

# Trend of Opdivo

**July 30, 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:***

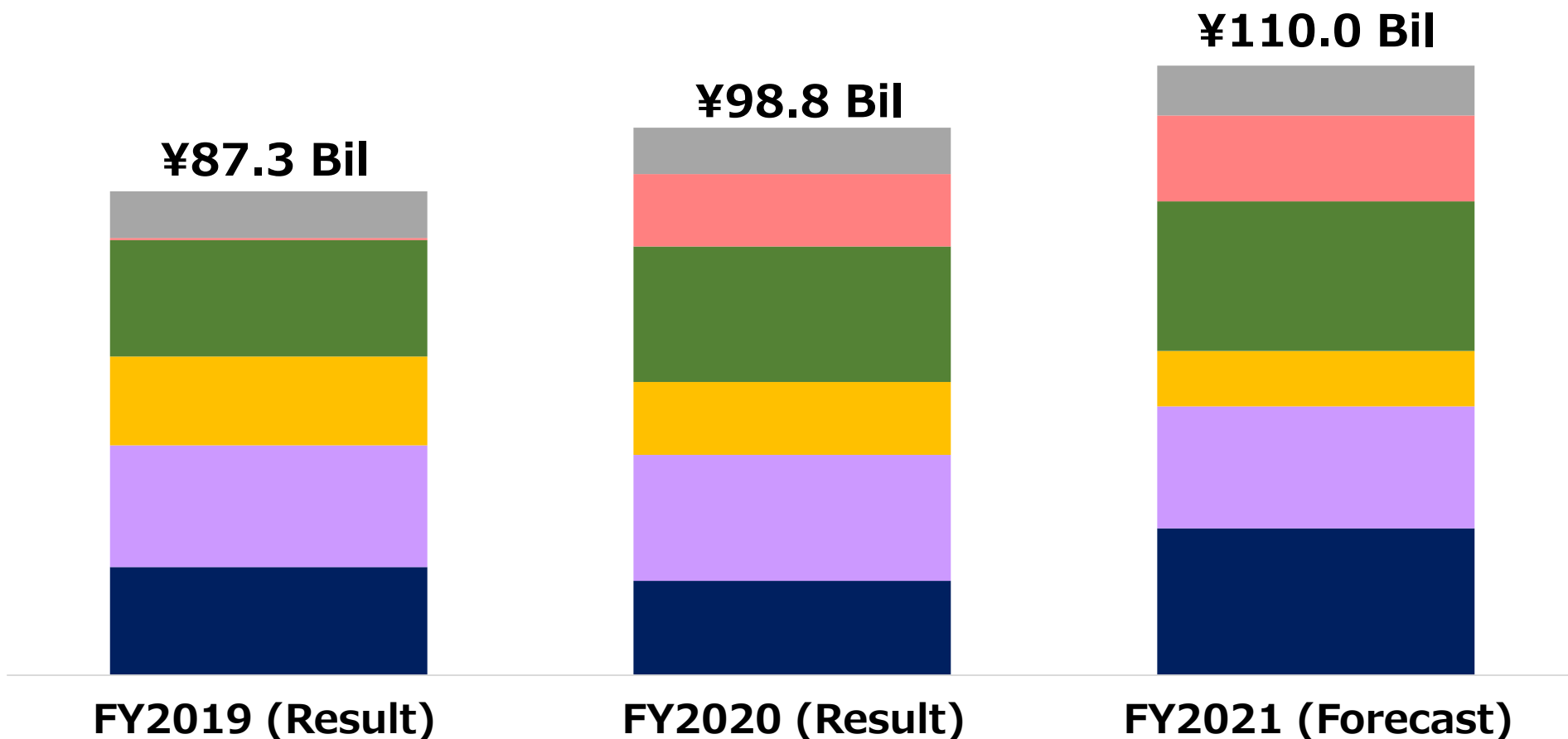
- ( i ) failures in new product development***
- ( ii ) changes in general economic conditions due to reform of medical insurance system***
- ( iii ) failures in obtaining the expected results due to effects of competing products or generic drugs***
- ( iv ) infringements of the Company's intellectual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

