

Trend of Opdivo

July 31, 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%)

¥ 90.0 bil



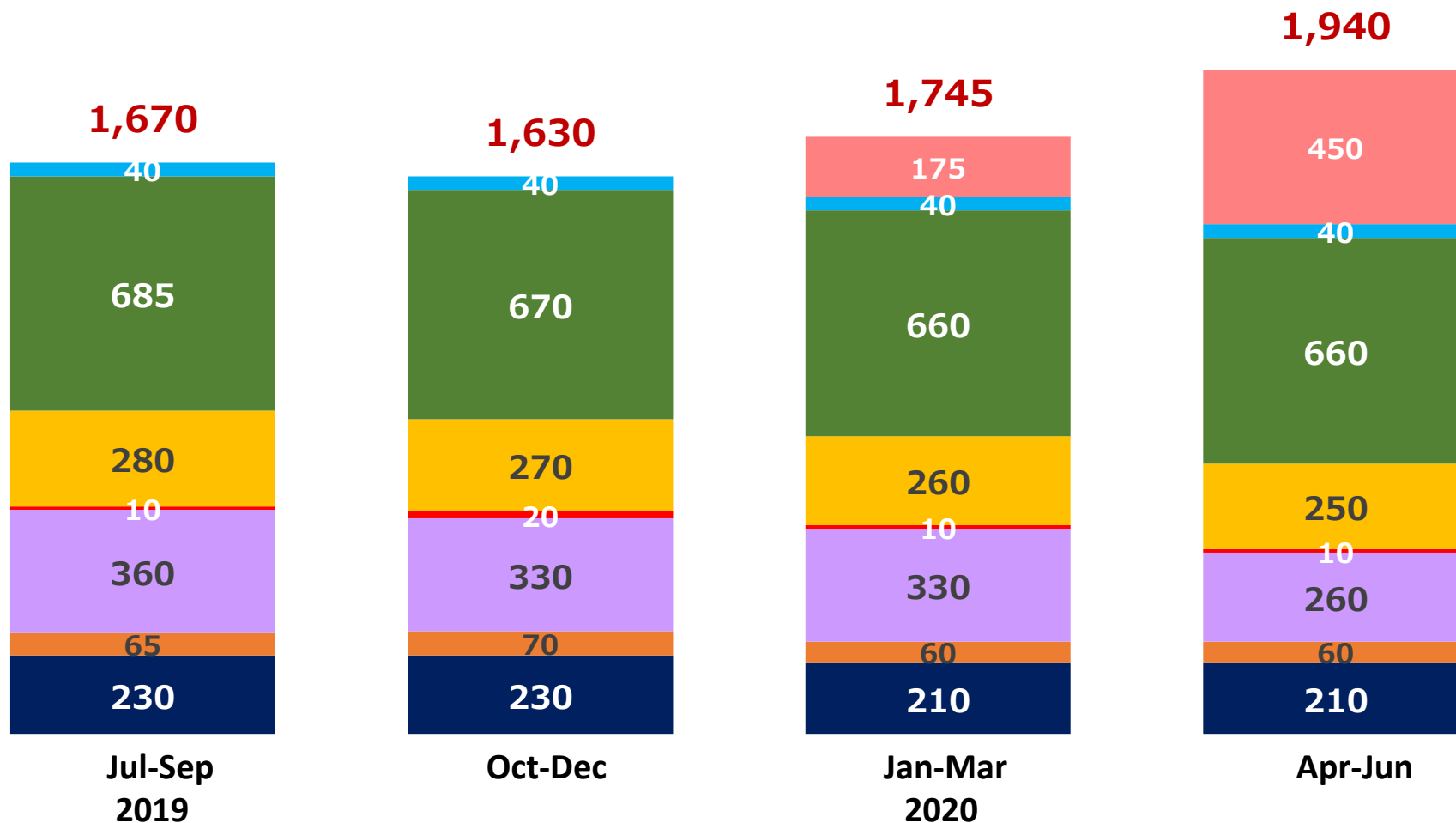
FY2020 (Forecast)

