

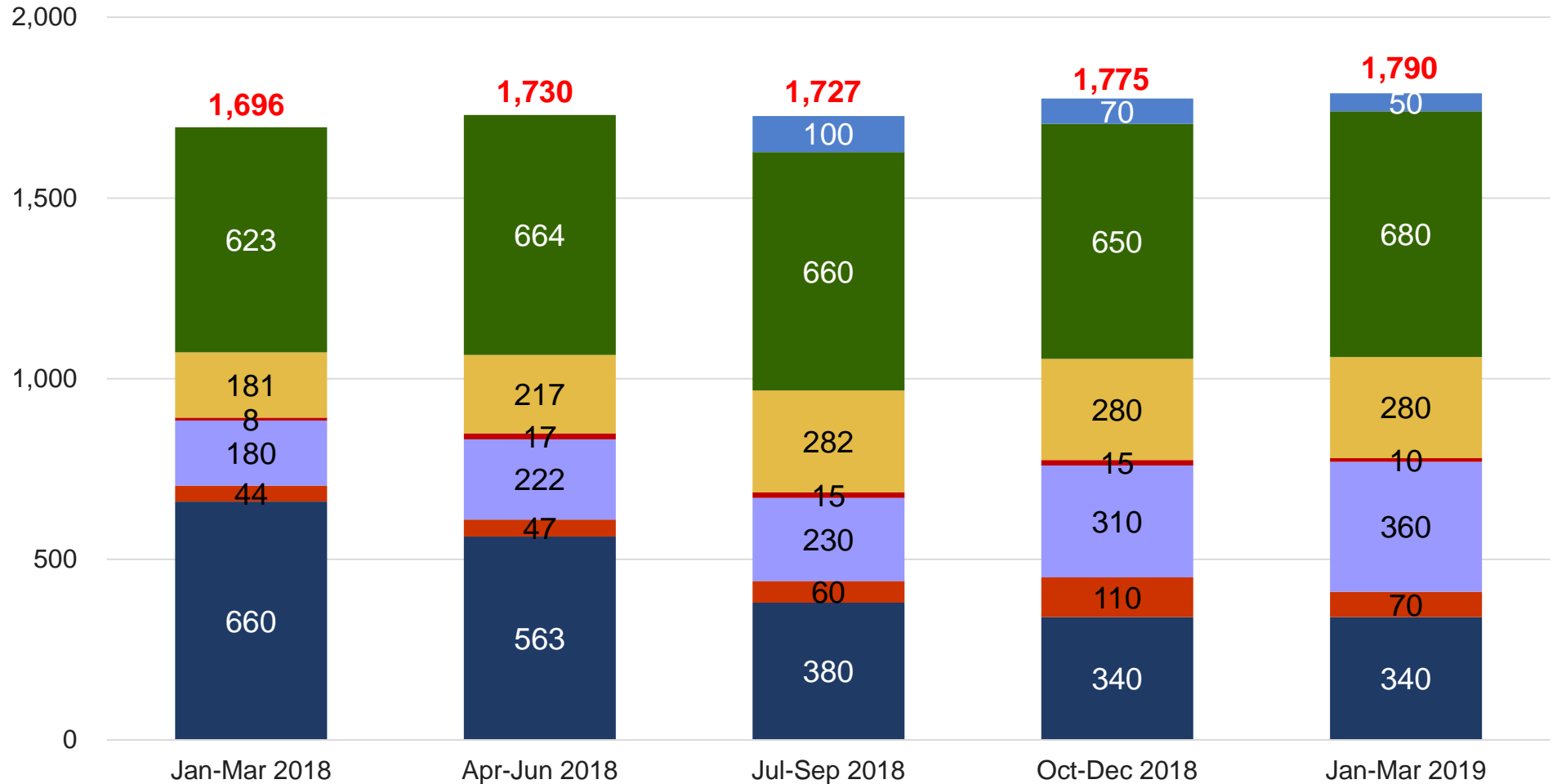
Trend of Opdivo

May 10, 2019

Number of Estimated Patients