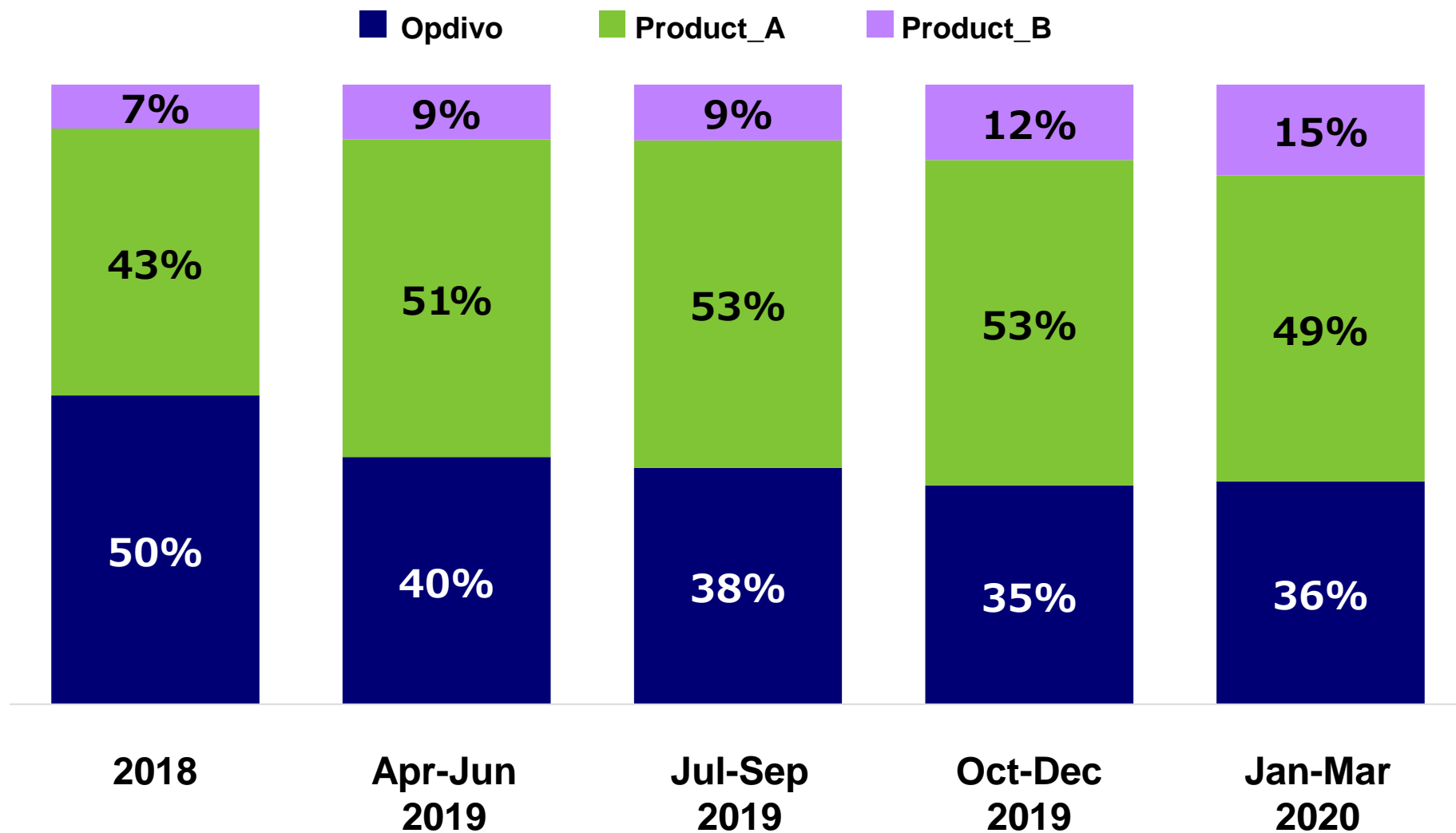
(Average person/Mon)