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

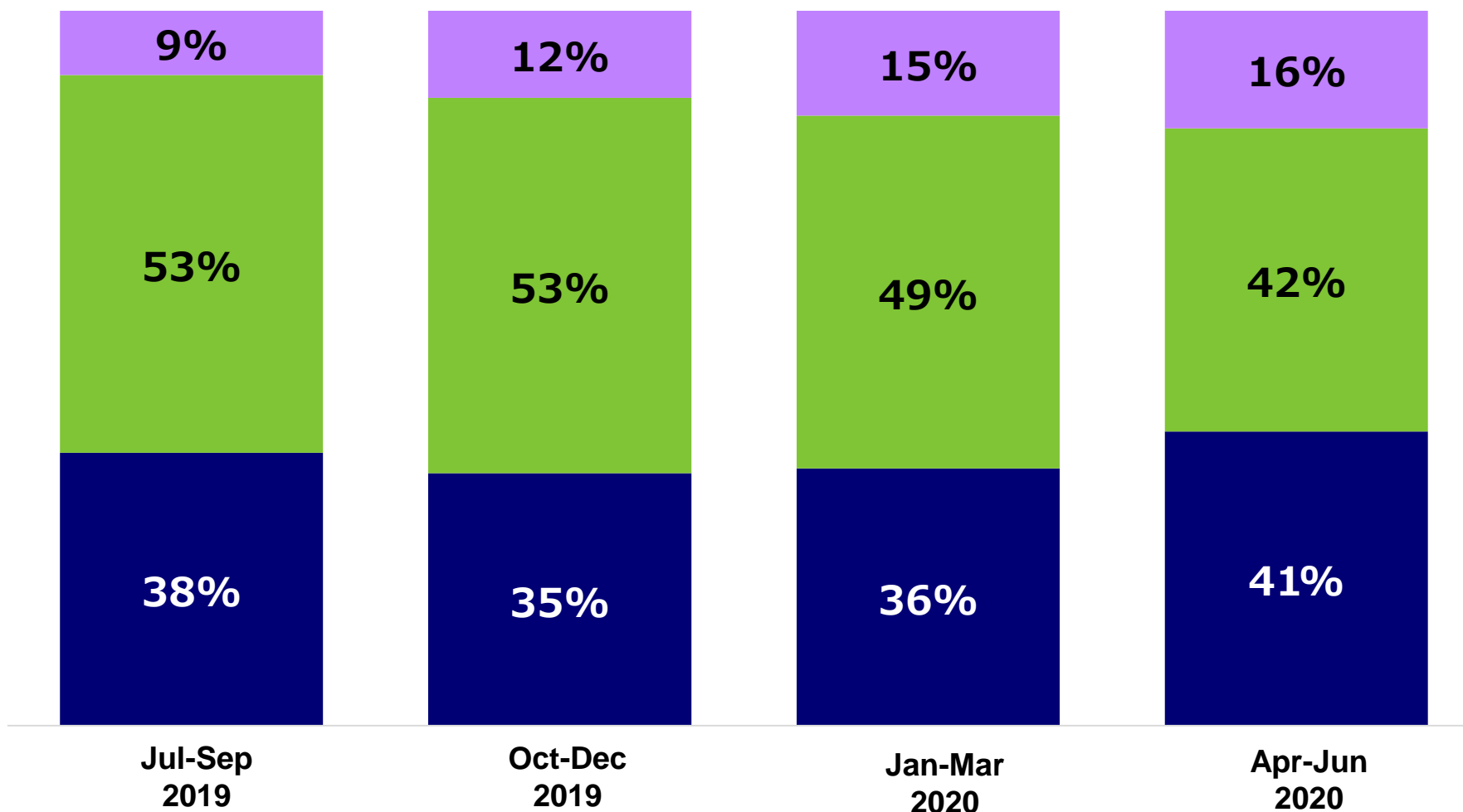
(Average person/mon)