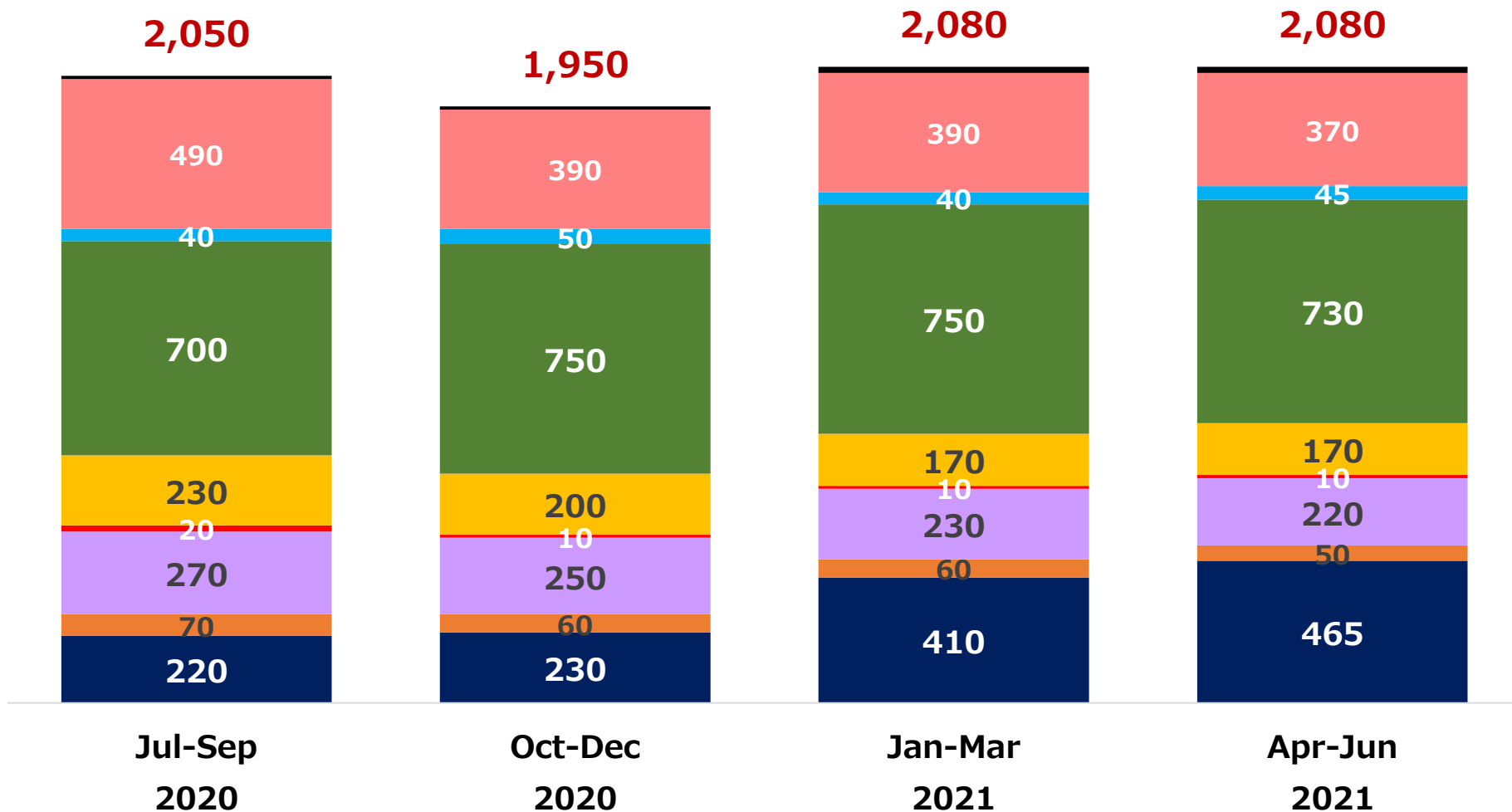
Source: Estimation from external and internal data



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

NSCLC  
  Mel  
  RCC  
  cHL  
  H&N  
  GC  
  MPM  
  ESC  
  CRC

(Average person/mon)



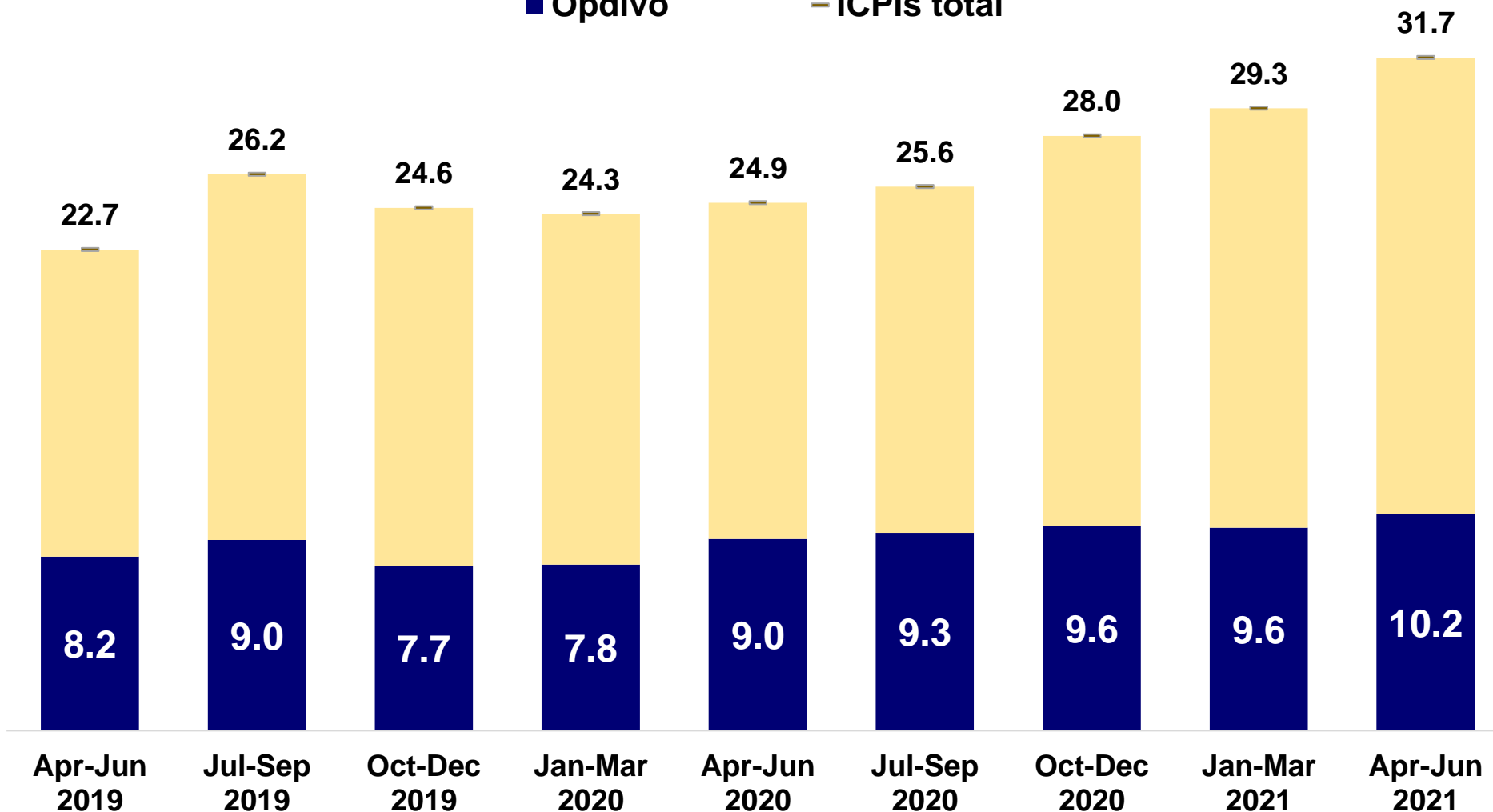
Source: Estimation from external and internal data

