

Trend of Opdivo

May 12, 2021

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:

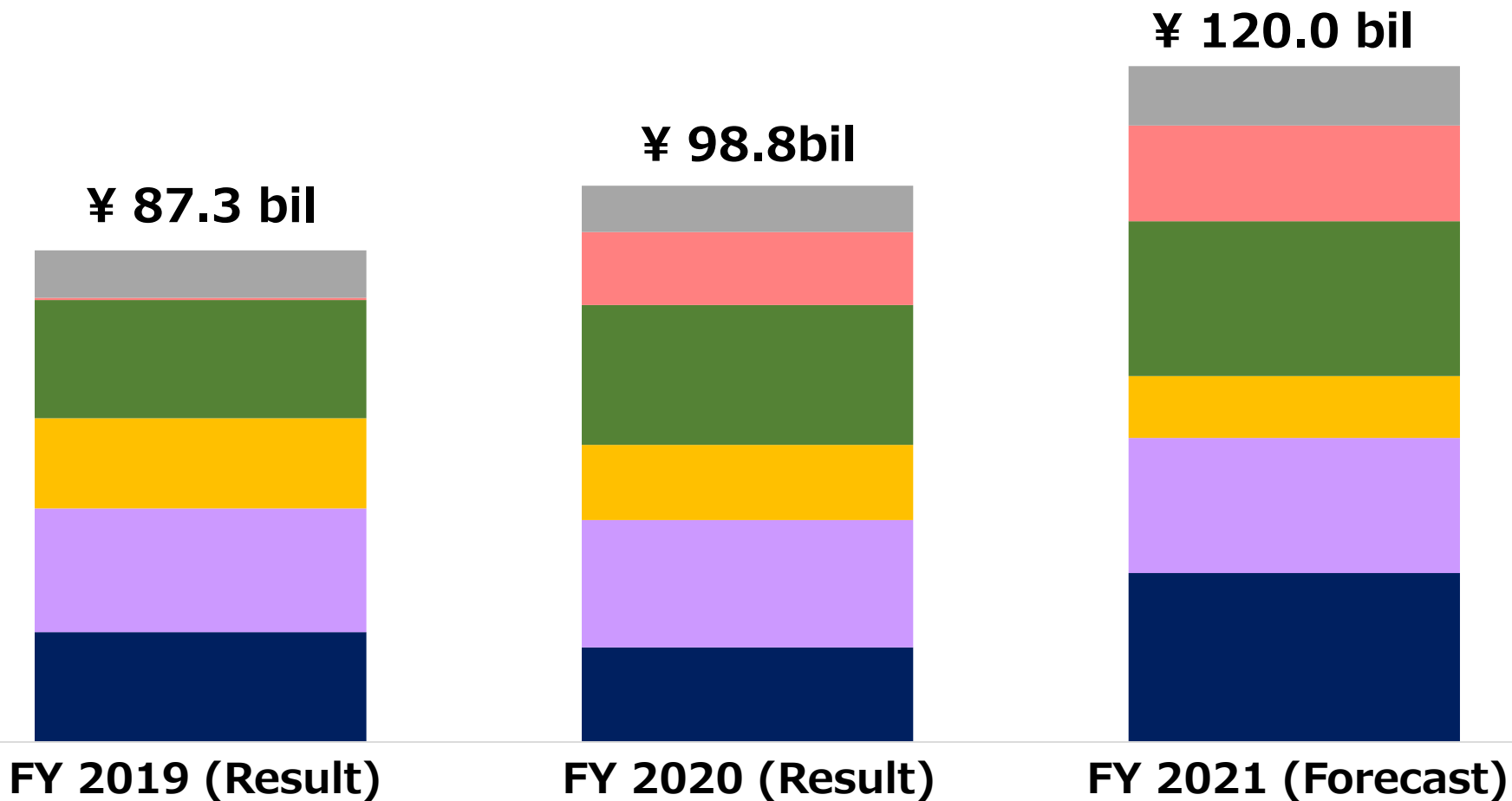
- (i) failures in new product development*
- (ii) changes in general economic conditions due to reform of medical insurance system*
- (iii) failures in obtaining the expected results due to effects of competing products or generic drugs*
- (iv) infringements of the Company's intellectual property rights 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

