

# Trend of Opdivo

**Oct 30, 2020**

# 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

¥ 90.6 bil



FY2018 (Result)

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

¥ 87.3 bil



FY2019 (Result)

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

¥ 98.0 bil



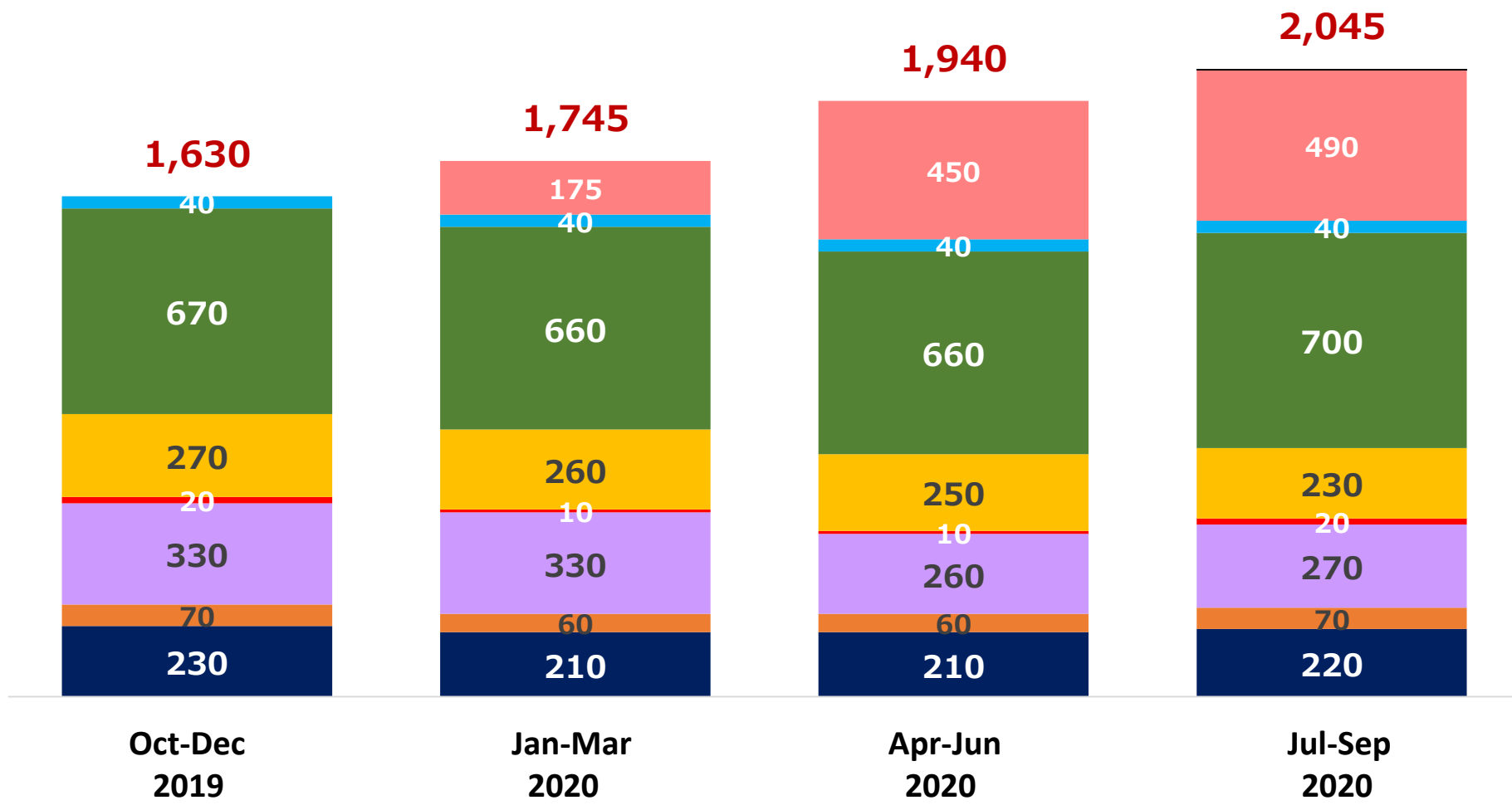
FY2020 (Forecast)