# Sales Trend of ICPIs (NHI price basis)

Average sales per month (¥Bil)

■ Opdivo

— ICPIs total

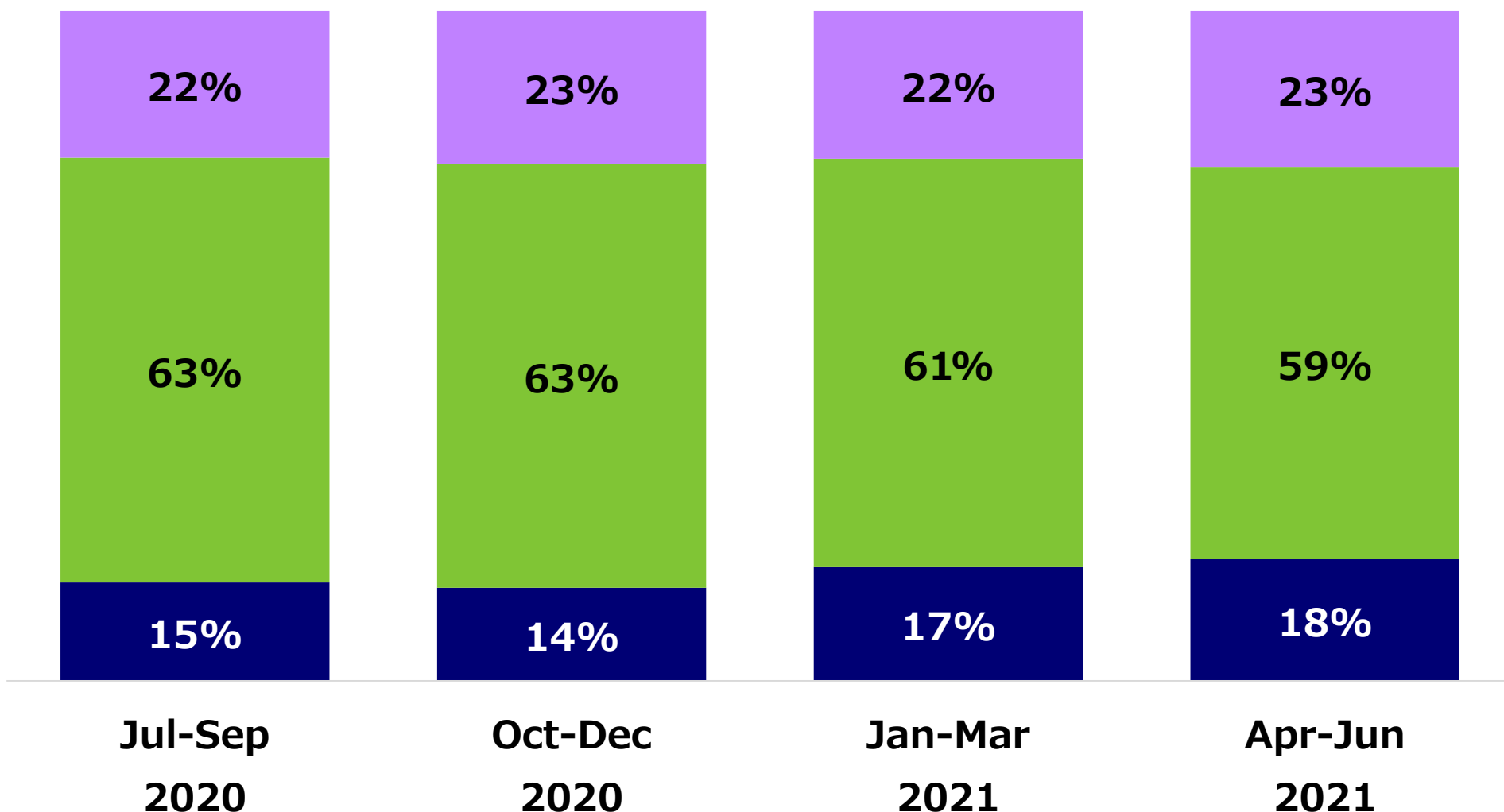


Source: External data



# Sales Ratio of ICPIs in NSCLC (Estimation)

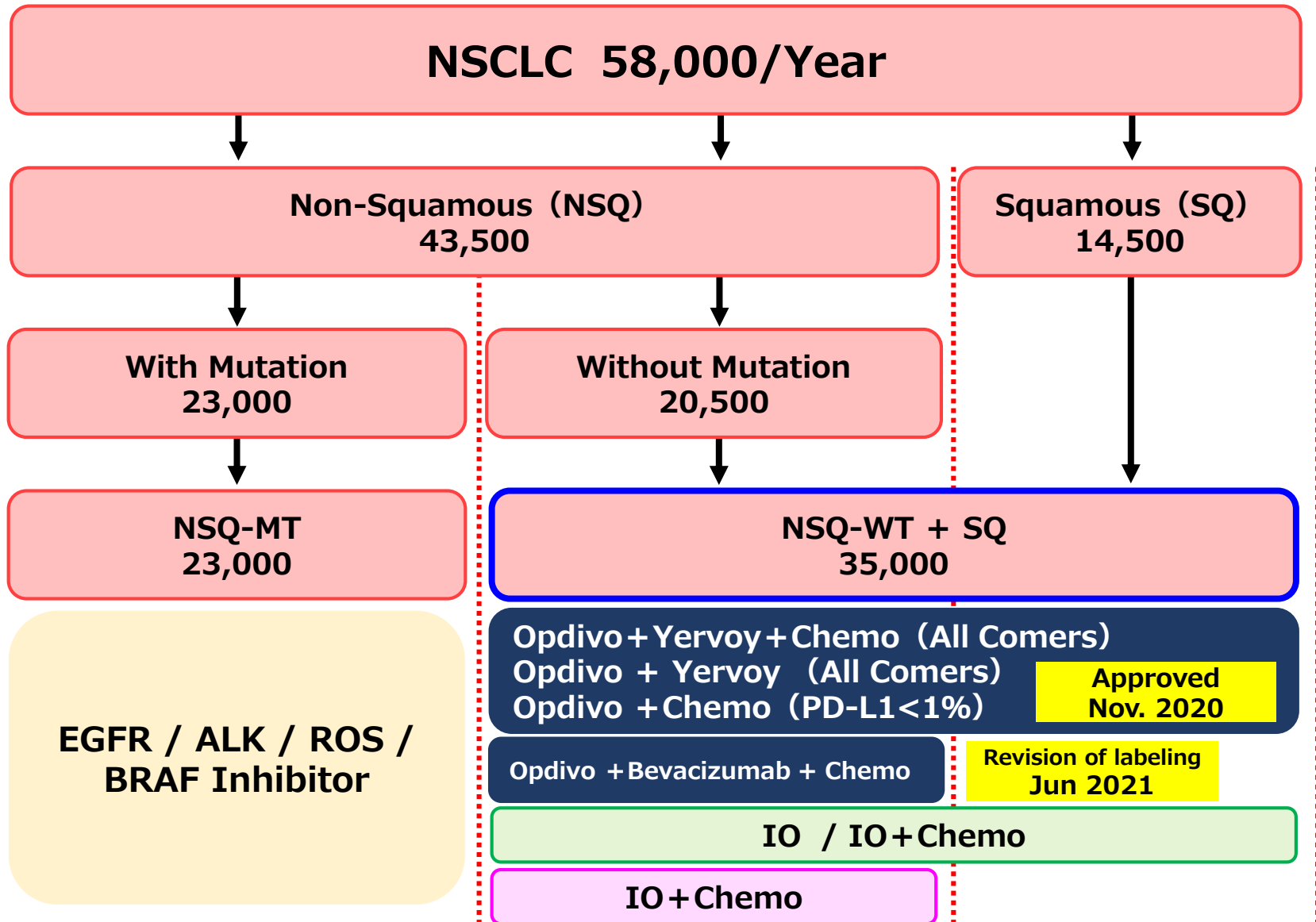
■ Opdivo ■ Product A ■ Product B



Source: External data

# Number of NSCLC\* Patients per year in Japan

\* : Unresectable Advanced or Recurrent NSCLC



1L

EGFR / ALK / ROS /  
BRAF Inhibitor

Opdivo + Yervoy + Chemo (All Comers)

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Opdivo + Chemo (PD-L1 < 1%)