Newly Prescribed with Opdivo by Each Cancer

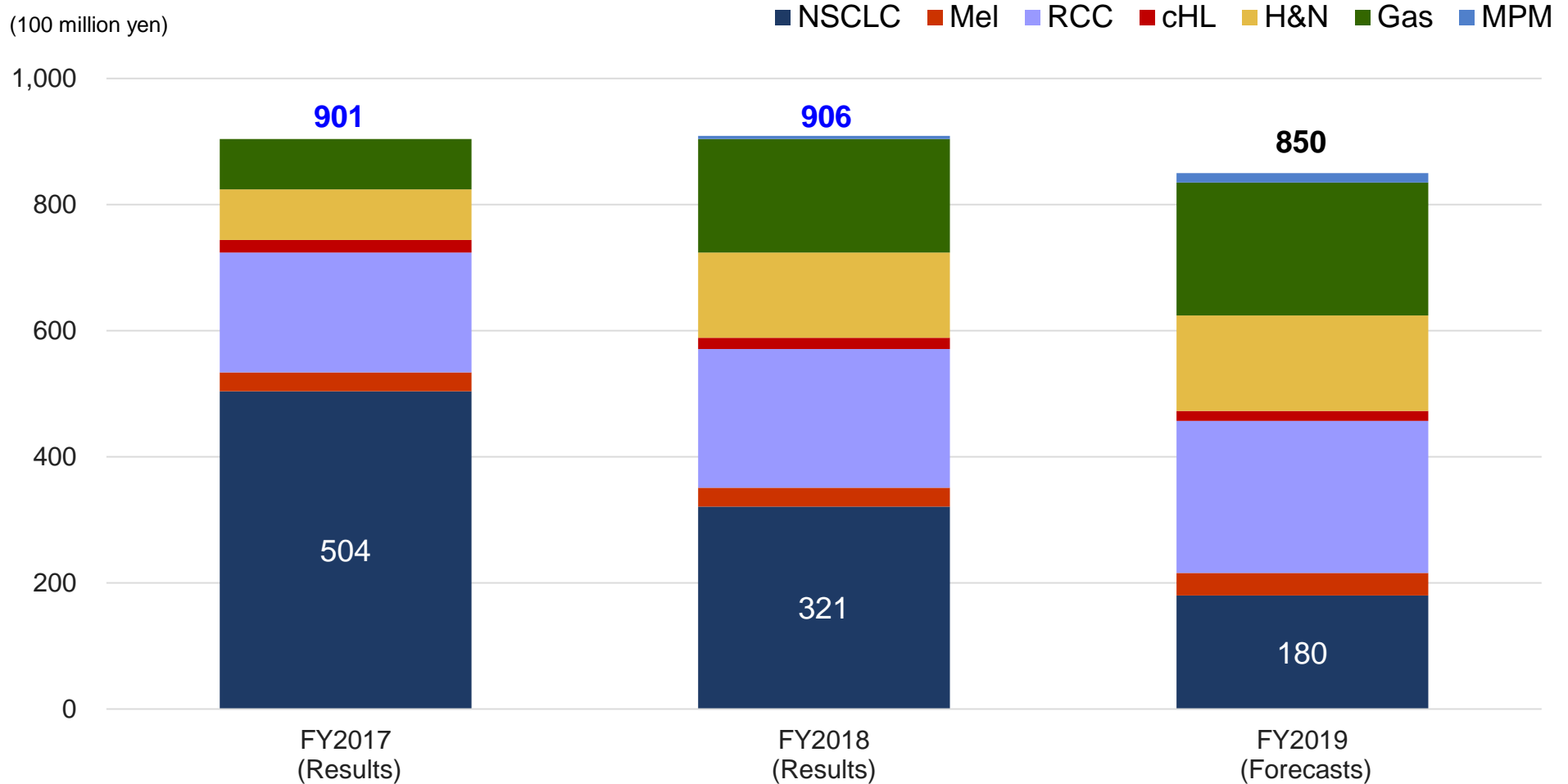
(Ave patients/Mon)