Source: Estimation from external and internal data

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

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

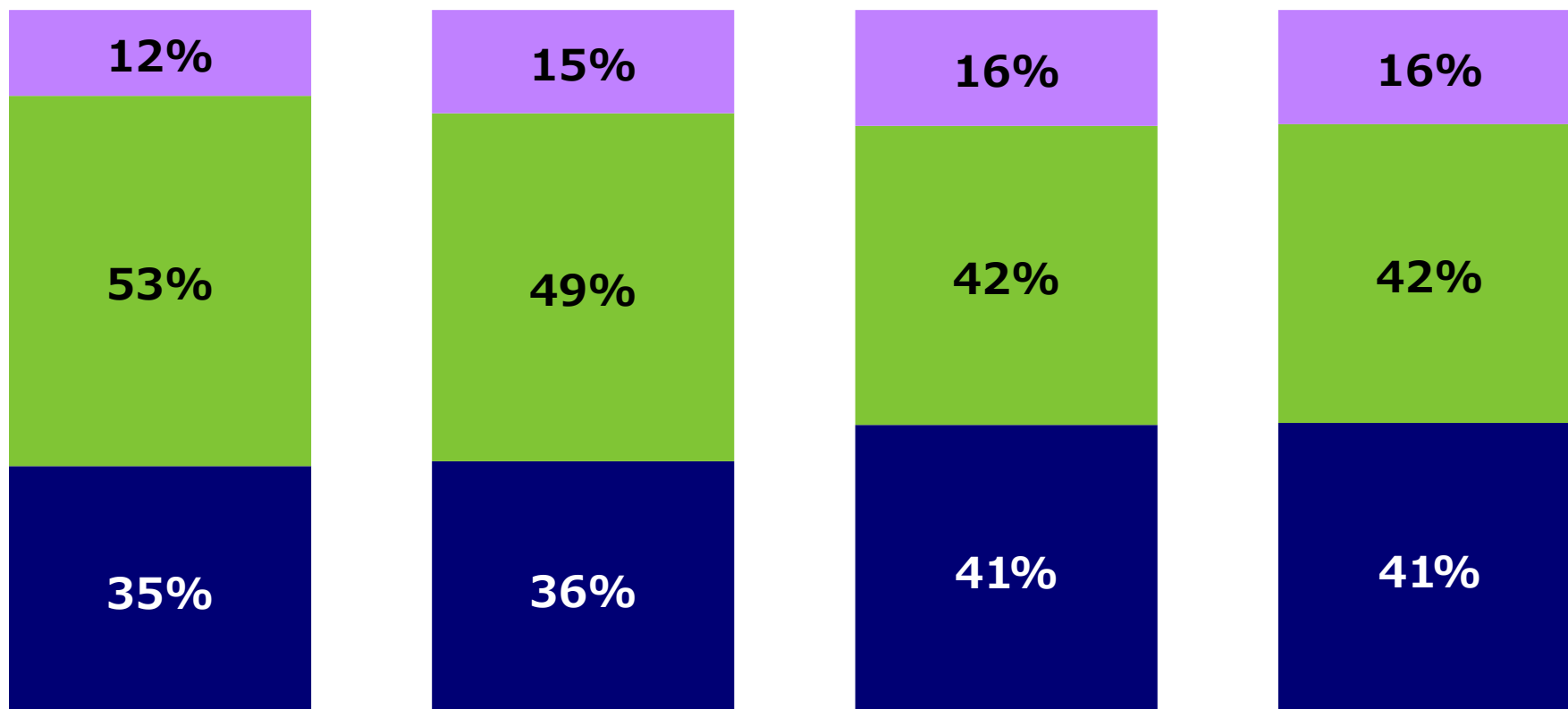
(Average person/mon)