Approved  
Nov. 2020

Opdivo + Bevacizumab + Chemo

Revision of labeling  
Jun 2021

IO / IO + Chemo

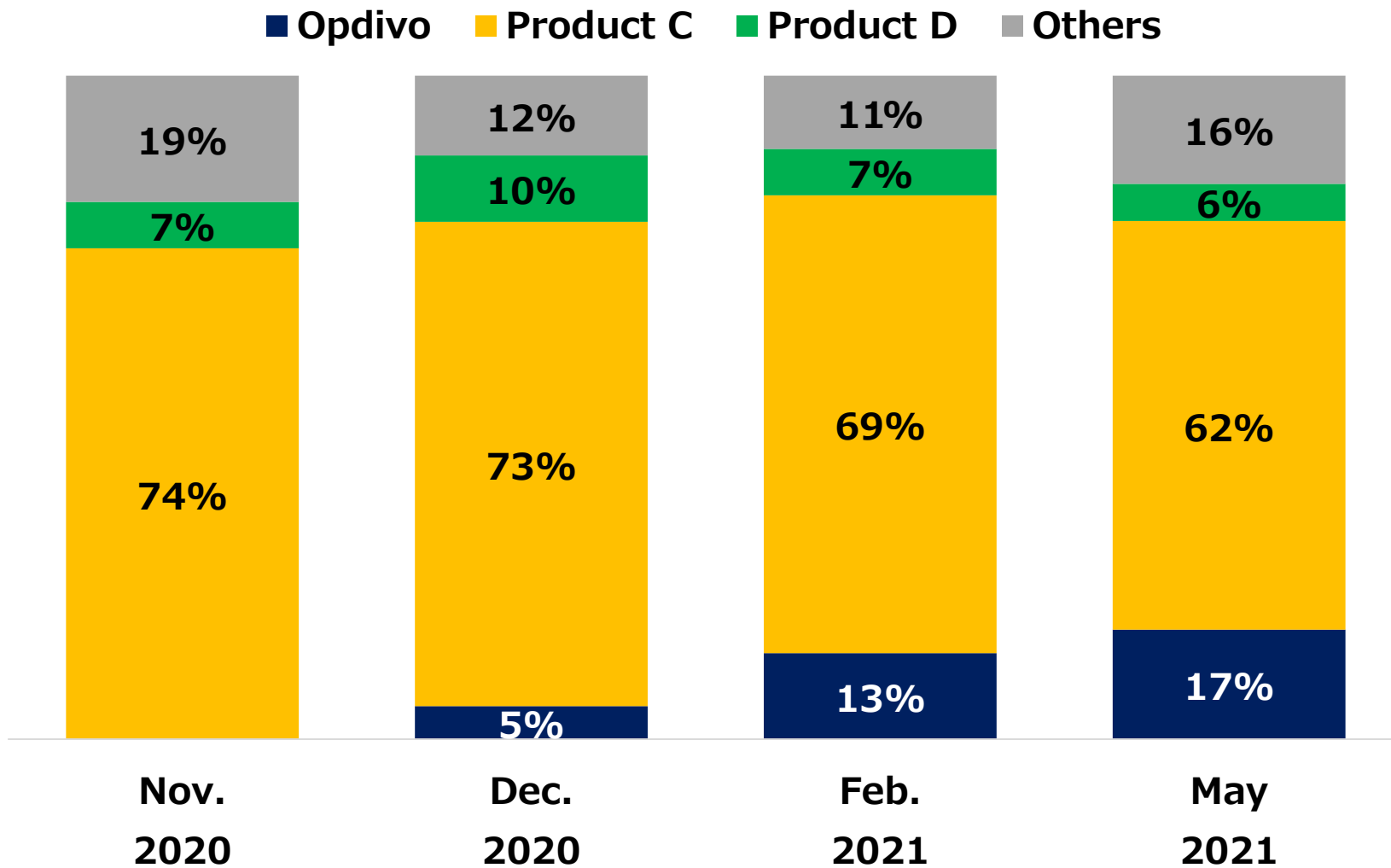
IO + Chemo

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)



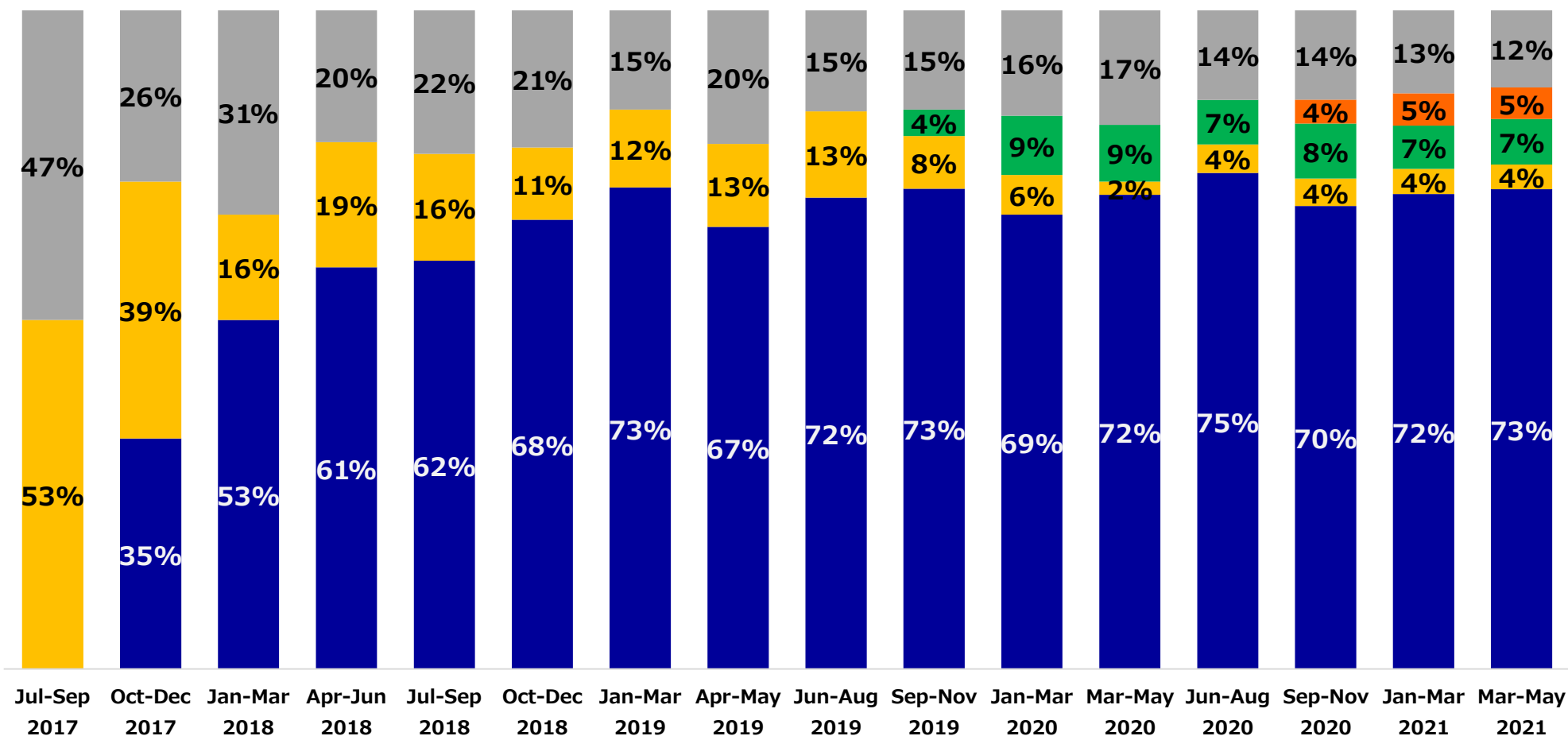
Source: External data (Nov 2020 – May 2021: n=167~245)