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



Source: Estimation from external and internal data

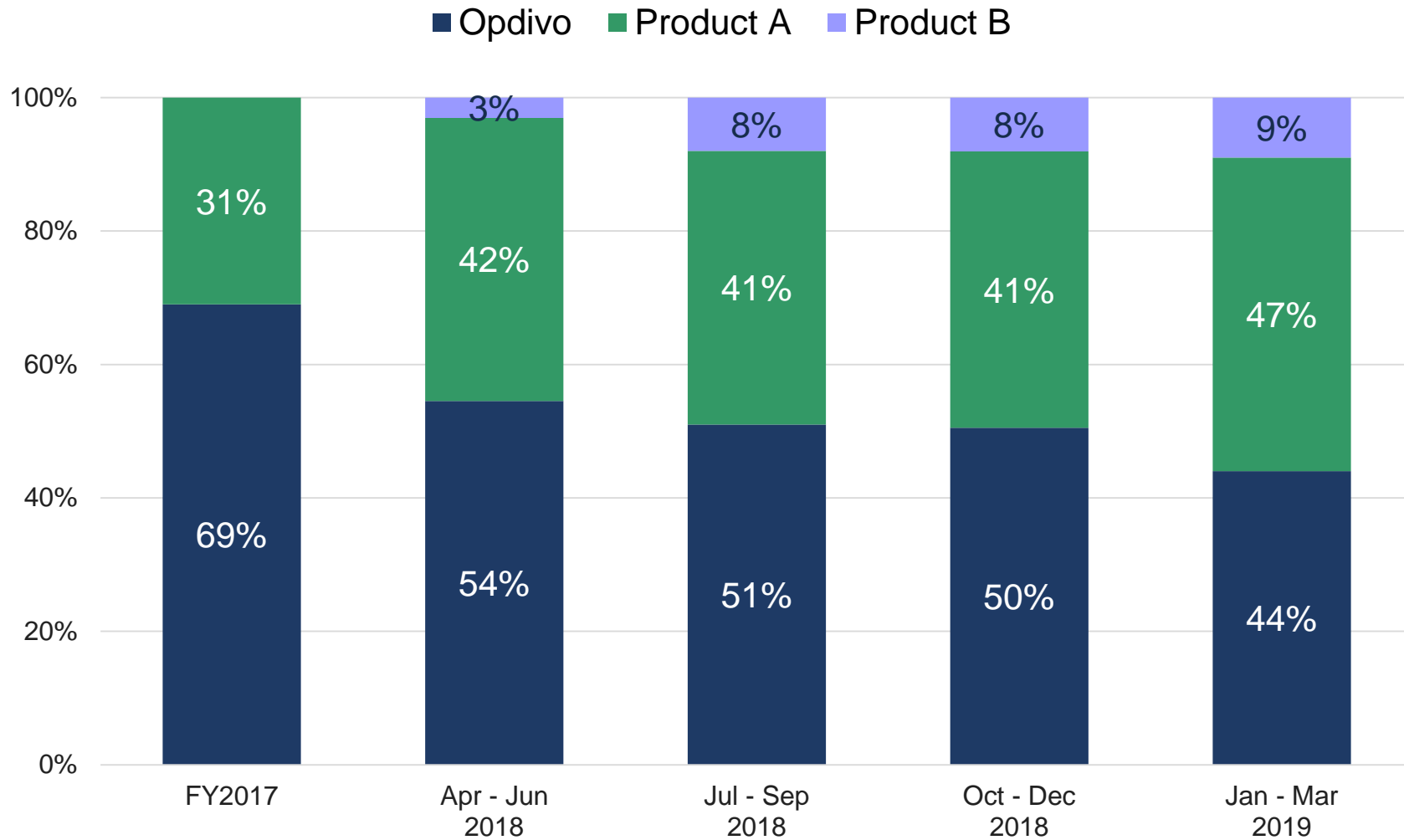
Sales of Opdivo by Each Cancer (Estimation)



Apr. 2018 Price revision (-23.8%)
Nov. 2018 Dosage and administration re-pricing (-37.5%)

Source: Estimation from external and internal data

Share of Sales (Estimation) I-O Products in All Types of Cancers



Source: External data

Average Treatment Period of Opdivo in Each Cancer

Estimated treatment period

Average treatment period of each cancer is estimated based on Kaplan-Meier curves for PFS of each treatment line by each cancer at the clinical development stages.