Source: Estimation from external and internal data

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

■ Opdivo    ■ Product A    ■ Product B



Oct-Dec  
2019

Jan-Mar  
2020

Apr-Jun  
2020

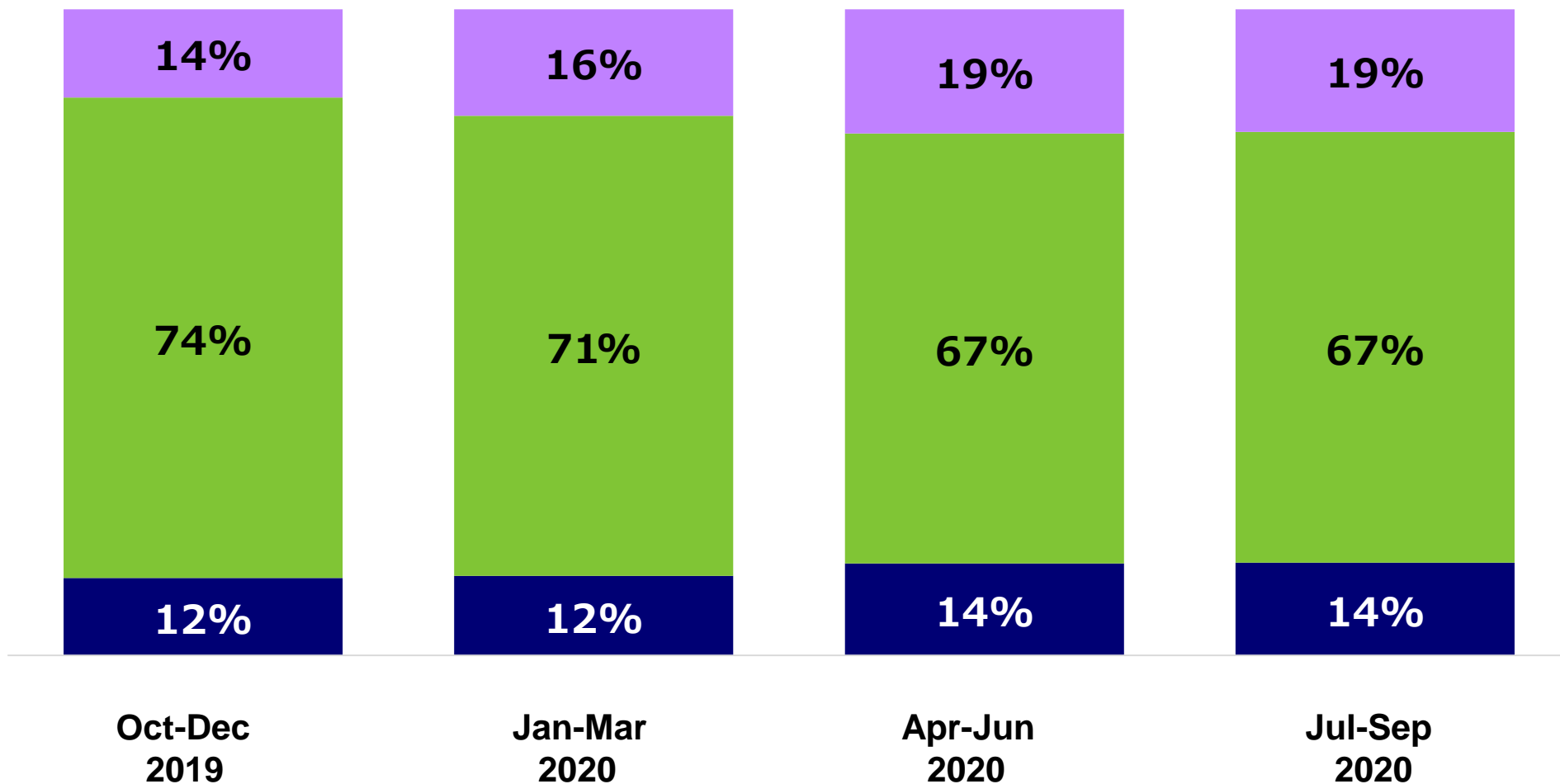
Jul-Sep  
2020

Source: External data