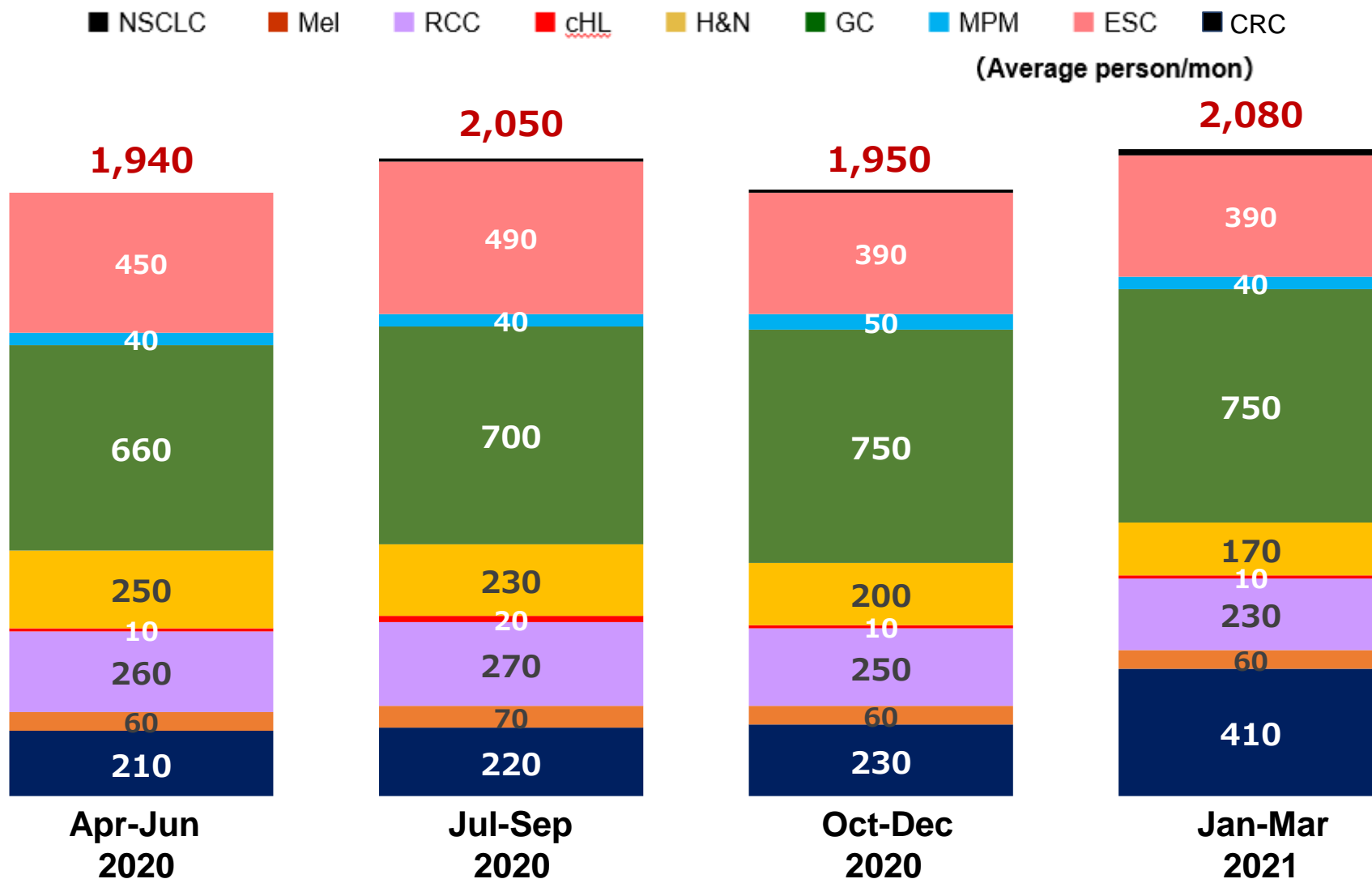
■ NSCLC ■ RCC ■ H&N ■ GC ■ ESC ■ Others



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

Source: Estimation from external and internal data

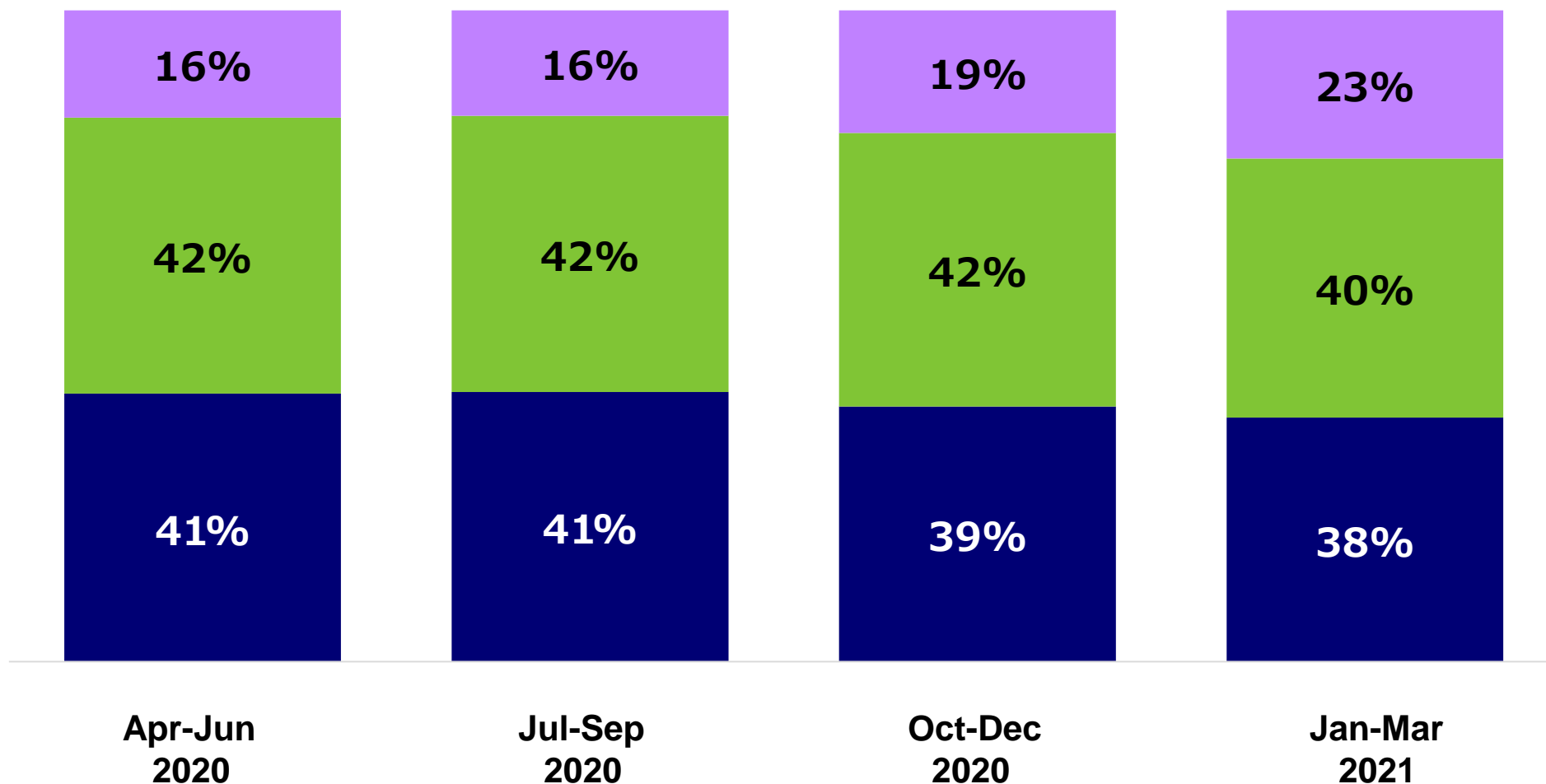
Number of Patients Newly Prescribed with Opdivo by Each Cancer (Estimation)