Melanoma	:	5.0 months	
Lung cancer:	:	4.5 months	
RCC (2 nd line)	:	9.5 months	
Hodgkin lymphoma	:	18.0 months	
H&N cancer	:	4.5 months	
Gastric cancer	:	3.0 months	
MPM	:	4.3 months	
<u>RCC (1st line)</u>	:	<u>9.9 months</u>	(Not reach median value)

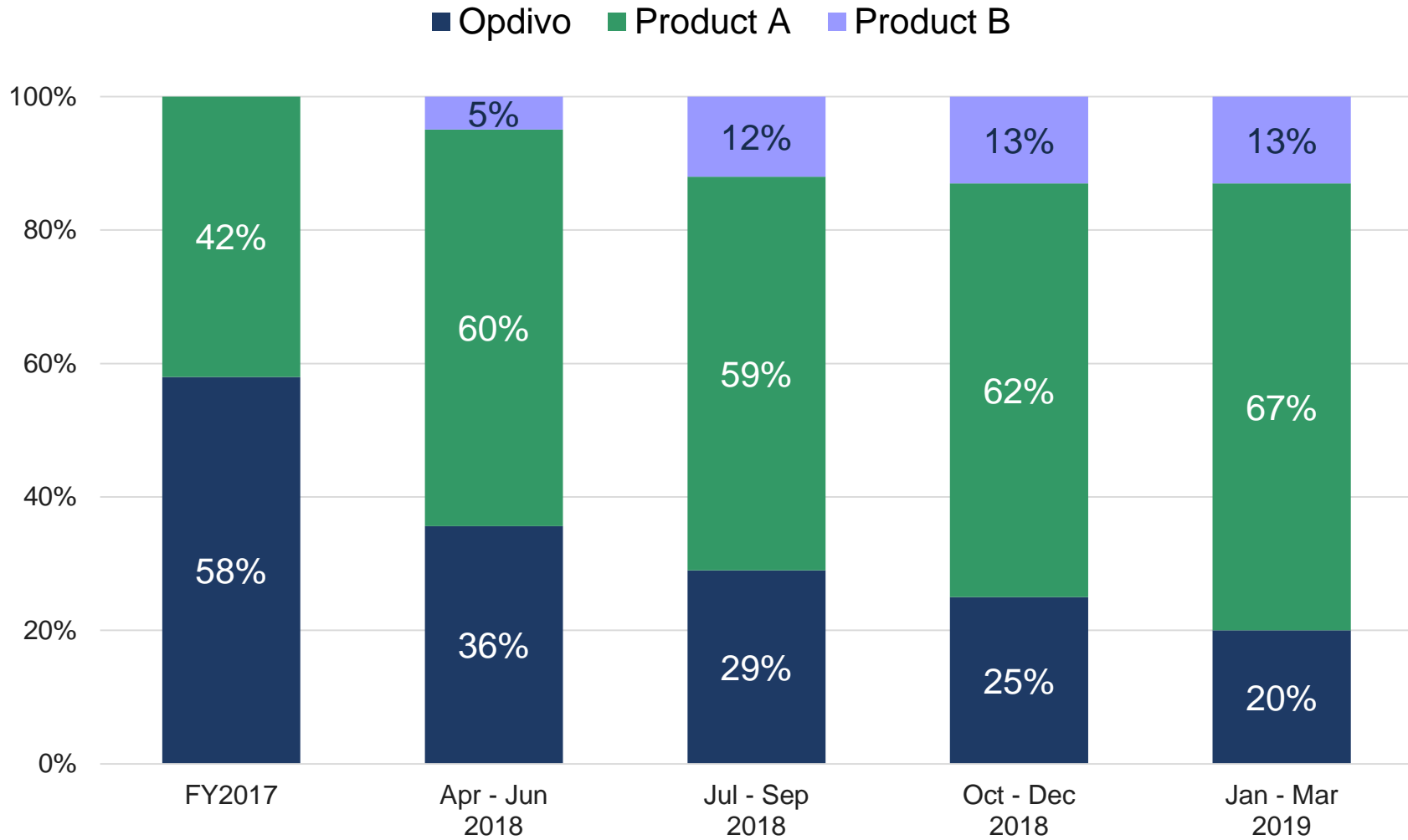
Average treatment period of Opdivo for lung cancer based on DPC data

Subjects : Patients who started the treatment by December 2017

Average treatment period	2 nd line	: 5.0 months
	3 rd line	: 3.0 months

Note: As patients currently under treatment are included, it is anticipated that the period will be further prolonged as time proceeds.