Source: Estimation from external and internal data

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

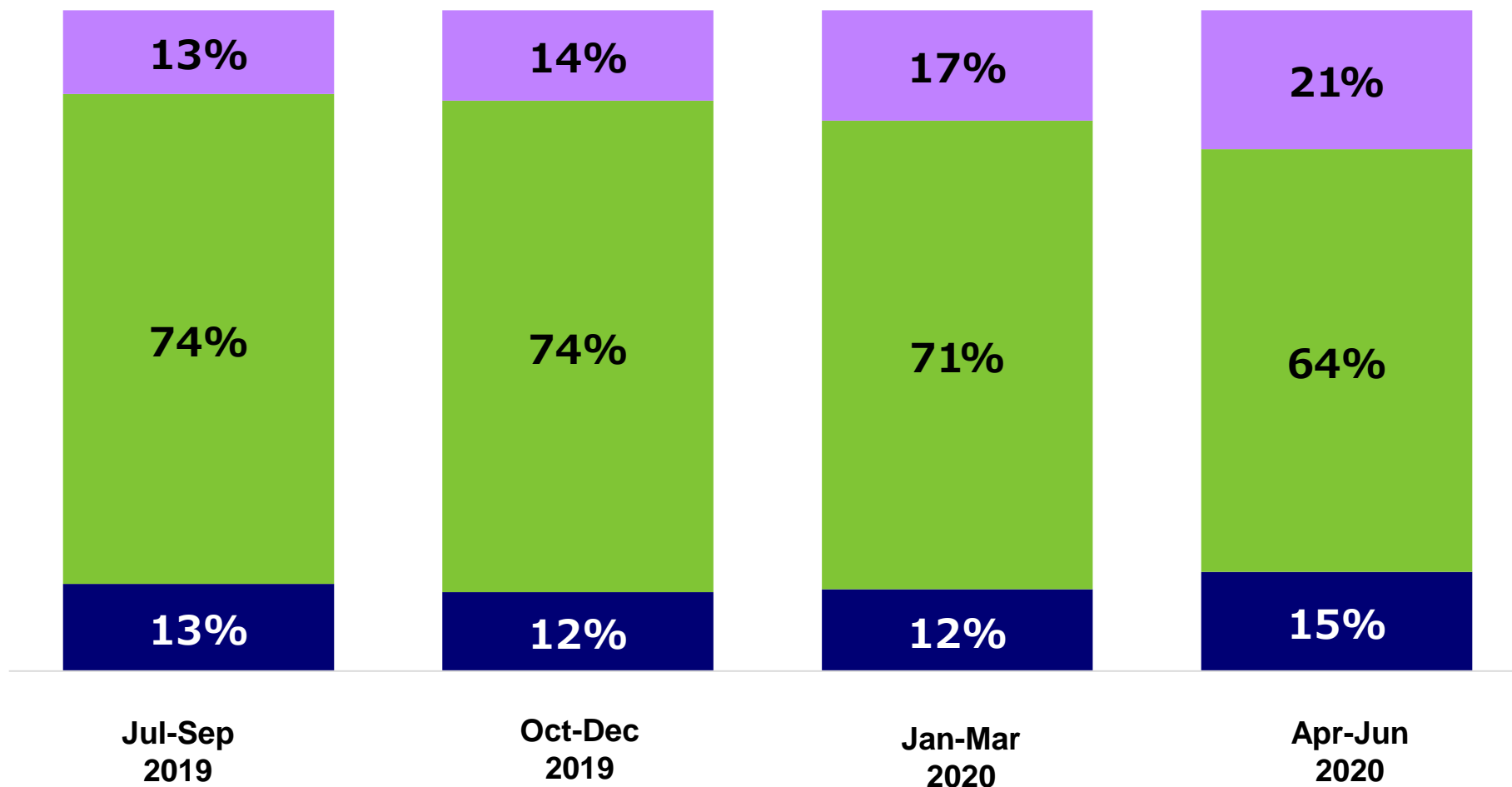
■ Opdivo ■ Product A ■ Product B



Source: External data

Sales Ratio of ICPIs in NSCLC (Estimation)