Source: Estimation from external and internal data

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

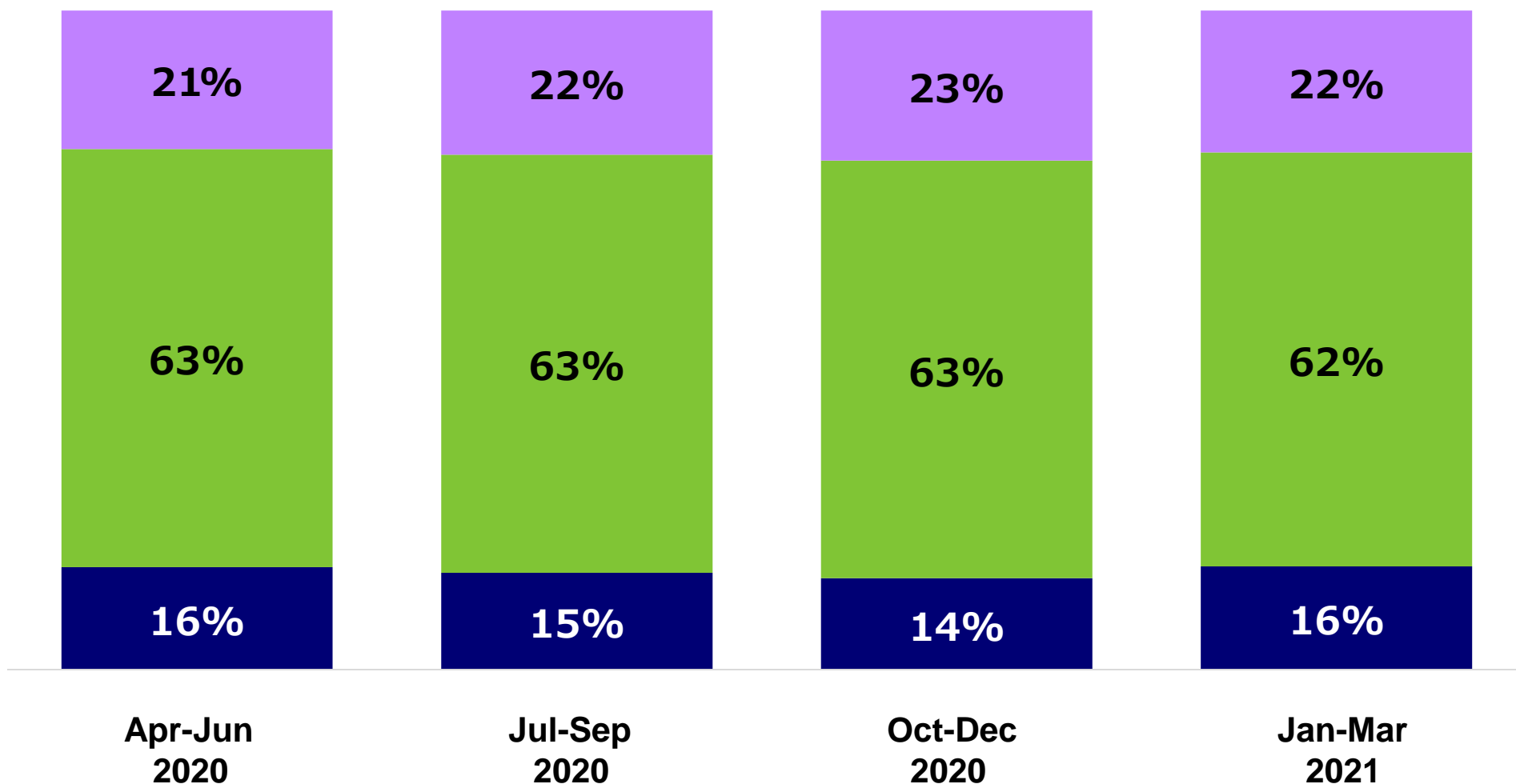
■ Opdivo ■ Product A ■ Product B



Source: External data

Sales Ratio of ICPIs in NSCLC (Estimation)