■ NSCLC ■ Mel ■ RCC ■ cHL ■ H&N ■ GC ■ MPM ■ ESC



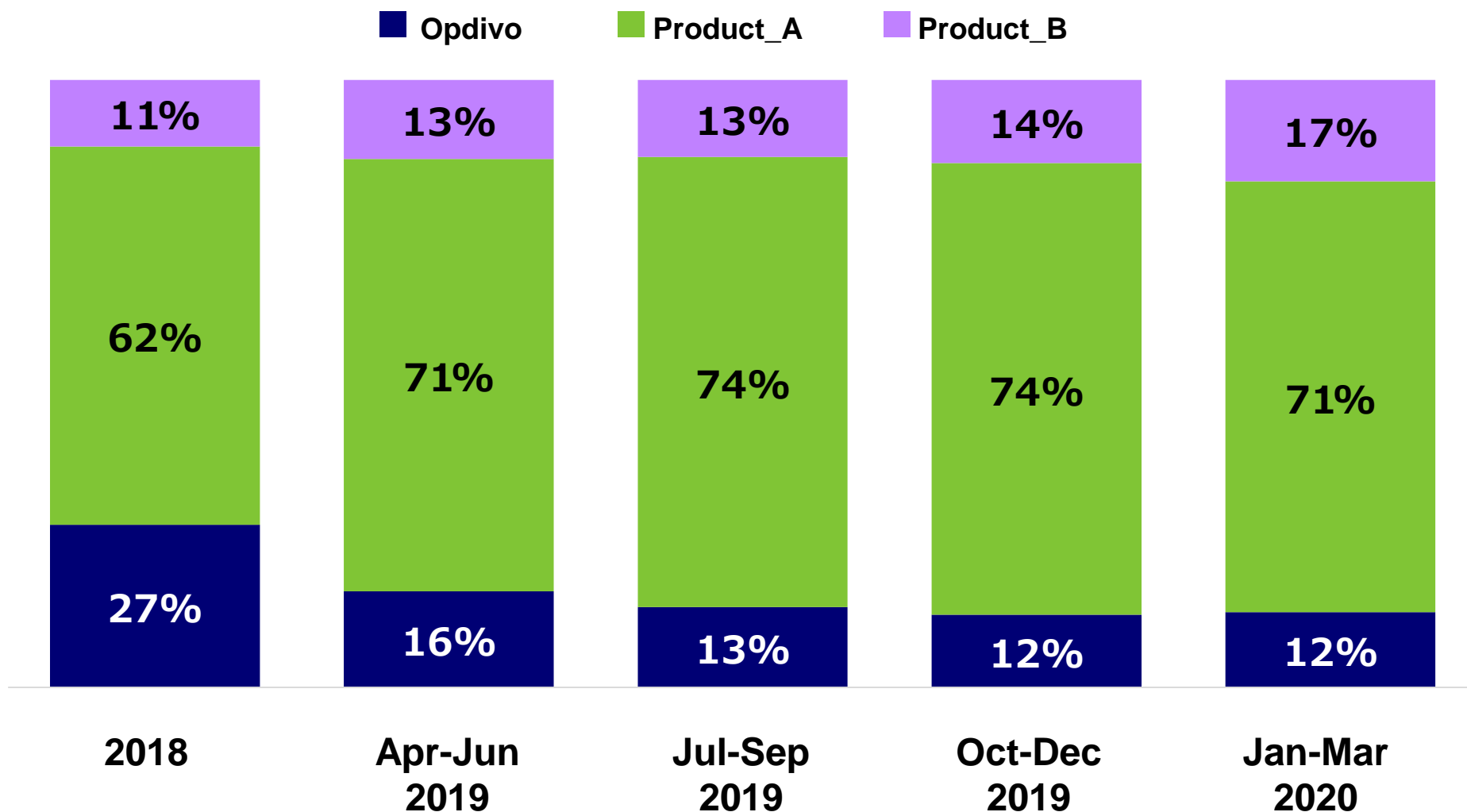
Source: Estimation from external and internal data

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



Source: External data

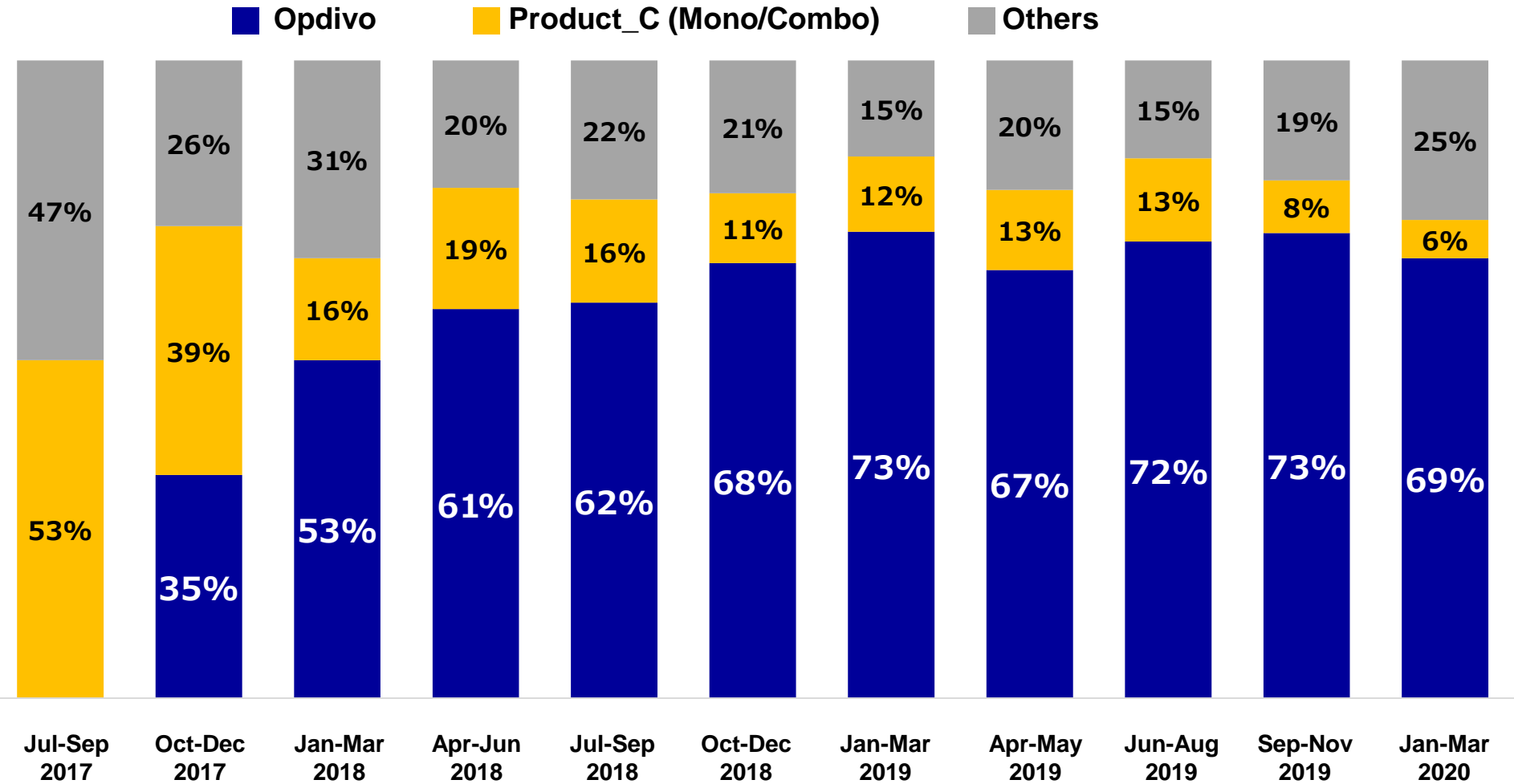
Sales Ratio of ICPIs in NSCLC (Estimation)