# Sales Ratio of ICPIs in NSCLC (Estimation)

■ Opdivo   ■ Product A   ■ Product B

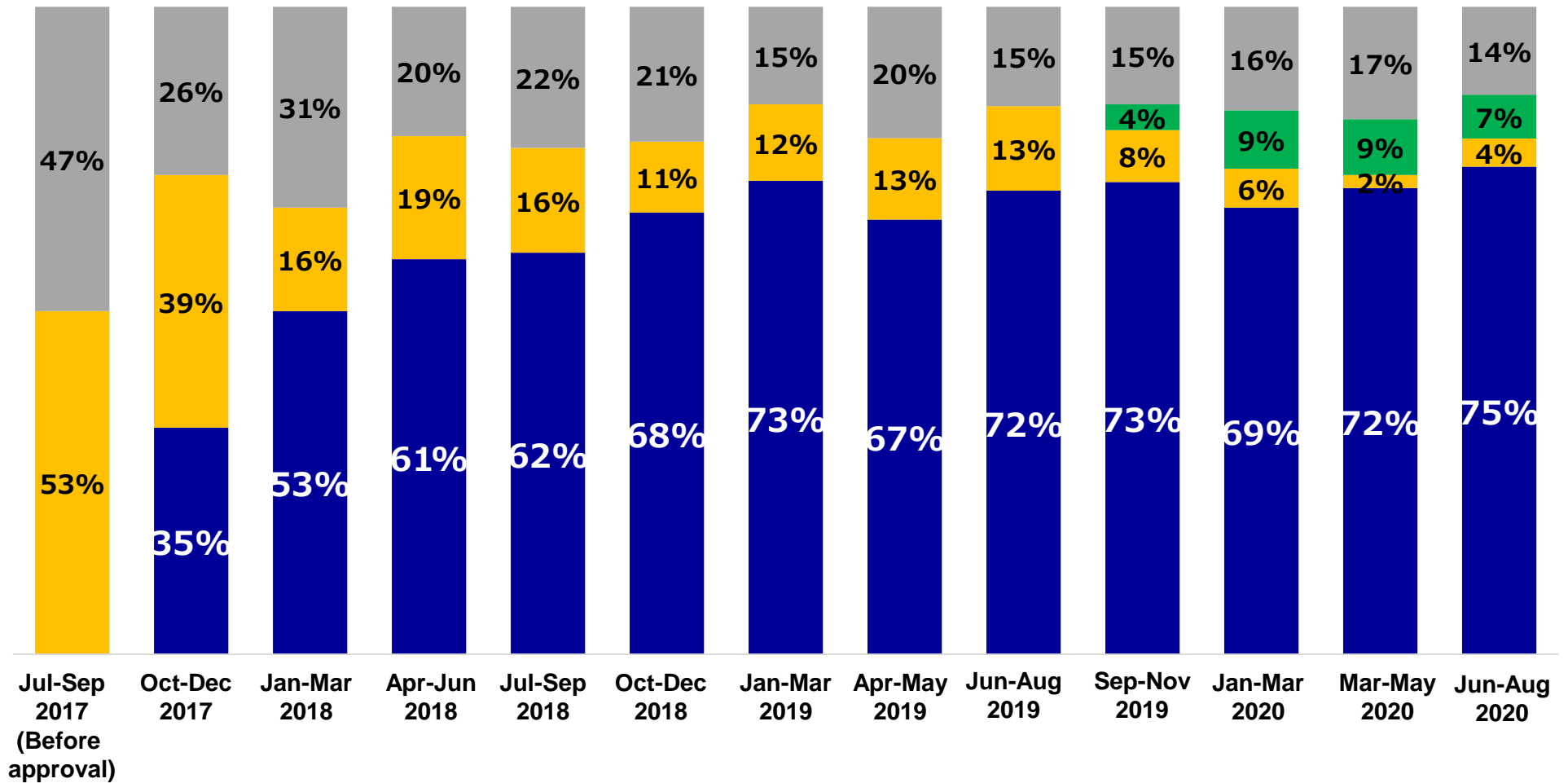


Source: External data

# Prescription Ratio in Patients Newly Treated for 3L GC

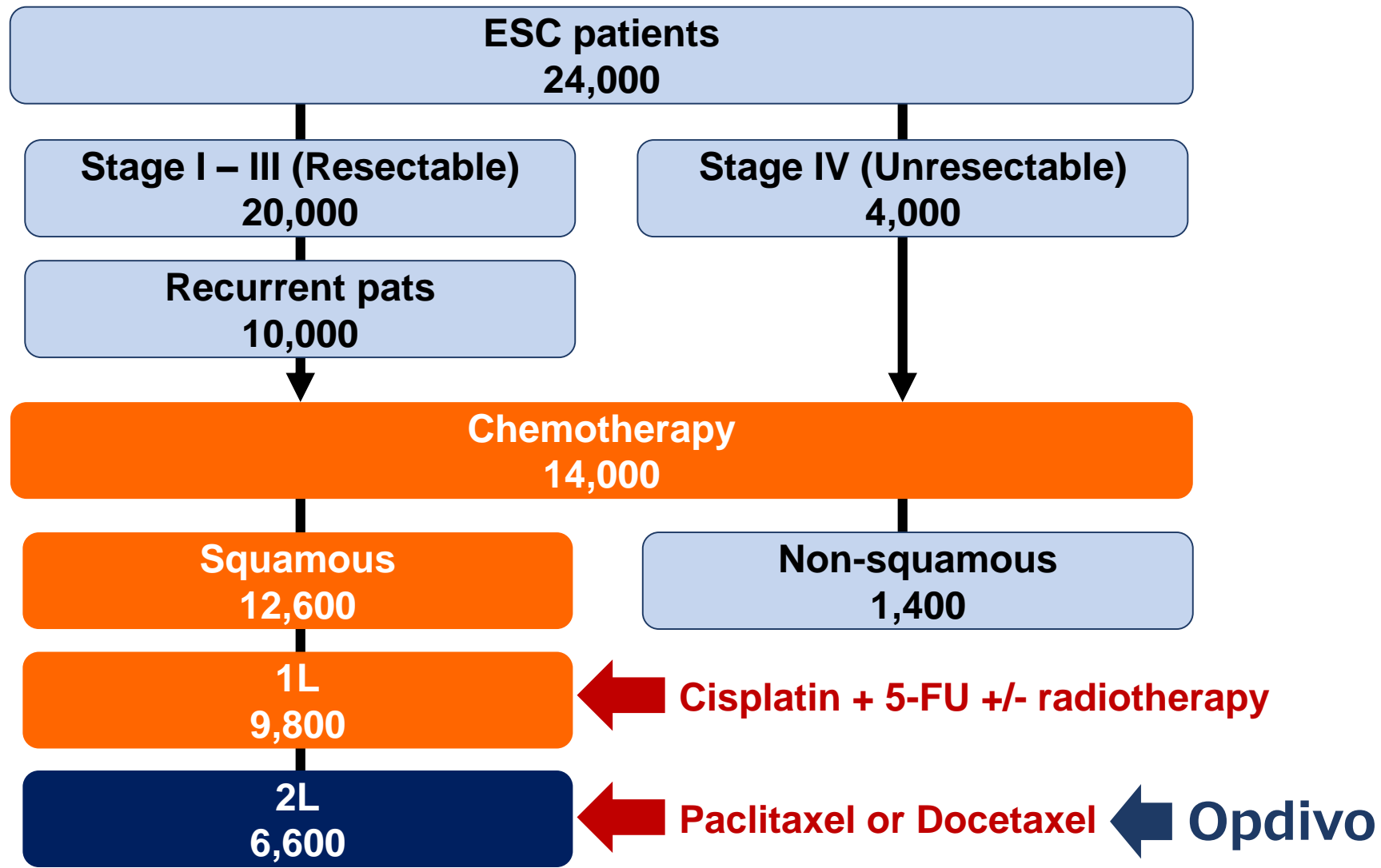
※ Patients starting 3L GC within the last 3 months