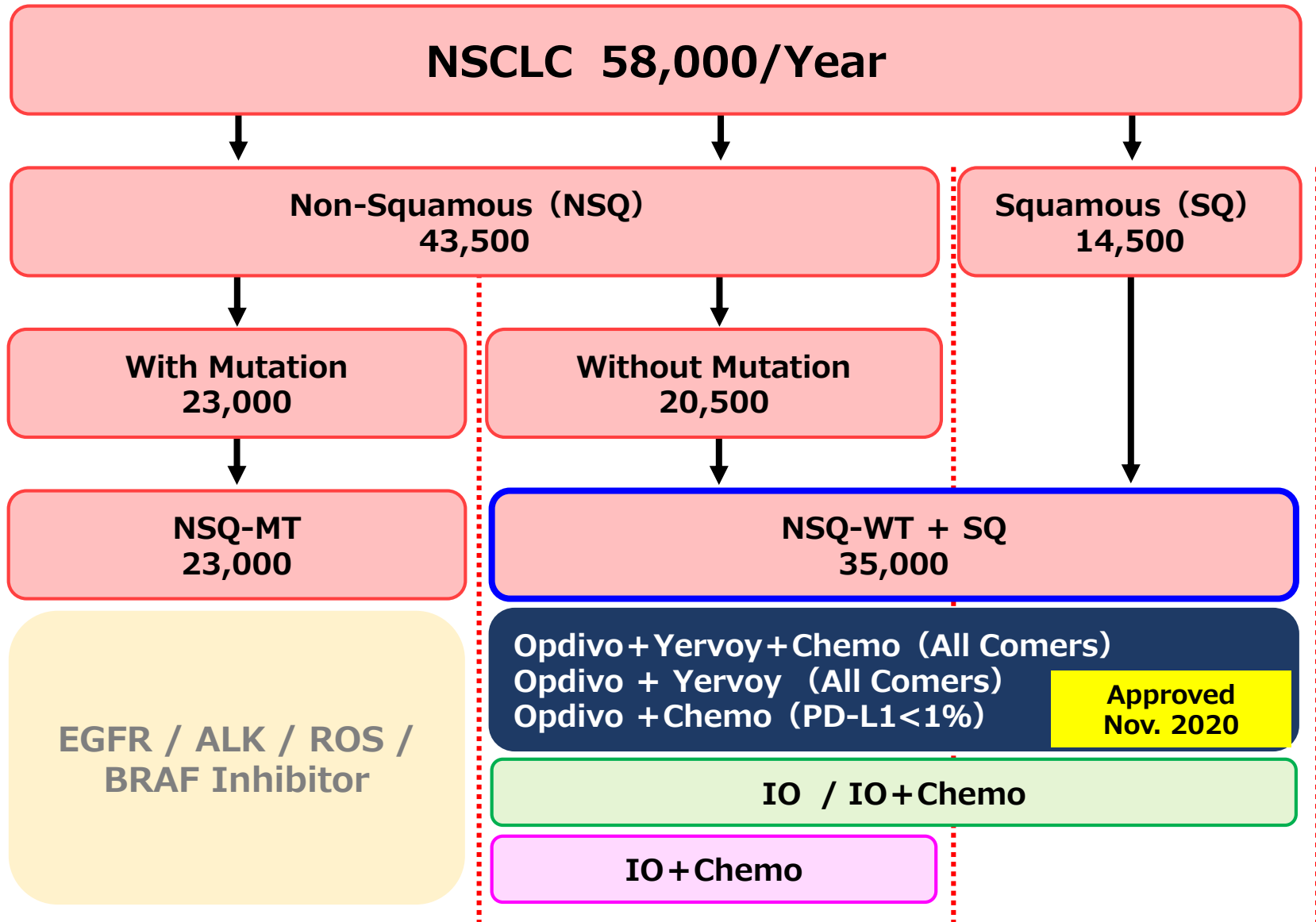
■ Opdivo ■ Product A ■ Product B



Source: External data

Number of NSCLC* Patients per year in Japan

* : Unresectable Advanced or Recurrent NSCLC

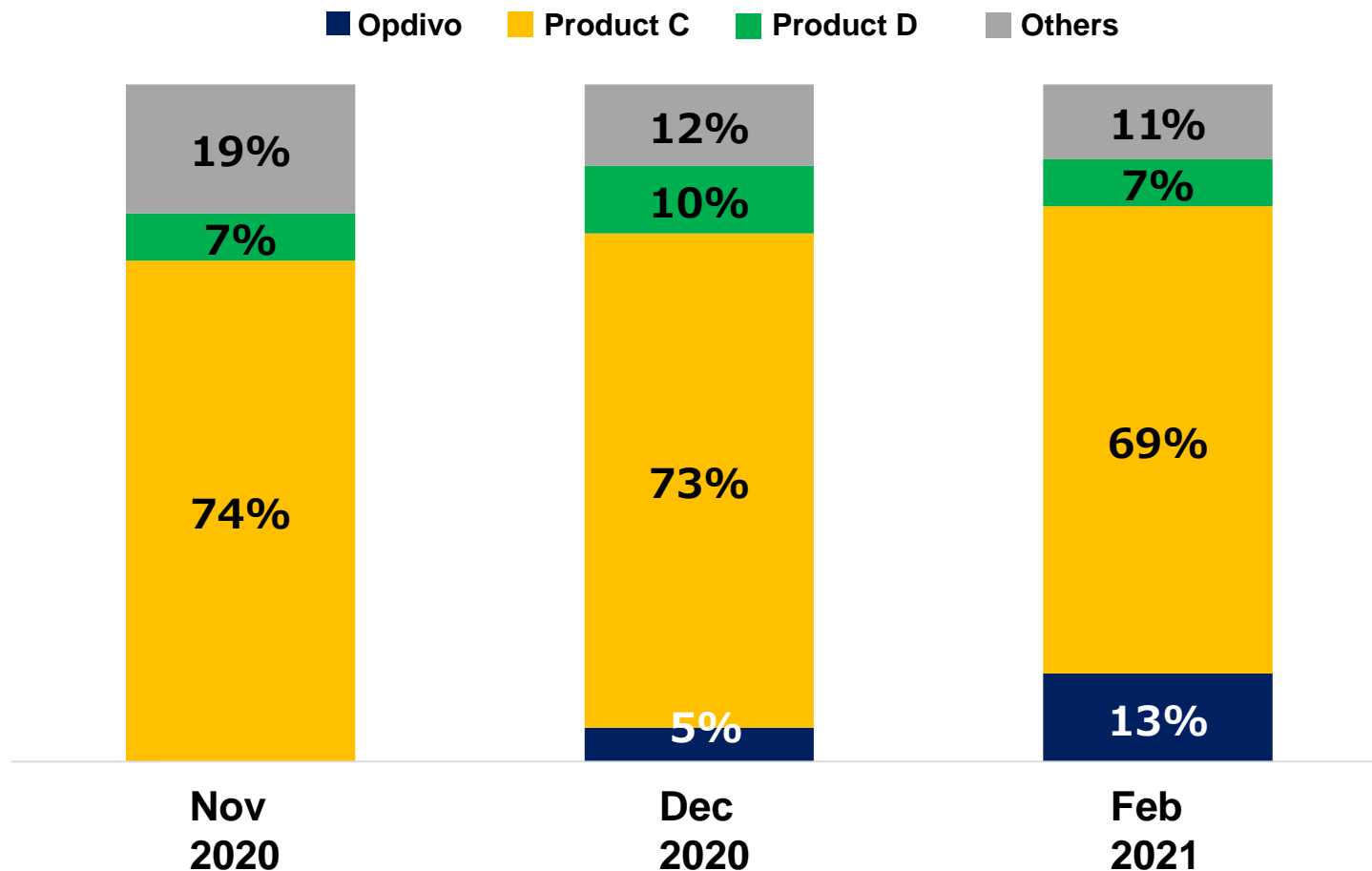


Estimation based on internal survey (2021)