Source: External data

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

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



(Pre-app)

Source: External data (Jul 2017 – Mar 2020: n=190~250)

Opdivo: Marketing Expansion to New Indications

**Opdivo approved for two new indications
on Feb 21, 2020**

1. Esophageal cancer (2nd-line treatment)

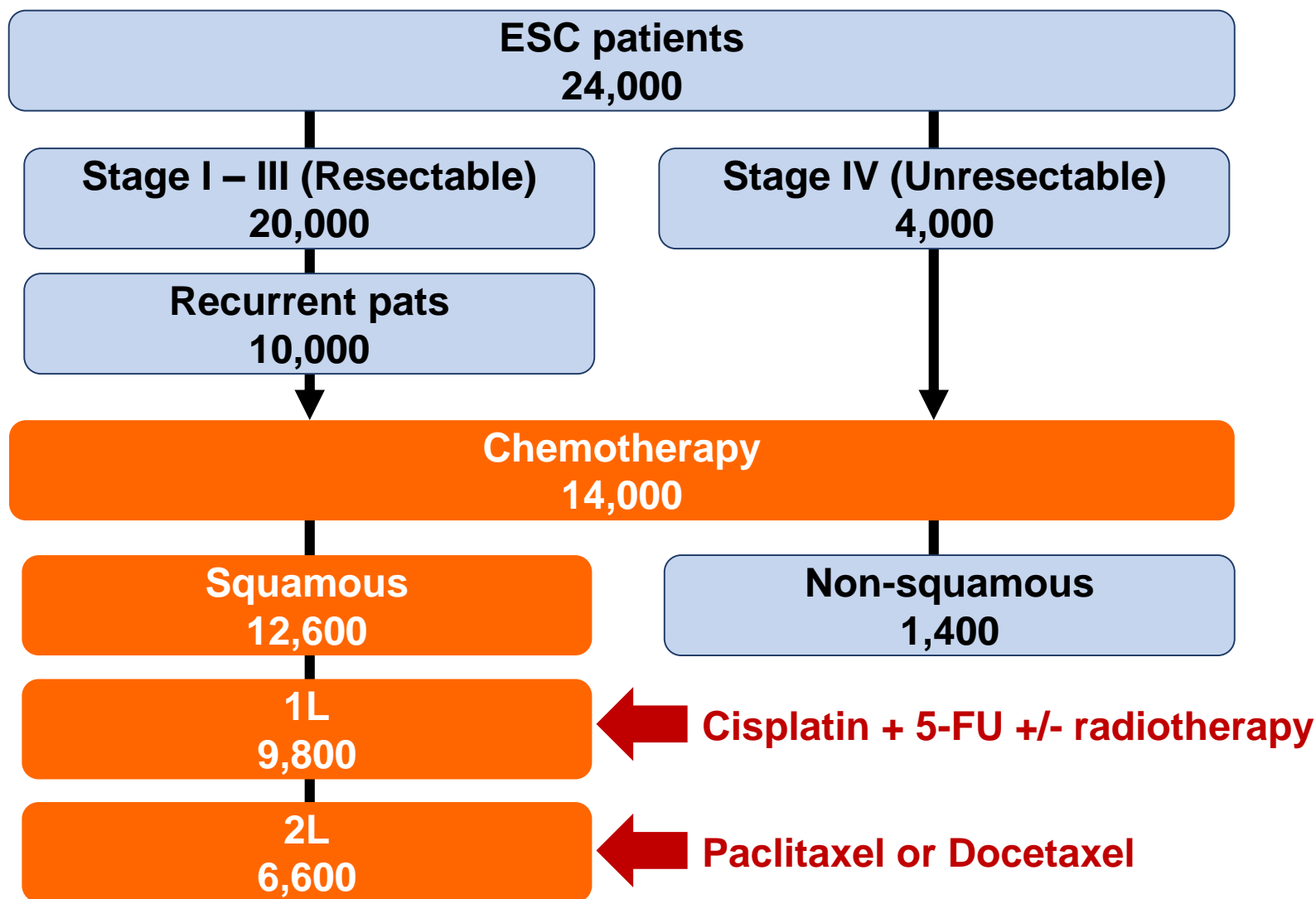
Unresectable advanced or recurrent esophageal cancer that has progressed following chemotherapy