Opdivo   Product C   Product D   Others



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

# Number of ESC patients per year in Japan

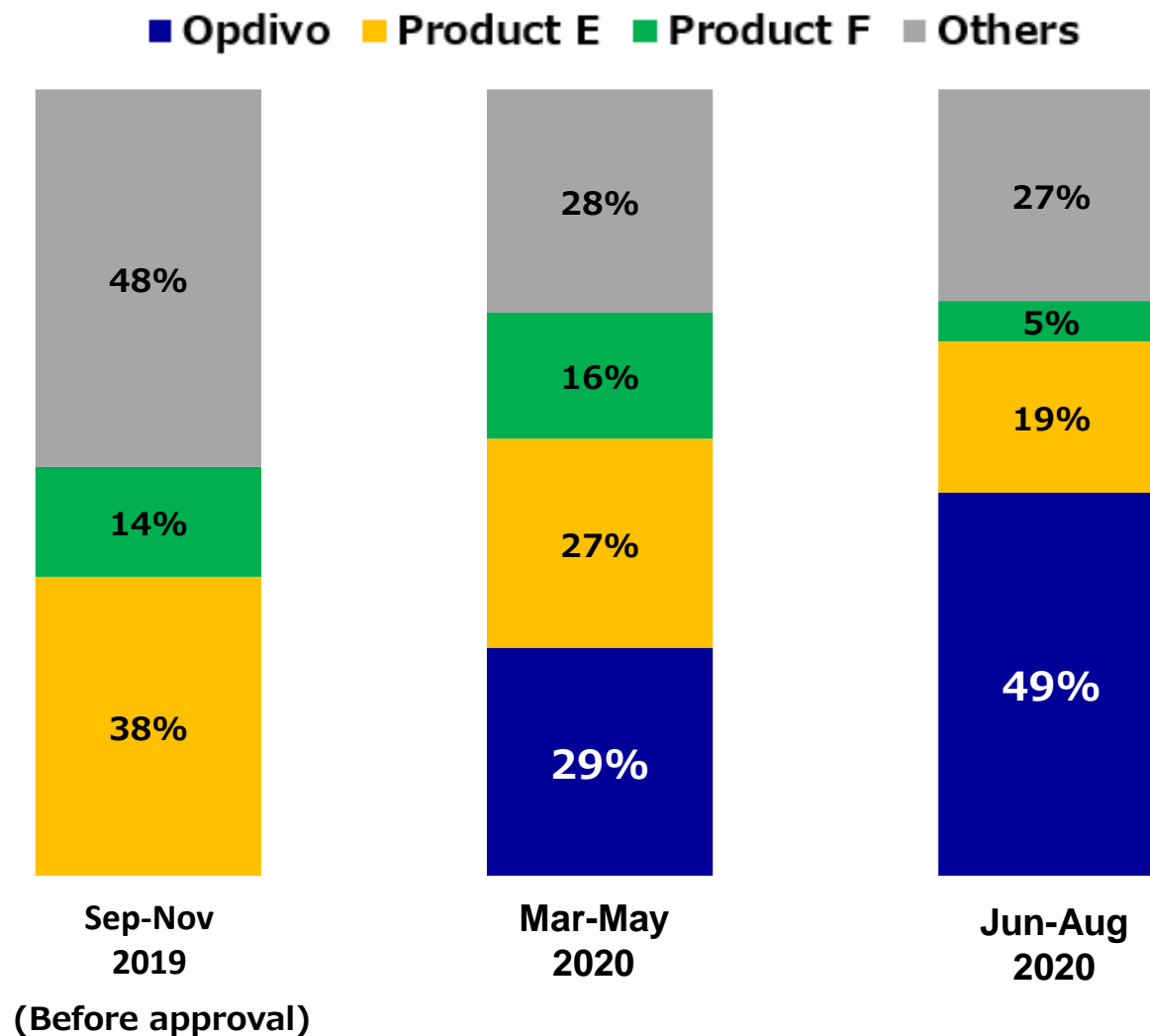