Prescription Ratio in Patients Newly Treated for 1L NSCLC

※Patients starting 1L treatment within the last 1 months (Except Driver Mutation)

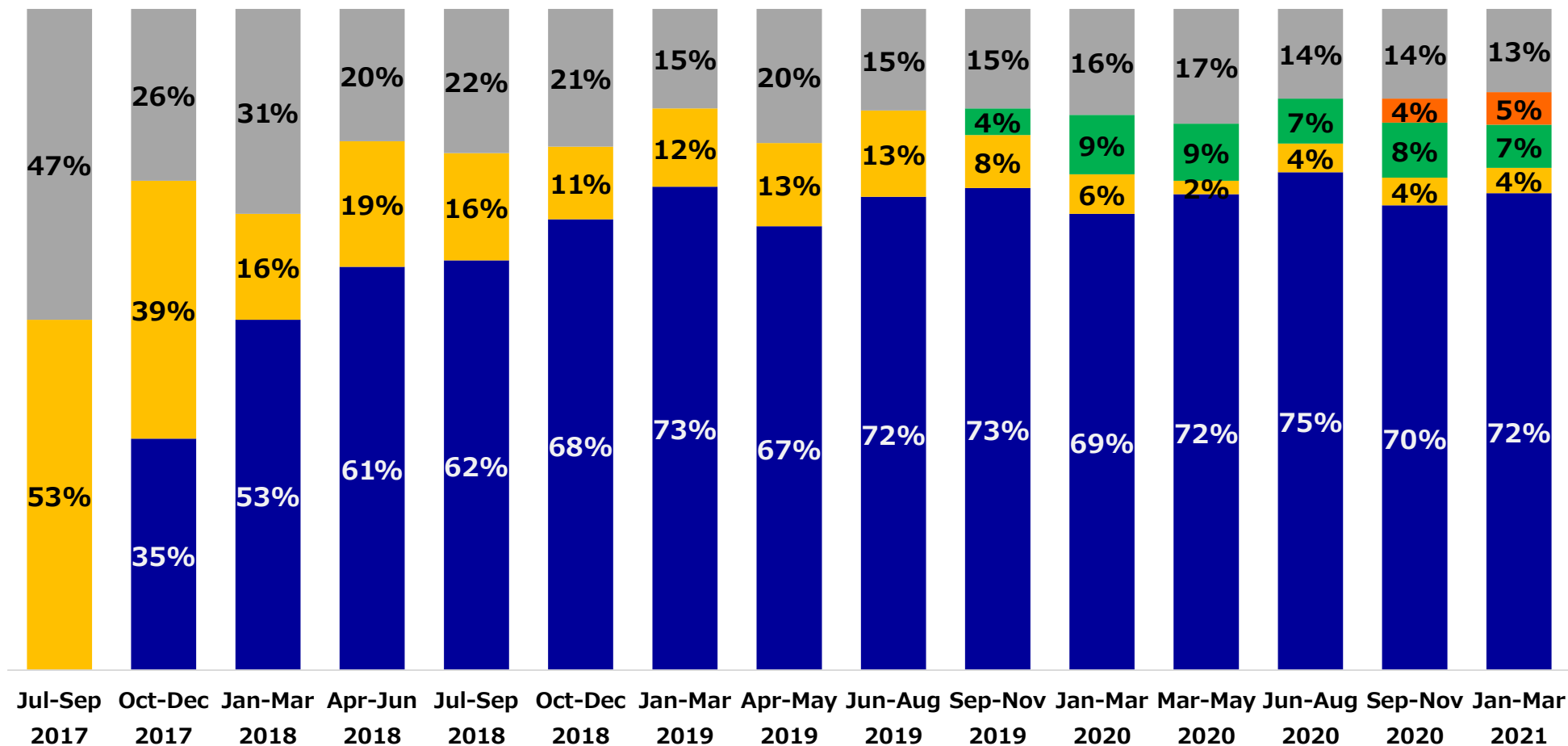


Source: External data (Nov 2020 – Feb 2021: n=193~245)