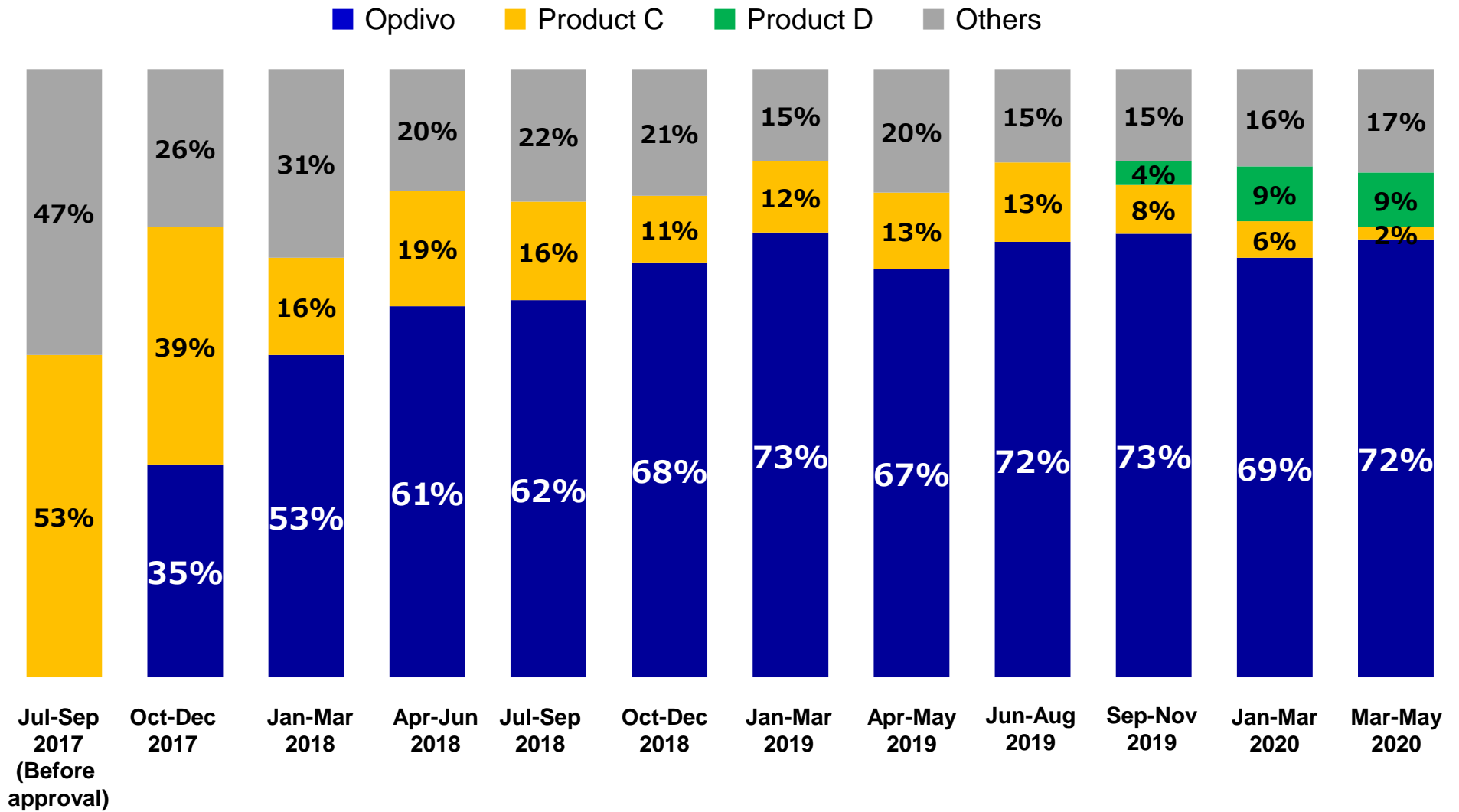
■ Opdivo ■ Product A ■ Product B



Source: External data

Prescription Ratio in