2. MSI-High colorectal

Microsatellite instability high (MSI-High) unresectable advanced or recurrent colorectal cancer that has progressed following chemotherapy

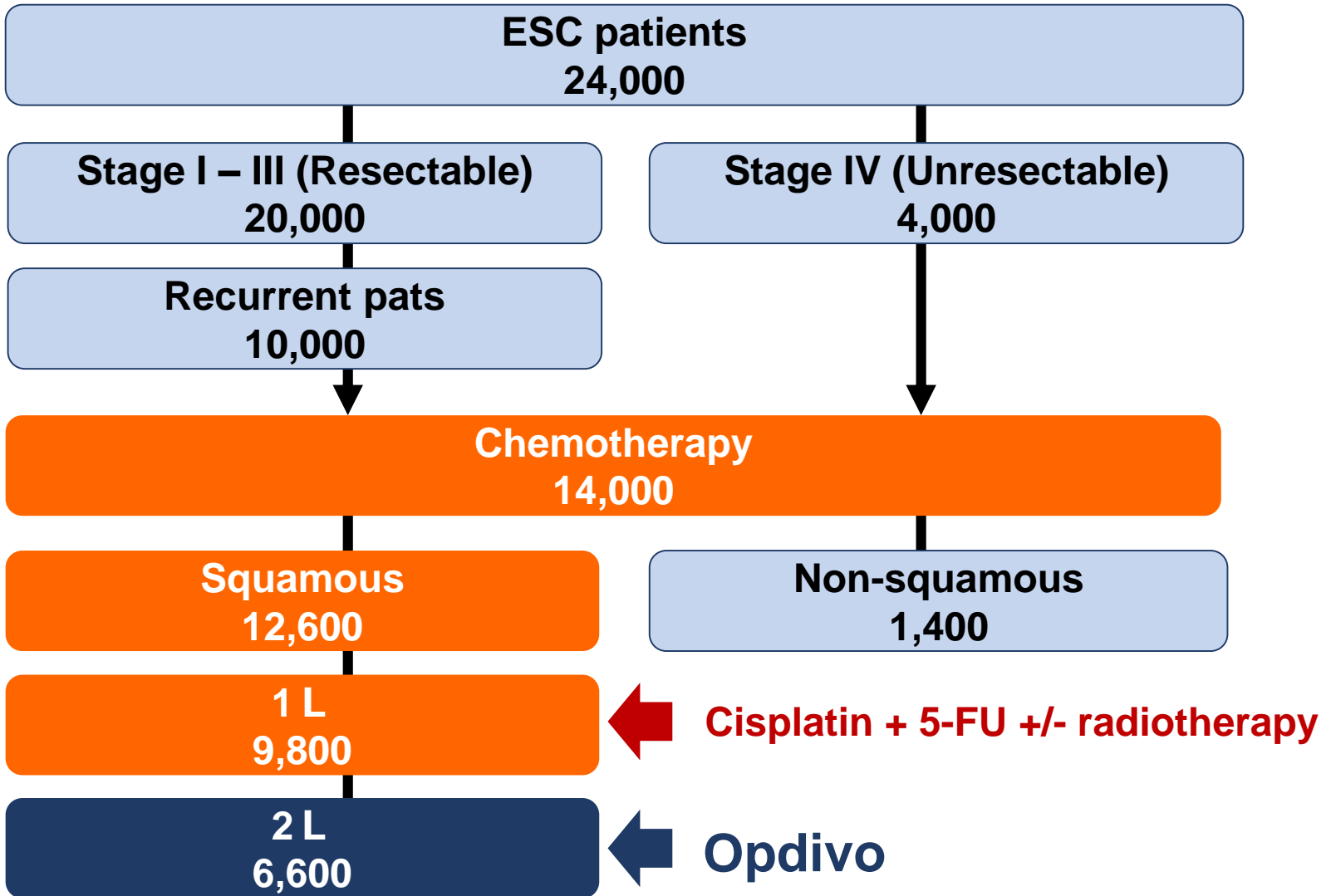


Number of ESC patients per year (in Japan)