Prescription Ratio in Patients Newly Treated for 3L GC

※Patients starting 3L treatment within the last 3 months

■ Opdivo ■ Product E ■ Product F ■ Product G ■ Others

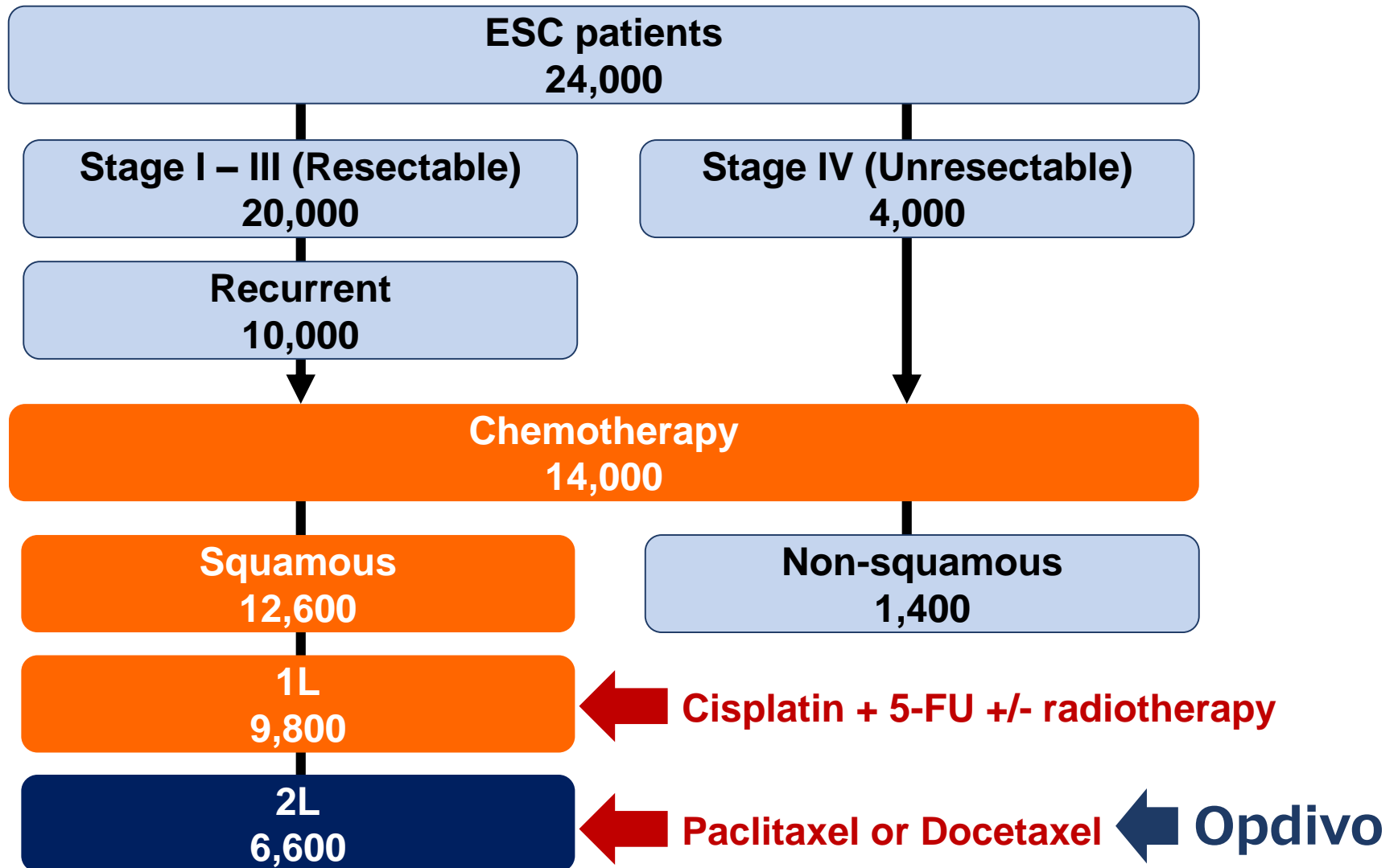


(Before approval)

Source: External data (Jul 2017 – Mar 2021: n=190~250)