Patients Newly Treated for 3L GC

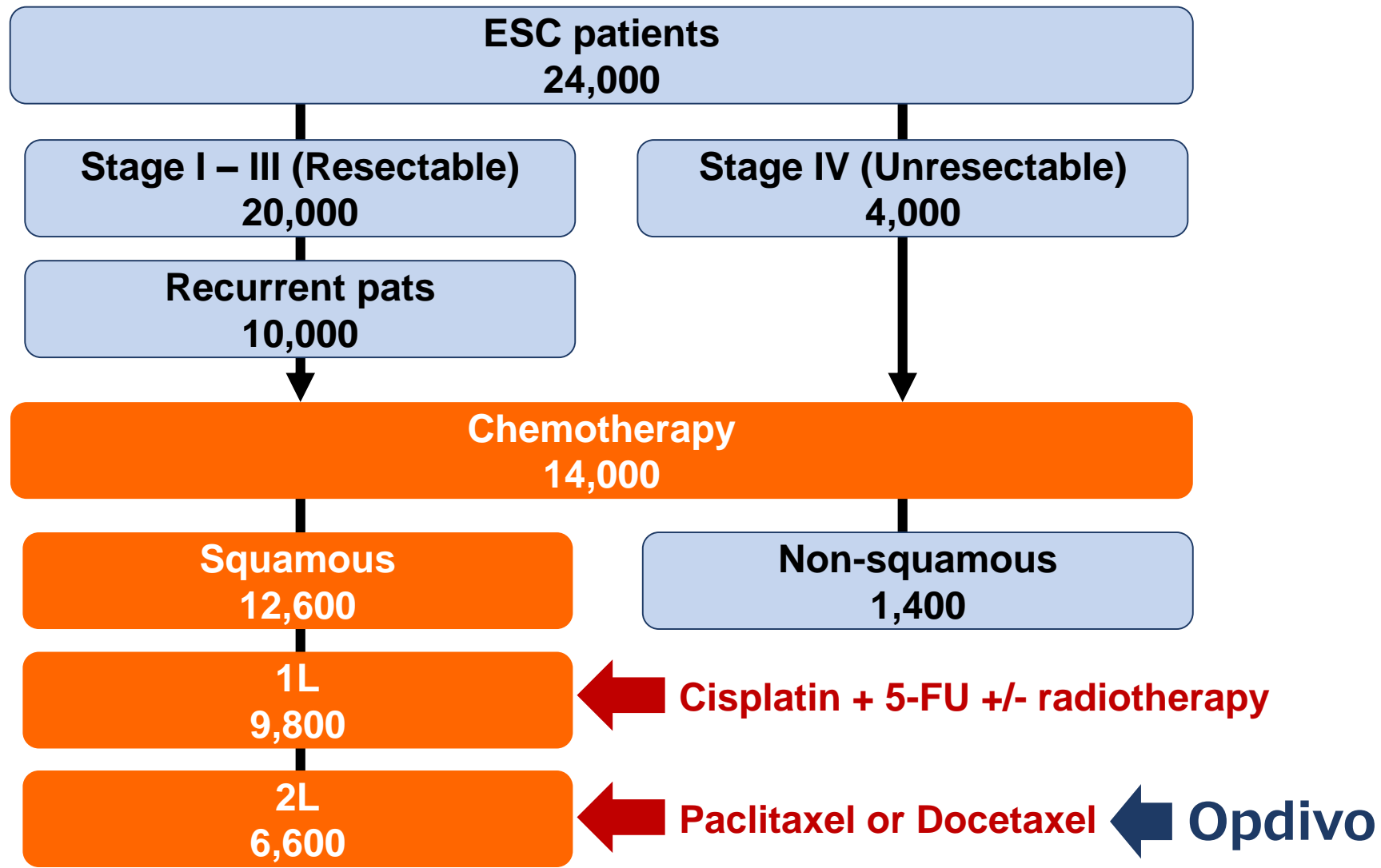
※ Patients starting 3L GC within the last 3 months