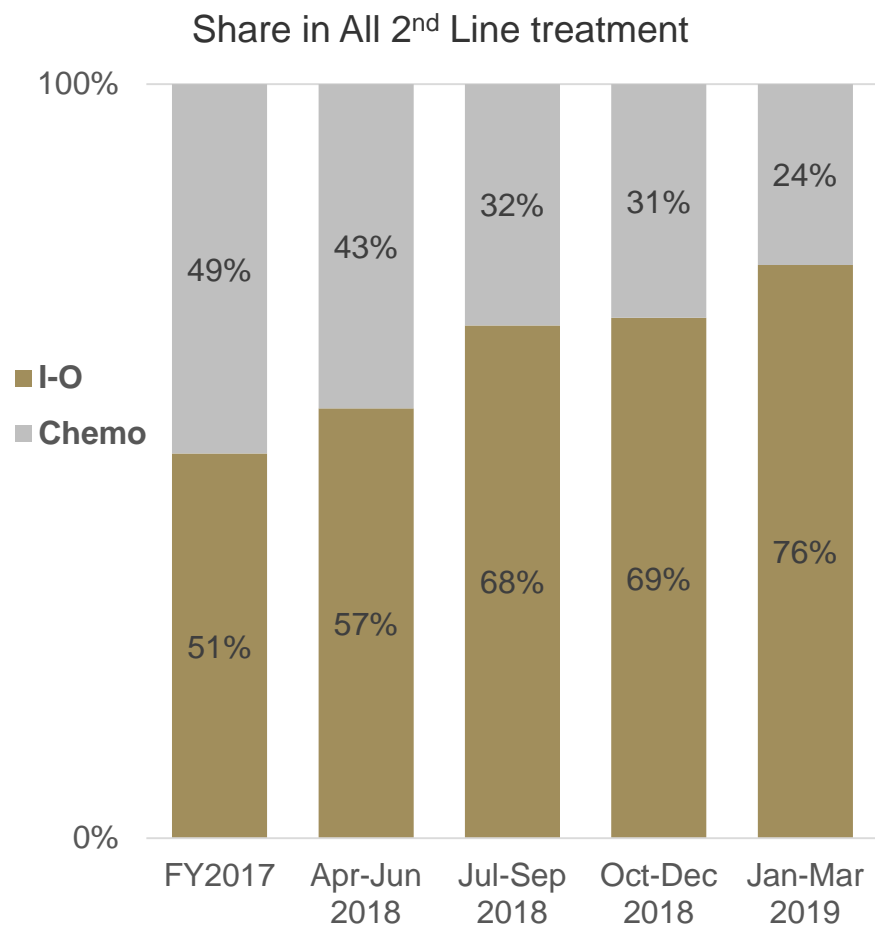
Share of Sales (Estimation) I-O Products in NSCLC