Estimation based on internal survey (2020)

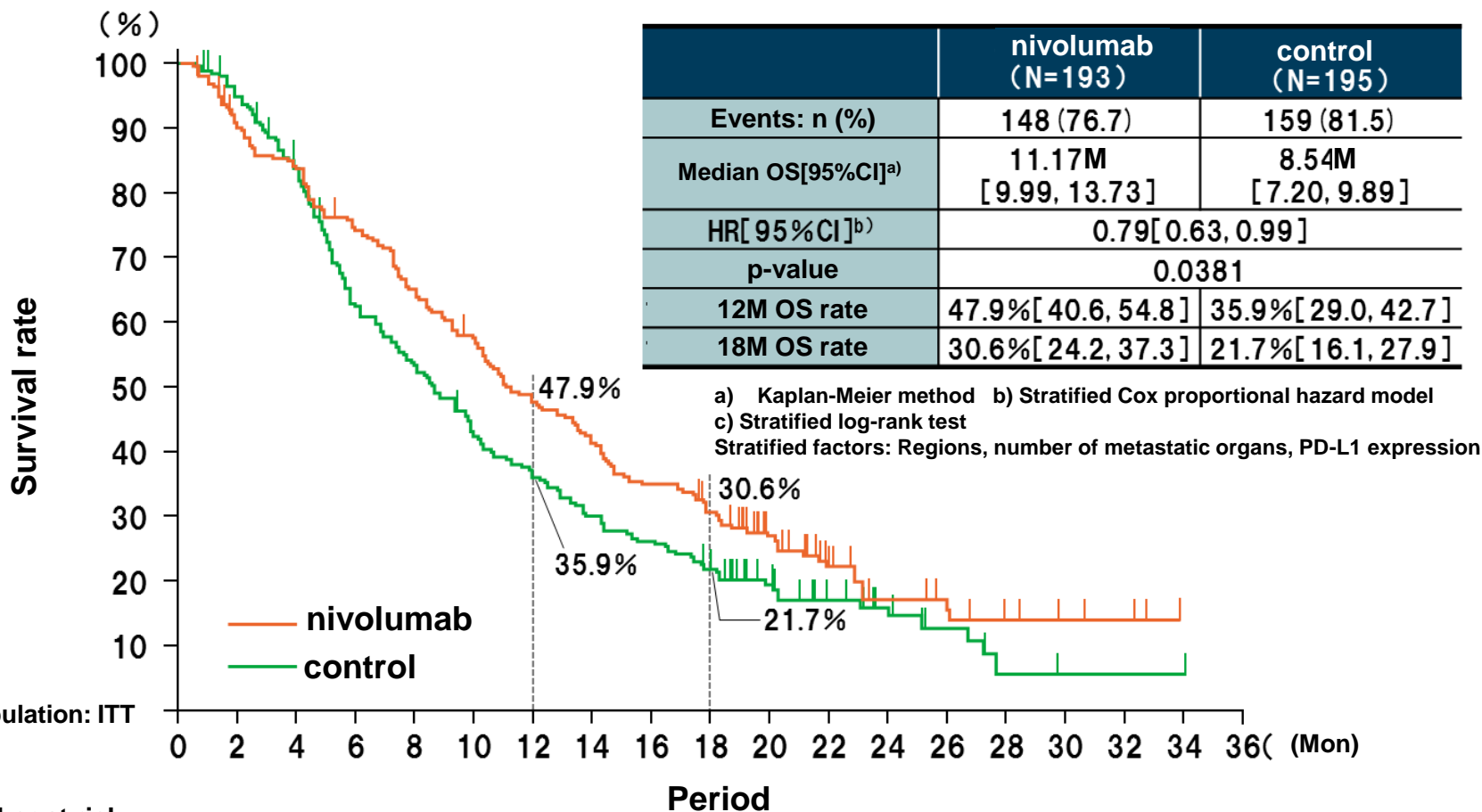
Number of ESC patients per year (in Japan)



Estimation based on internal survey (2020)

ATTRACTION-3 Esophageal cancer (2nd-line treatment)

- Kaplan-Meier curves for overall survival (OS) OS (primary endpoint)