# 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

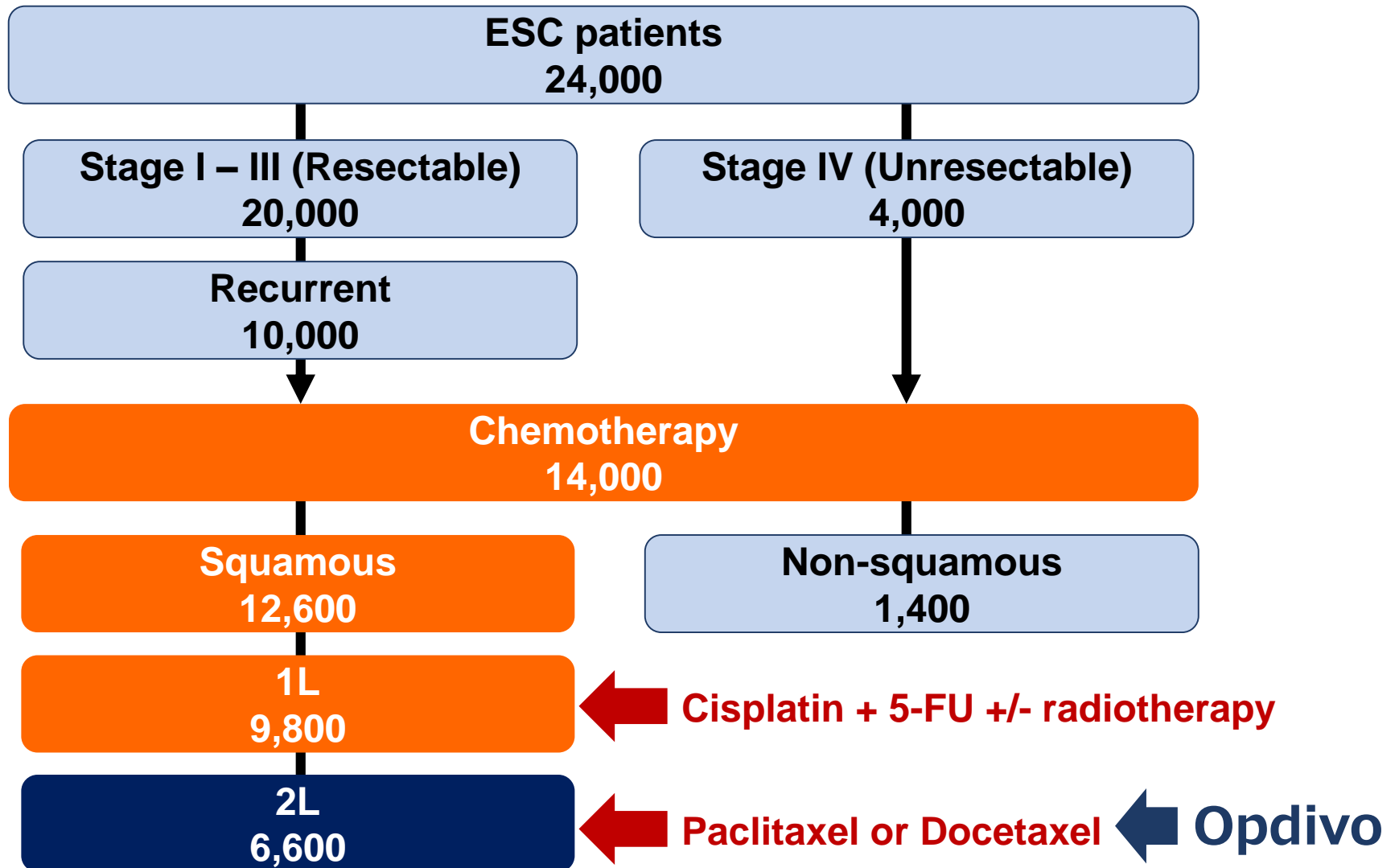


(Before approval)