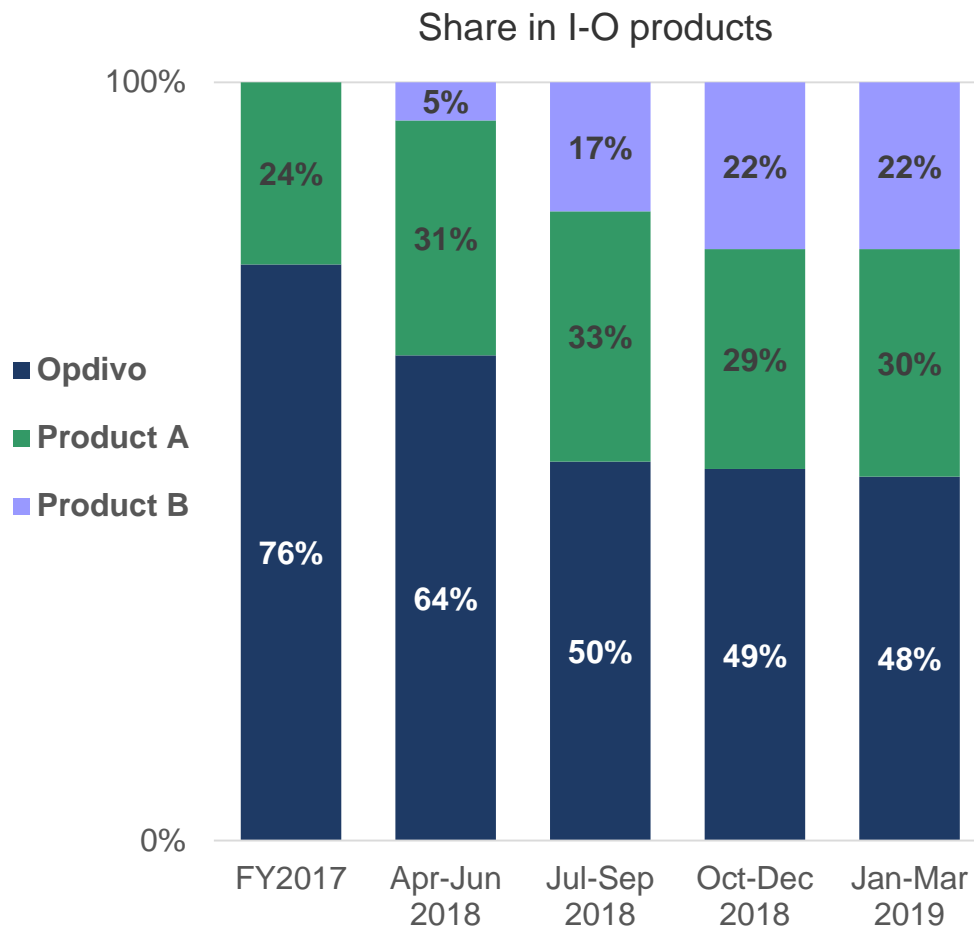
Source: External data

Prescription Rate Starting Treatment for 2nd Line NSCLC (Estimation)

2nd line NSCLC (SQ+NSQ-WT)



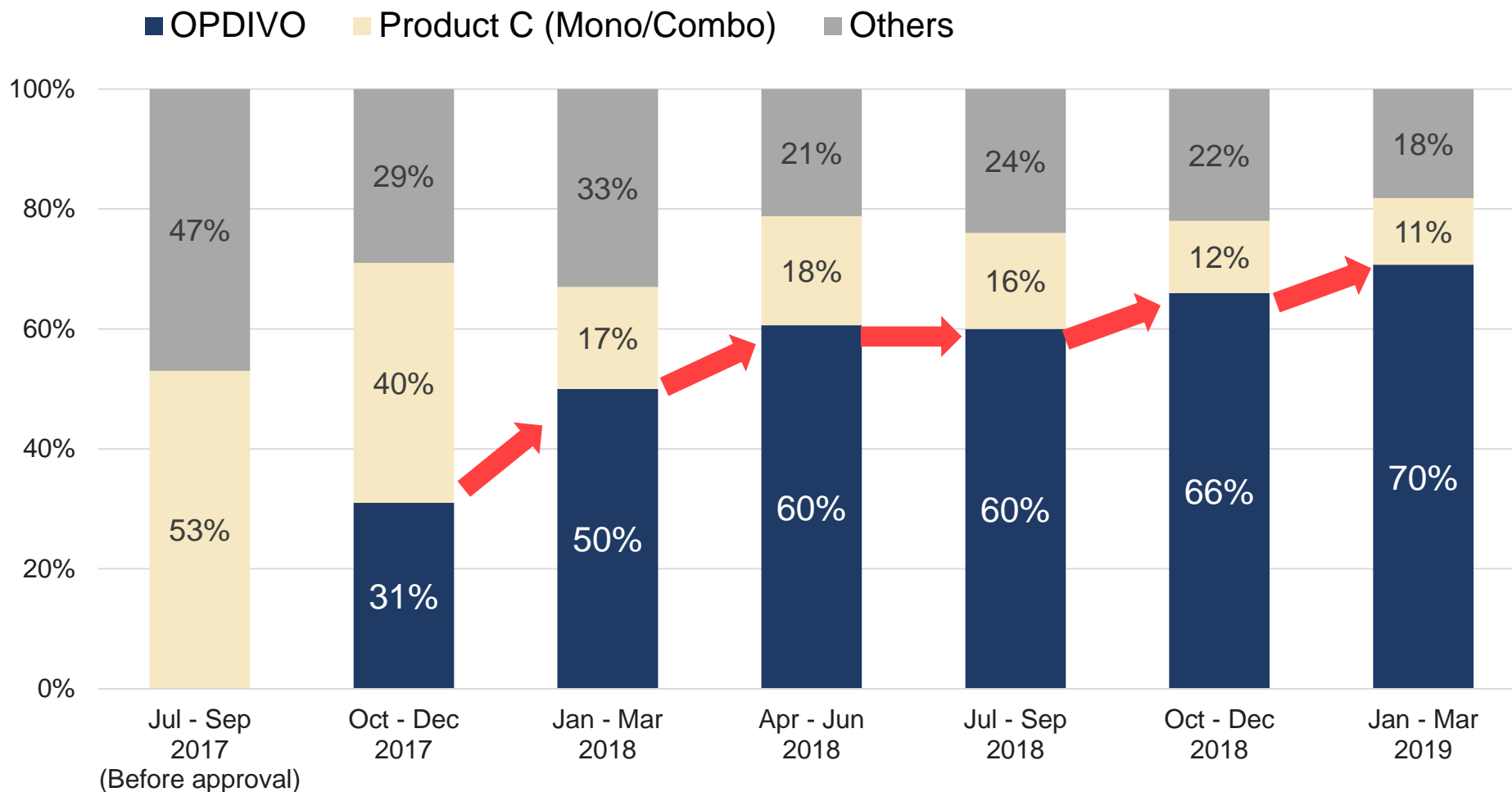
Chemo; Docetaxel-mono, Docetaxel & Ramucirumab