Analysis population: ITT

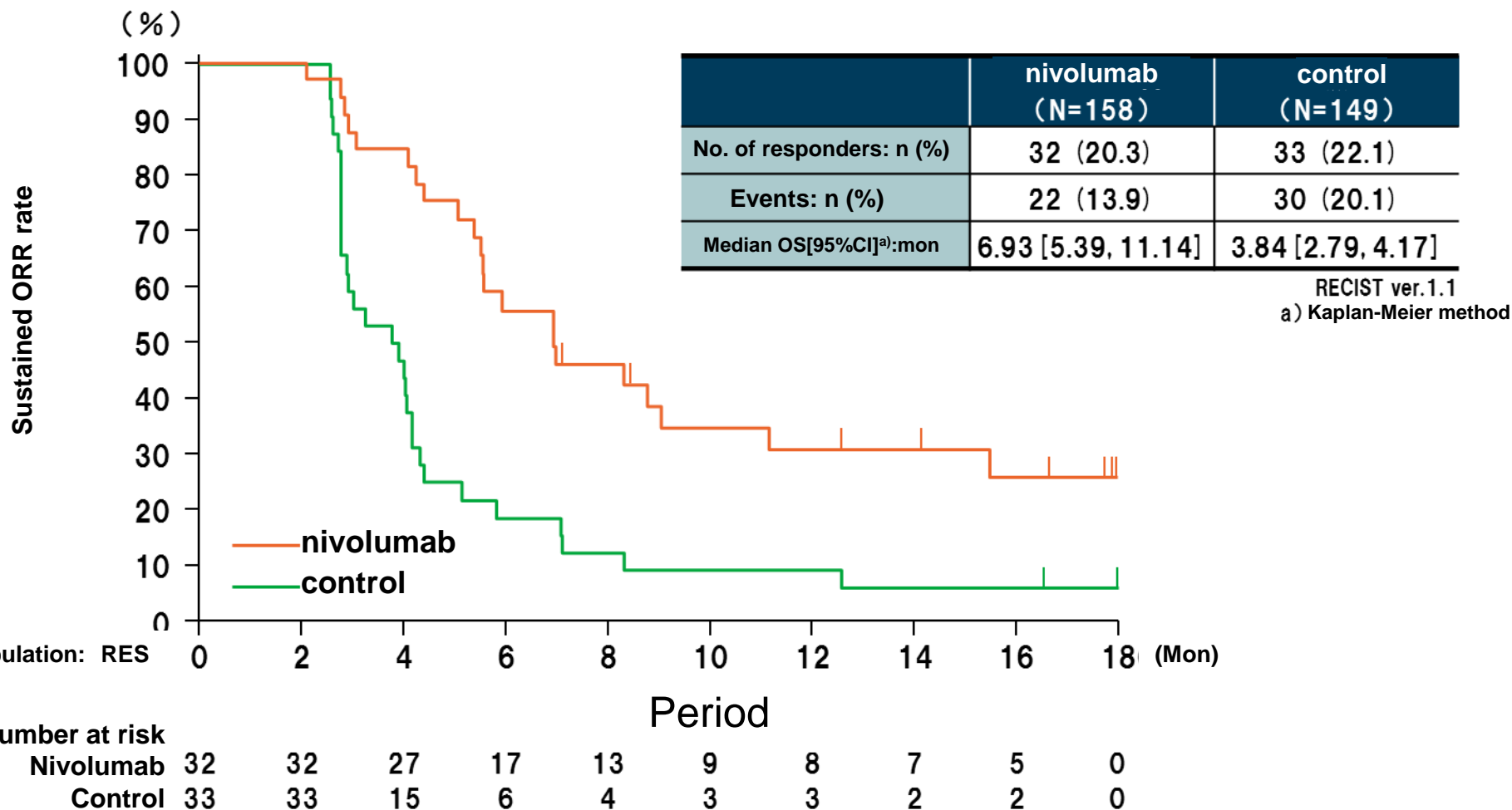
Number at risk

Nivolumab	193	170	158	139	120	105	89	77	65	55	38	20	13	10	6	4	3	0	0
Control	195	182	157	116	100	79	66	55	48	39	26	16	11	6	2	1	1	1	0

Ono internal data: Results from a global Phase III study (ONO-4538-24/BMS CA209473) for evaluation at submission