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

# Number of ESC\* Patients per year in Japan

\* : Unresectable Advanced or Recurrent ESC

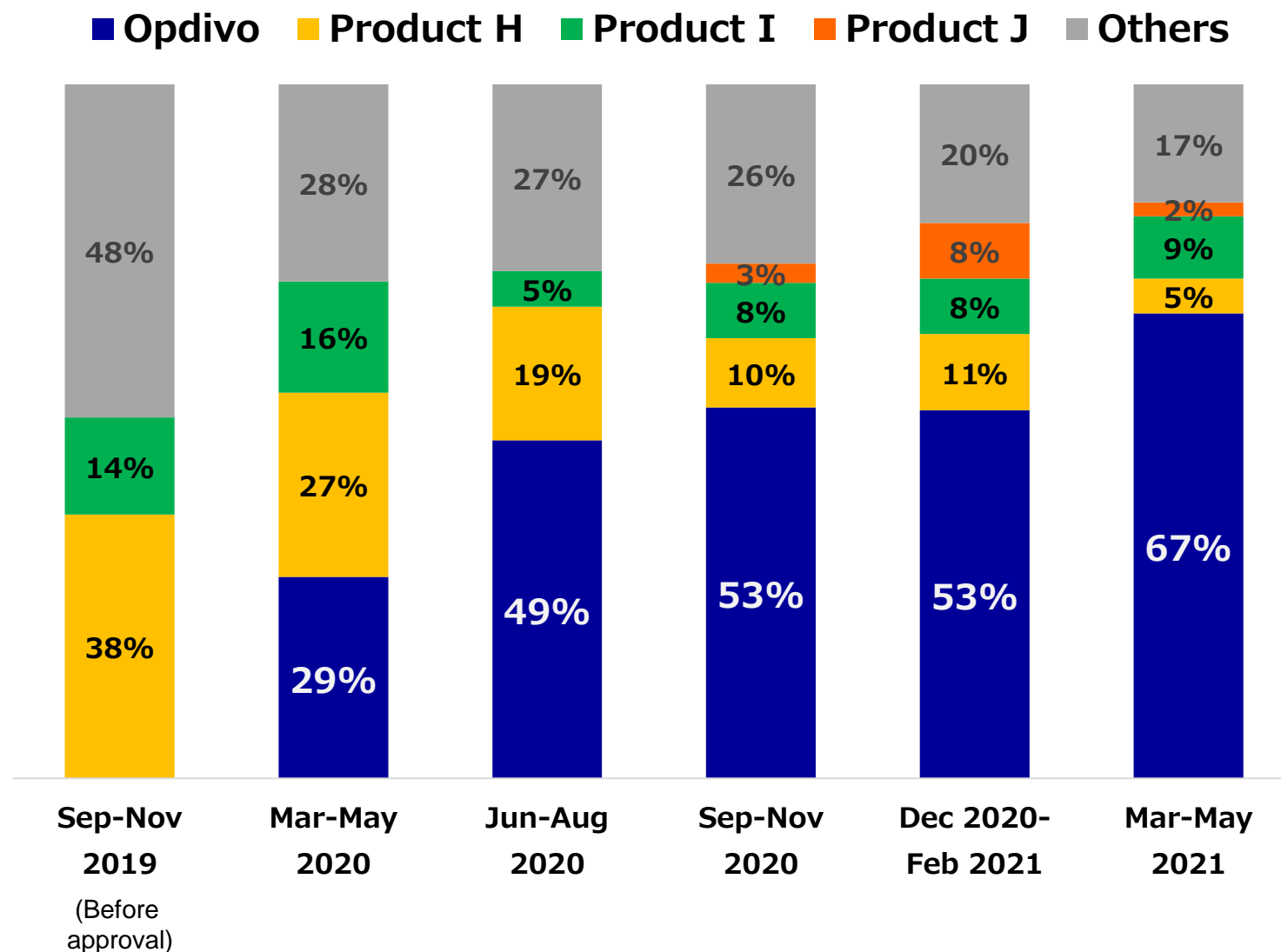


Estimation based on internal survey in 2020



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

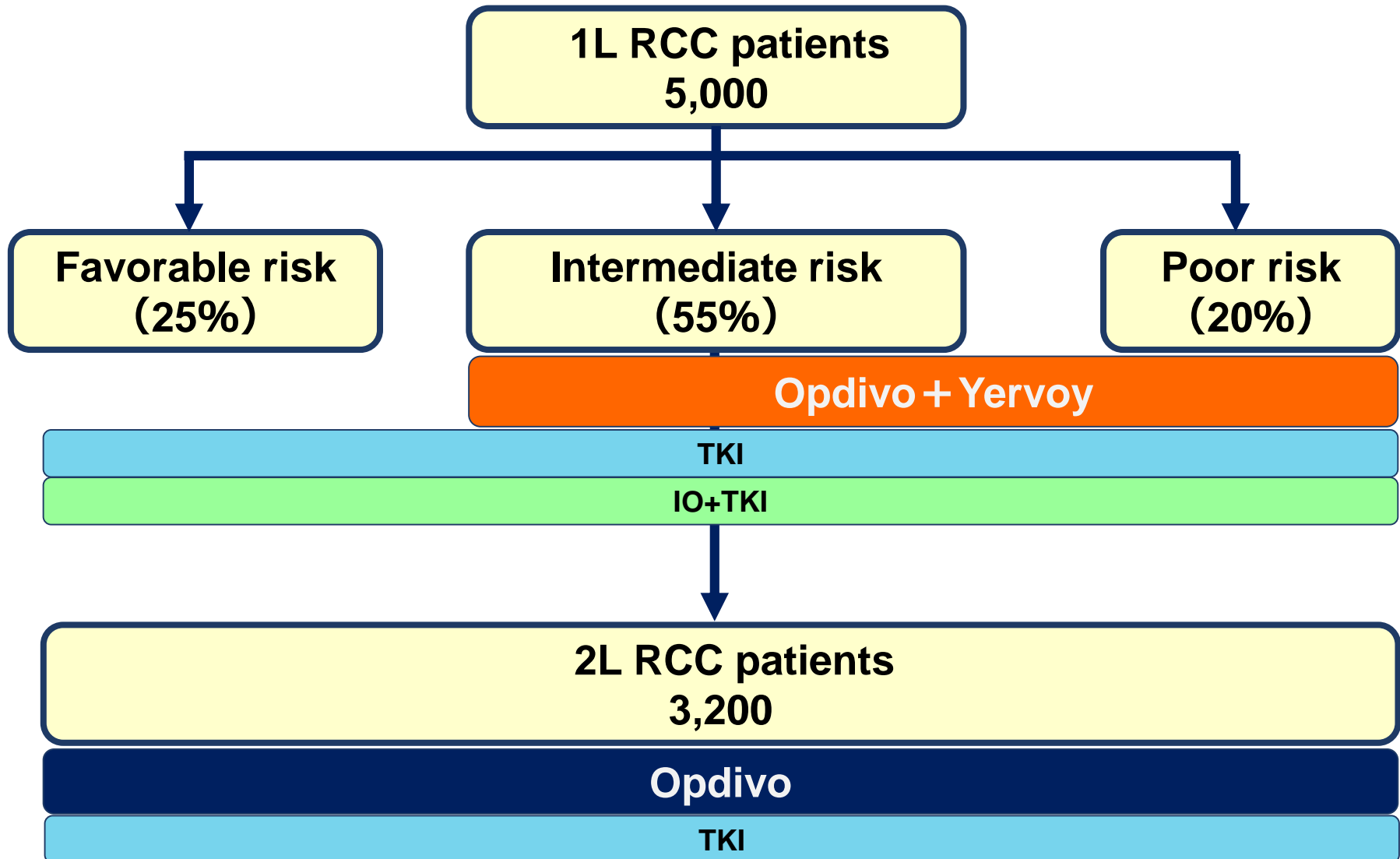
※ Patients starting 2L ESC within the last 3 months