Number of ESC* Patients per year in Japan

* : Unresectable Advanced or Recurrent ESC

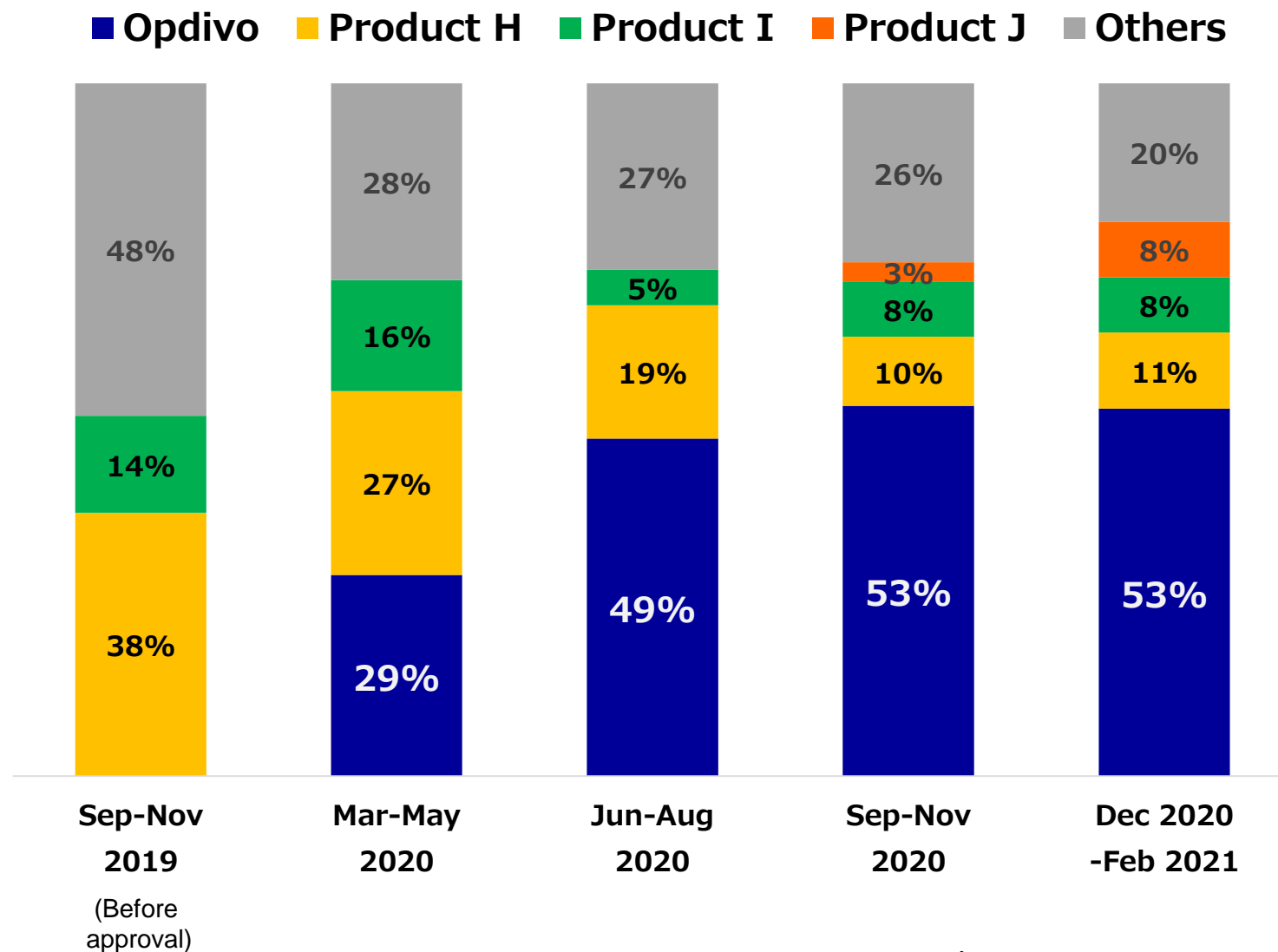


Estimation based on internal survey in 2020



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

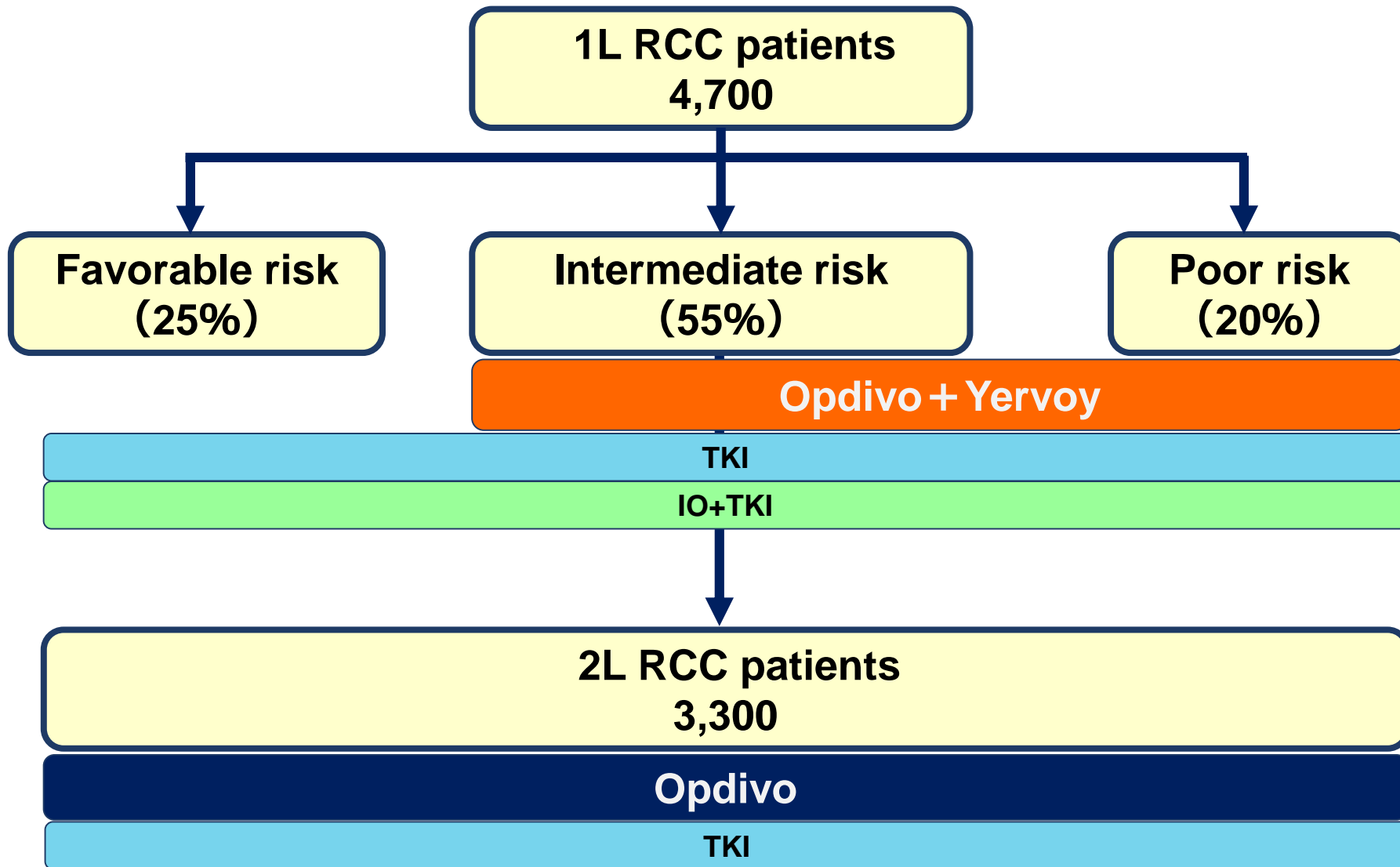
※ Patients starting 2L ESC within the last 3 months



Source: External data (Sep 2019 – Feb 2021: n=150~158)