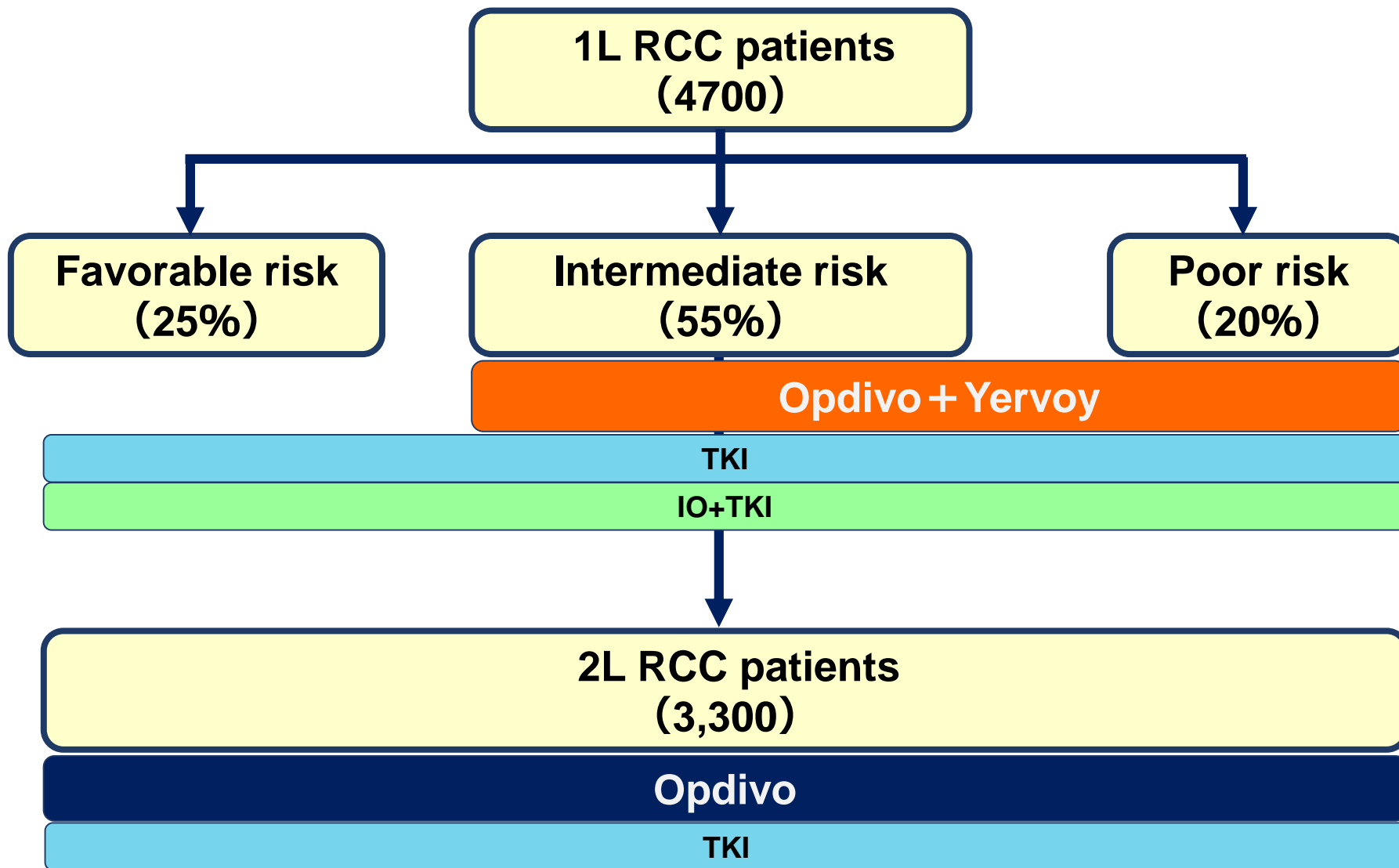
ATTRACTION-3 Esophageal cancer (2nd-line treatment)

- Kaplan-Meier curves for duration of response (DOR) in responders (Doctor's assessment in medical institutes)



Ono internal data: Results from a global Phase III study (ONO-4538-24/BMS CA209473) for evaluation at submission

Number of Patients Treated with Drugs for Advance or Metastatic Renal Cell Carcinoma (per Year in Japan)