Source: External data (Apr 2017 - Feb 2019 n=345~481)

Change in Patients Newly Treated for 3rd Line Gastric Cancer

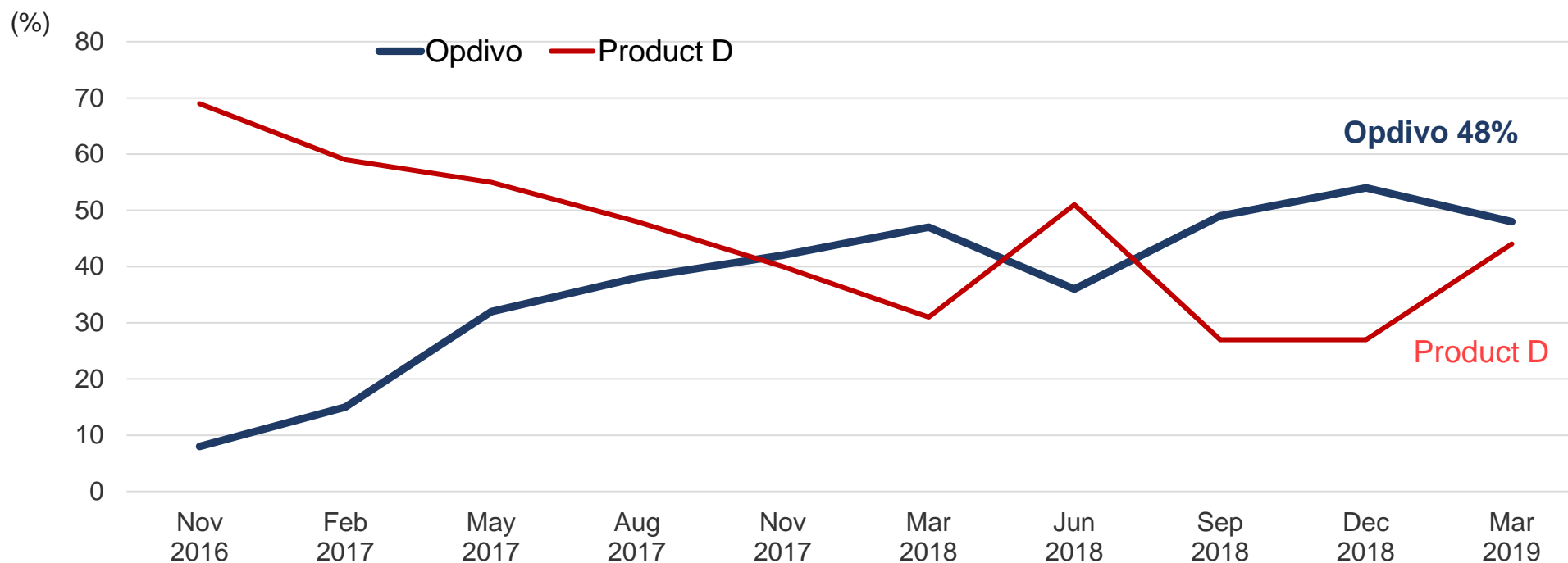
※ Patients starting 3rd line treatment of gastric cancer within the last 3 months