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

# Number of RCC\* Patients per year in Japan

\* : Unresectable or Metastatic RCC

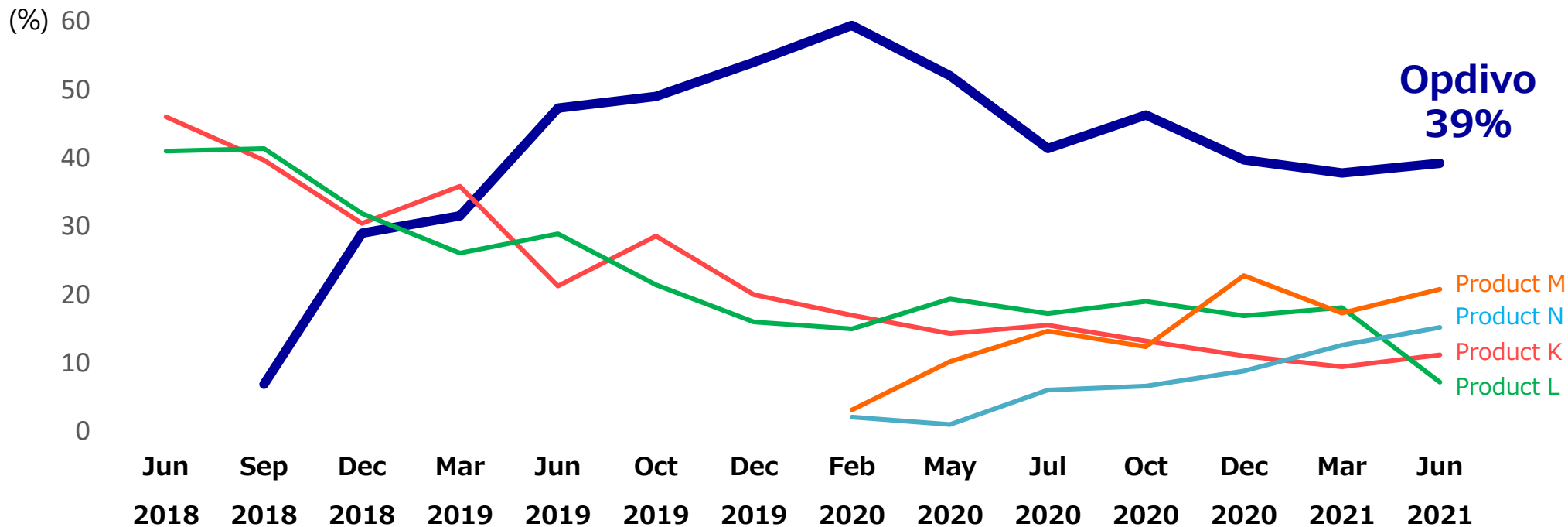


Estimation based on internal survey (2021)



# Prescription Ratio in Patients Newly Treated for 1L RCC

	2018			2019				2020				2021			
	Jun	Sep	Dec	Mar	Jun	Oct	Dec	Feb	May	Jul	Oct	Dec	Mar	Jun	
<b>Opdivo</b>	-	7	29	32	47	49	54	59	52	41	46	40	38	39	(%)
Product K	46	40	30	36	21	29	20	17	14	16	13	11	9	11	(%)
Product L	41	41	32	26	29	21	16	15	19	17	19	17	18	7	(%)
Product M								3	10	15	12	23	17	21	(%)
Product N								2	1	6	7	9	13	15	(%)



Source: External data (Jun 2018 – Jun 2021: n=39~100)





**ONO PHARMACEUTICAL CO.,LTD.**

*Dedicated to the Fight against Disease and Pain*