Estimation based on internal survey in 2020



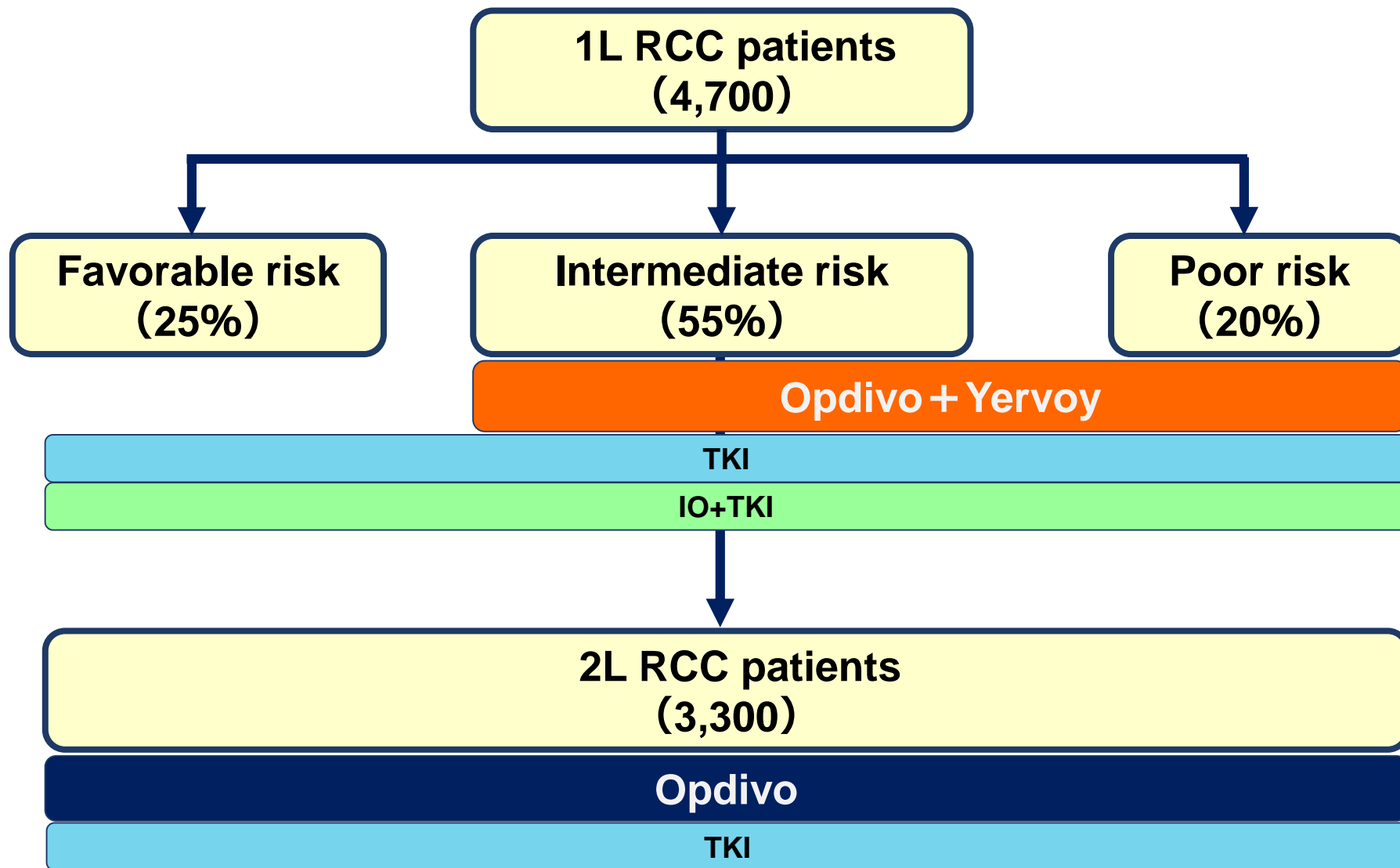
# Prescription Ratio in Patients Newly Treated for 2L ESC (Squamous Cell Carcinoma)