Number of RCC* Patients per year in Japan

* : Unresectable or Metastatic RCC

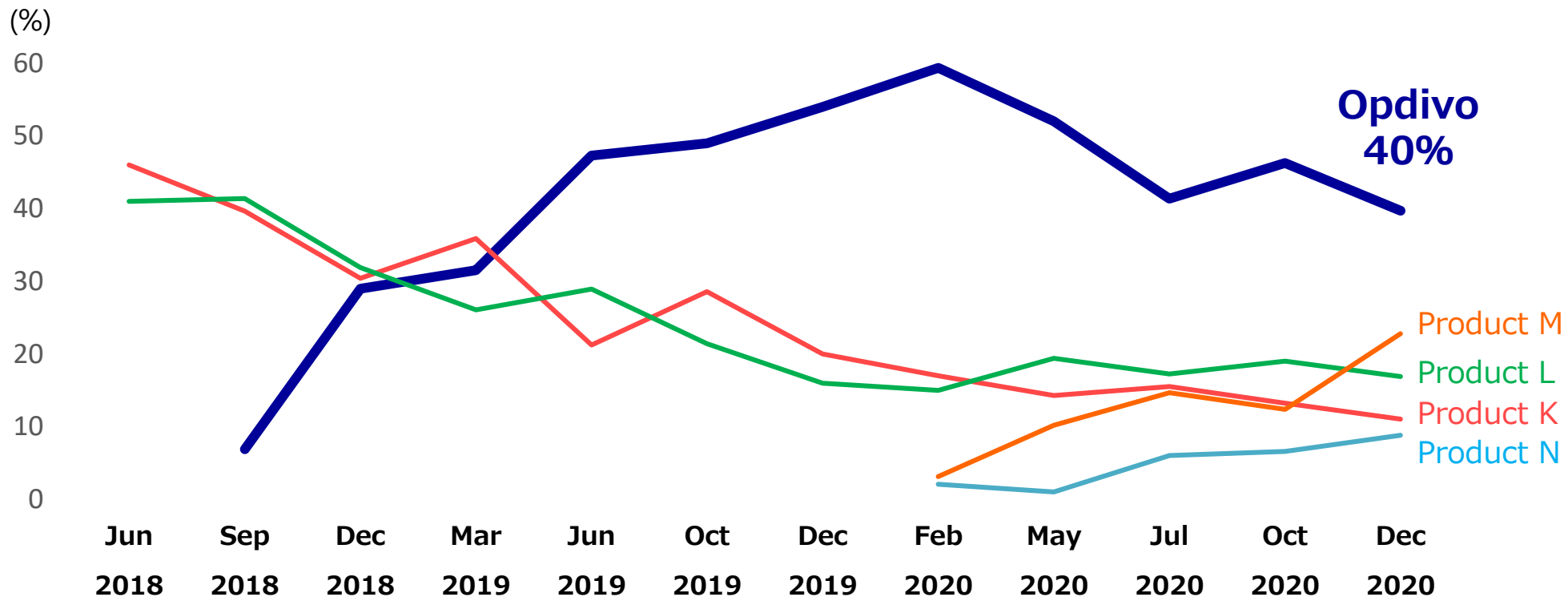


Estimation based on internal survey (2020)



Prescription Ratio in Patients Newly Treated for 1L RCC

	2018			2019				2020					
	Jun	Sep	Dec	Mar	Jun	Oct	Dec	Feb	May	Jul	Oct	Dec	(%)
Opdivo	-	7	29	32	47	49	54	59	52	41	46	40	(%)
Product K	46	40	30	36	21	29	20	17	14	16	13	11	(%)
Product L	41	41	32	26	29	21	16	15	19	17	19	17	(%)
Product M								3	10	15	12	23	(%)
Product N								2	1	6	7	9	(%)

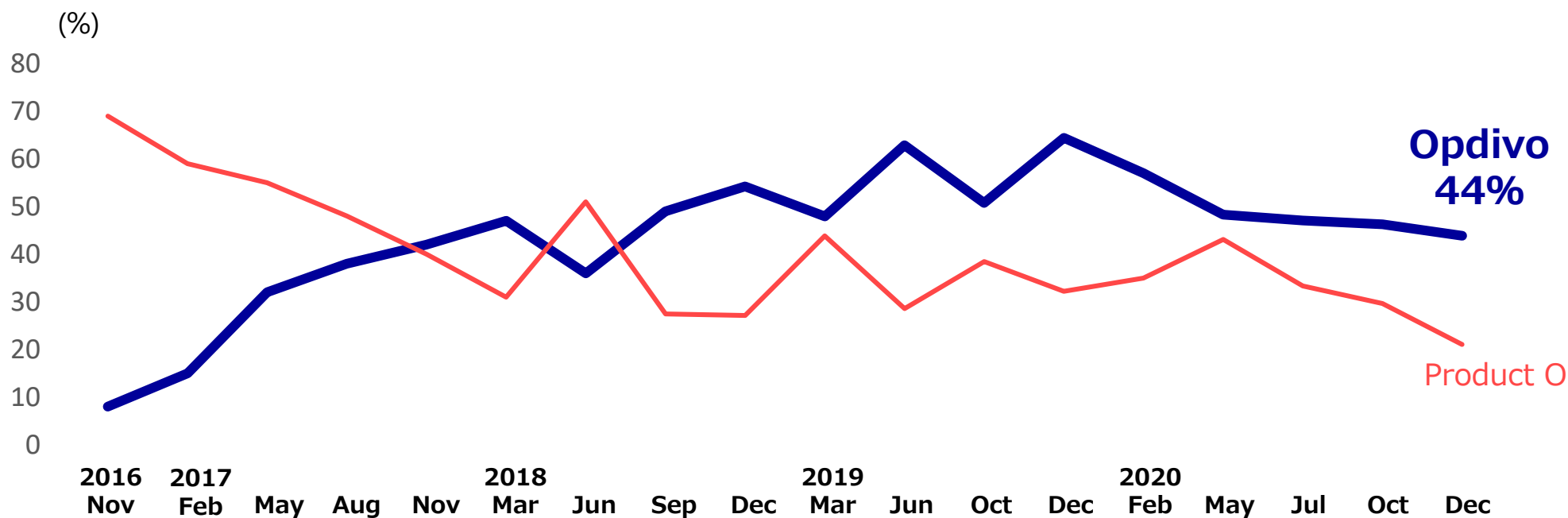


Source: External data (Jun 2018 – Dec 2020: n=39~100)



Prescription Ratio in Patients Newly Treated for 2L RCC

	2016		2017		2018				2019				2020						
	Nov	Feb	May	Aug	Nov	Mar	Jun	Sep	Dec	Mar	Jun	Oct	Dec	Feb	May	Jul	Oct	Dec	
Opdivo	8	15	32	38	42	47	36	49	54	48	63	51	64	57	48	47	46	44	(%)
Product O	69	59	55	48	40	31	51	27	27	44	29	38	32	35	43	33	30	21	(%)



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



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