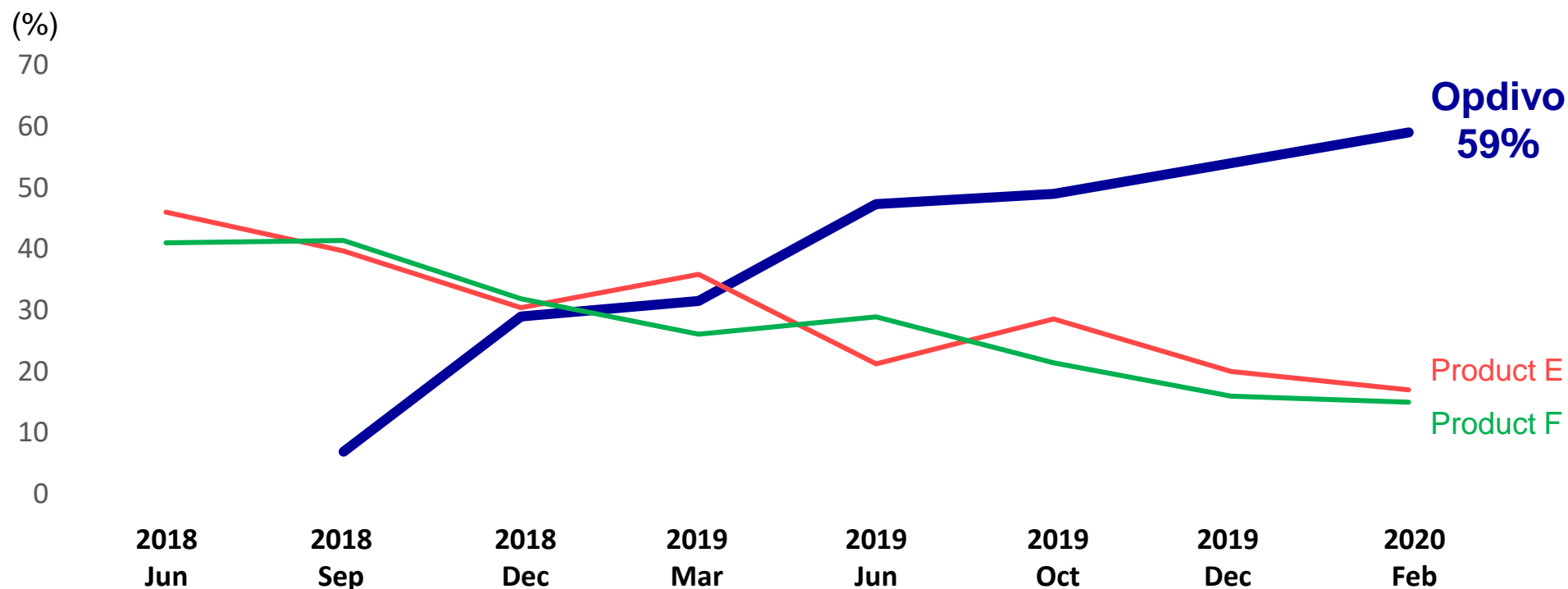


Estimation based on internal survey (2020)



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

	2018 Jun	Sep	Dec	2019 Mar	Jun	Oct	Dec	2020 Feb	
Opdivo	-	7	29	32	47	49	54	59	(%)
Product E	46	40	30	36	21	29	20	17	(%)
Product F	41	41	32	26	29	21	16	15	(%)

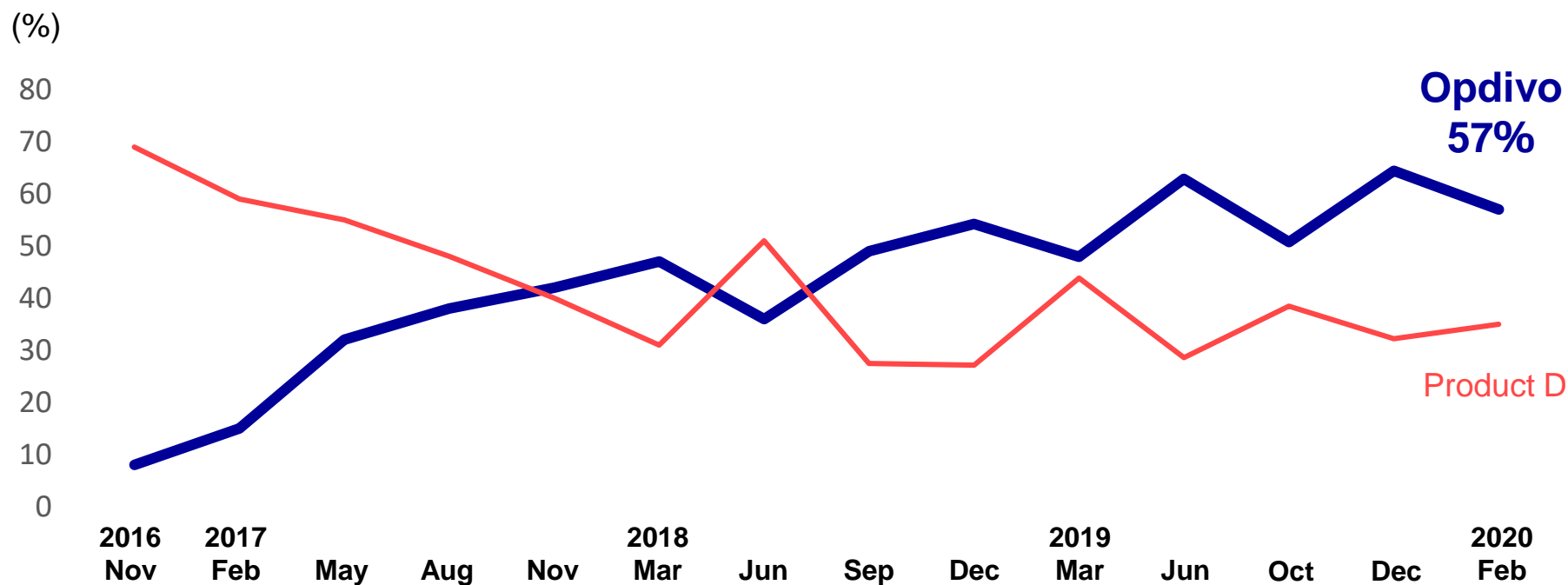


Source: External data (Sep 2018 – Feb 2020: n=39~100)



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	Oct	Dec	2020 Feb	(%)
Opdivo	8	15	32	38	42	47	36	49	54	48	63	51	64	57	(%)
Product D	69	59	55	48	40	31	51	27	27	44	29	38	32	35	(%)



Source: External data (Nov 2016 – Feb 2020: n=32~57)



ONO PHARMACEUTICAL CO.,LTD.

Dedicated to Man's Fight against Disease and Pain