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

Change in Patients Newly Treated for Advanced or Metastatic 2nd Line RCC

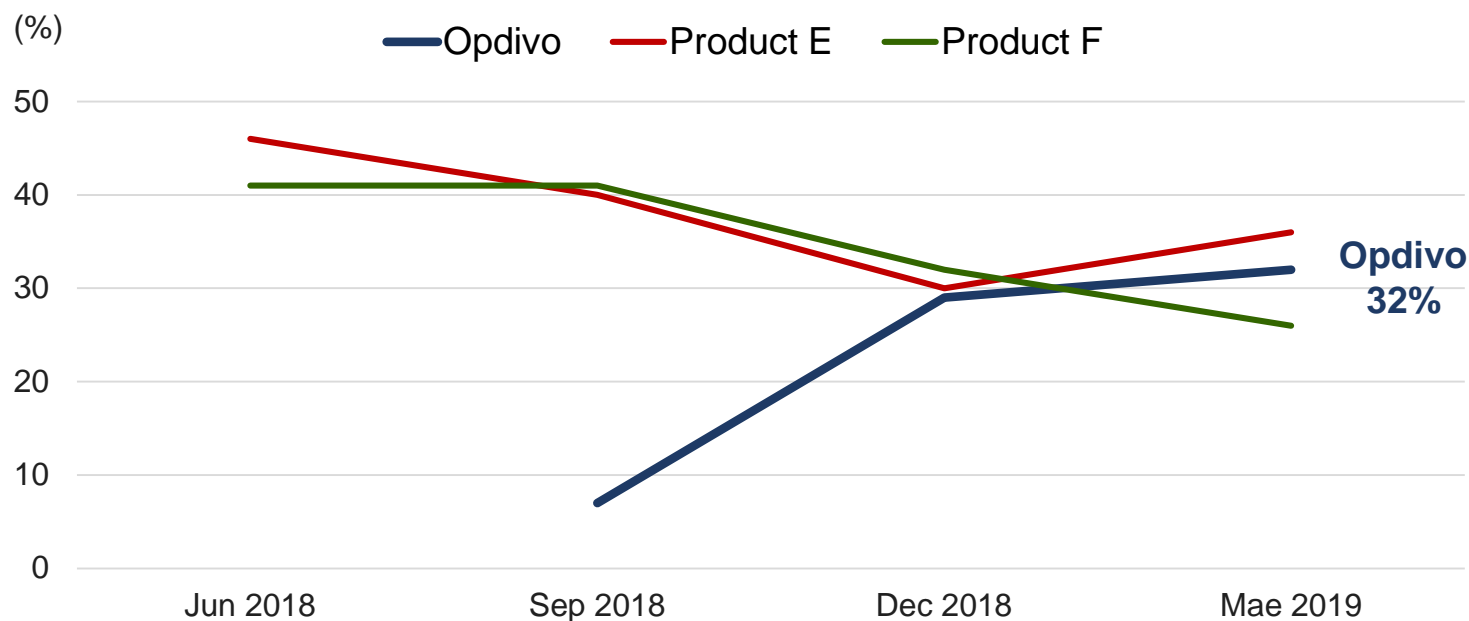
	2016	2017				2018				2019
	Nov	Feb	May	Aug	Nov	Mar	Jun	Sep	Dec	Mar
Opdivo (%)	8	15	32	38	42	47	36	49	54	48
Product D (%)	69	59	55	48	40	31	51	27	27	44



Source: External data (Nov 2016 – Mar 2019 n=32~57)

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

	2018			2019
	Jun	Sep	Dec	Mar
Opdivo (%)	-	7	29	32
Product E (%)	46	40	30	36
Product F (%)	41	41	32	26



Source: External data (Sep 2018 - Mar 2019 n=39~57)