※ Patients starting 2L ESC within the last 3 months



Source: External data (Sep 2019 – Aug 2020: n=150~158)

# Number of Patients Treated with Drugs for Advanced or Metastatic RCC per year in Japan

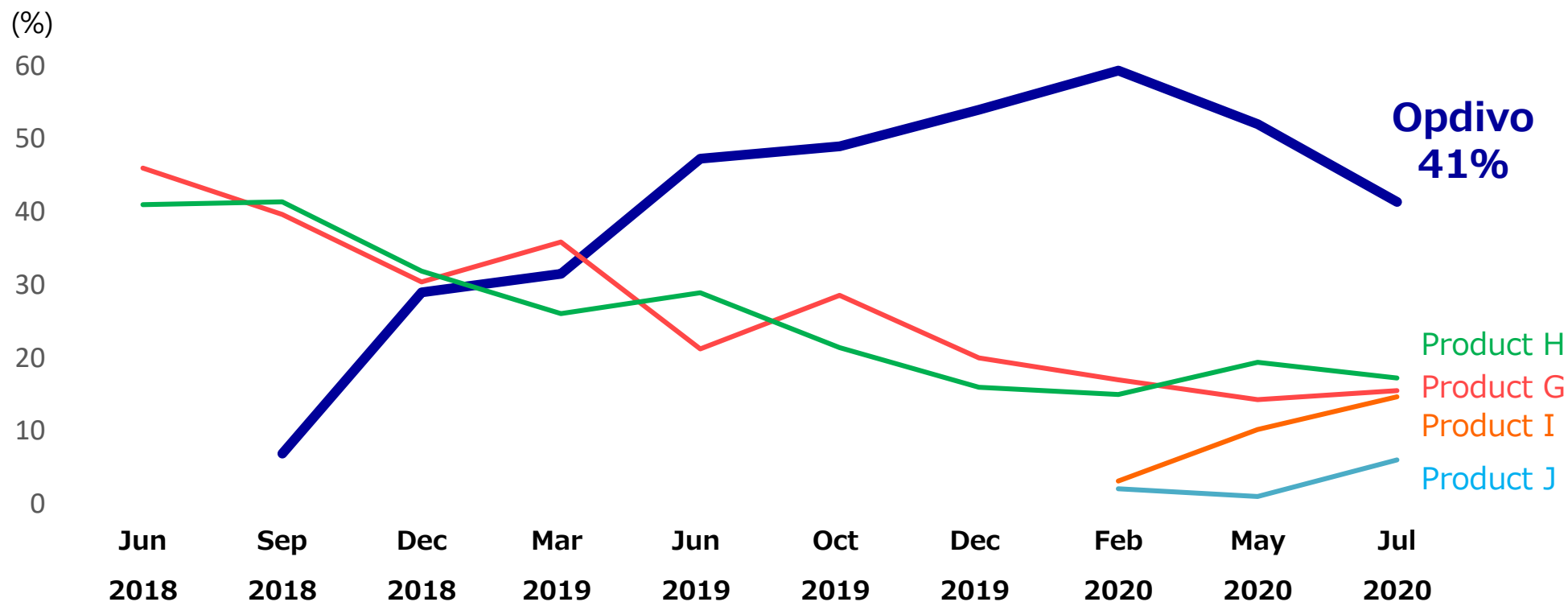


Estimation based on internal survey (2020)



# Prescription Ratio in Patients Newly Treated for Advanced or Metastatic 1L RCC

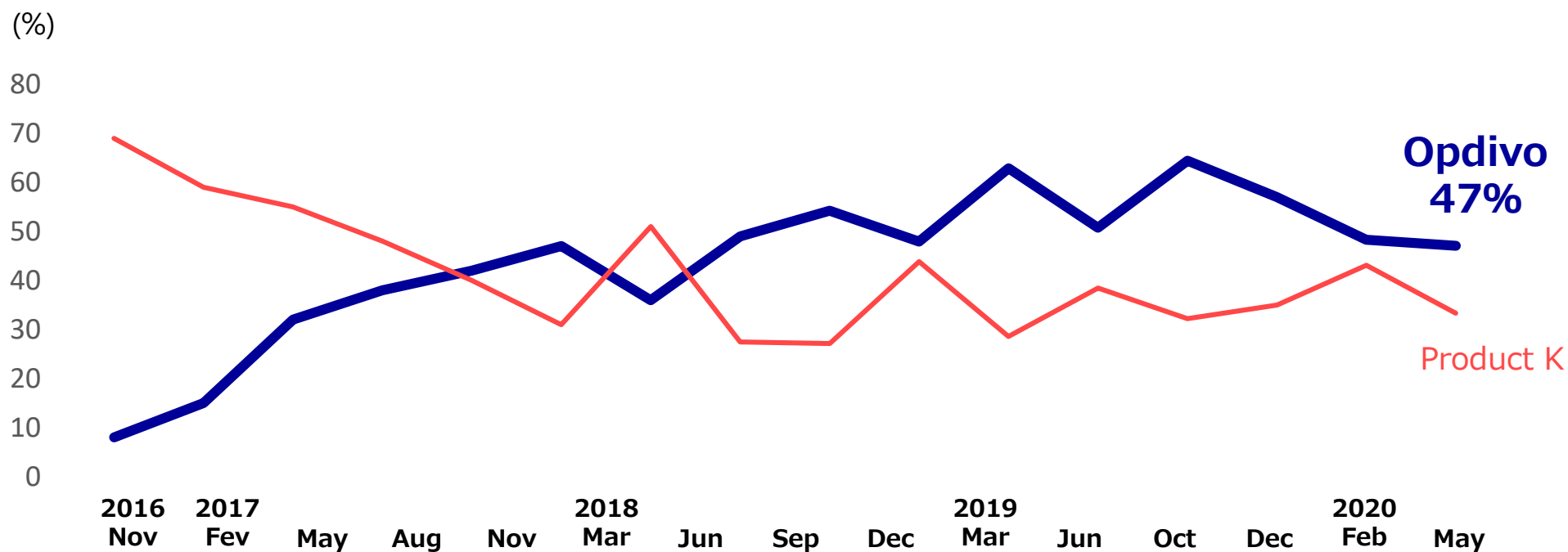
|               | 2018 |          |           | 2019      |           |           |           | 2020      |           |           |     |
|---------------|------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----|
|               | Jun  | Sep      | Dec       | Mar       | Jun       | Oct       | Dec       | Feb       | May       | Jul       | (%) |
| <b>Opdivo</b> | -    | <b>7</b> | <b>29</b> | <b>32</b> | <b>47</b> | <b>49</b> | <b>54</b> | <b>59</b> | <b>52</b> | <b>41</b> | (%) |
| Product G     | 46   | 40       | 30        | 36        | 21        | 29        | 20        | 17        | 14        | 16        | (%) |
| Product H     | 41   | 41       | 32        | 26        | 29        | 21        | 16        | 15        | 19        | 17        | (%) |
| Product I     |      |          |           |           |           |           |           | 3         | 10        | 15        | (%) |
| Product J     |      |          |           |           |           |           |           | 2         | 1         | 6         | (%) |



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

# Prescription Ratio in Patients Newly Treated for Advanced or Metastatic 2L RCC

|               | 2016<br>Nov | 2017<br>Feb | May       | Aug       | Nov       | 2018<br>Mar | Jun       | Sep       | Dec       | 2019<br>Mar | Jun       | Oct       | Dec       | 2020<br>Feb | May       | Jul       | (%) |
|---------------|-------------|-------------|-----------|-----------|-----------|-------------|-----------|-----------|-----------|-------------|-----------|-----------|-----------|-------------|-----------|-----------|-----|
| <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> | <b>64</b> | <b>57</b>   | <b>48</b> | <b>47</b> | (%) |
| Product K     | 69          | 59          | 55        | 48        | 40        | 31          | 51        | 27        | 27        | 44          | 29        | 38        | 32        | 35          | 43        | 33        | (%) |



Source: External data (Nov 2016 – Jul 2020: n=32~58)



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