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



Number of ESC patients per year in Japan

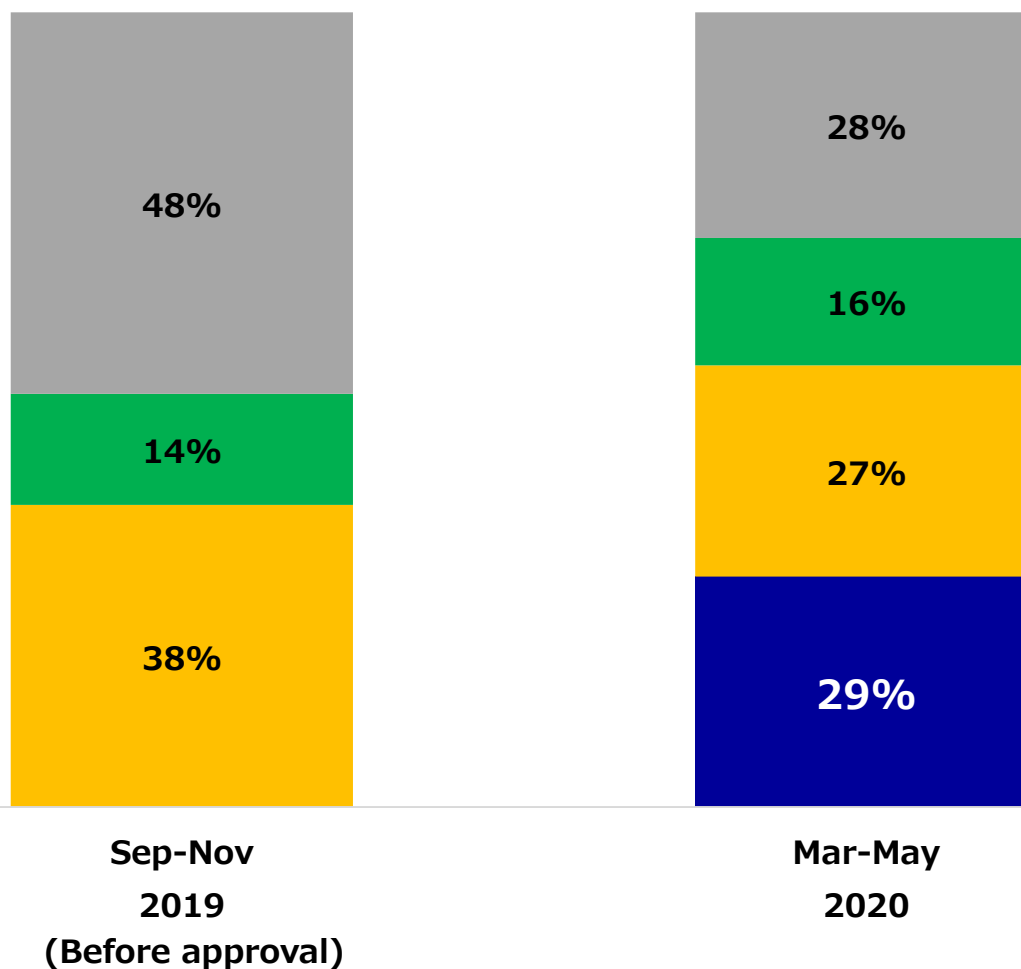


Estimation based on internal survey in 2020

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

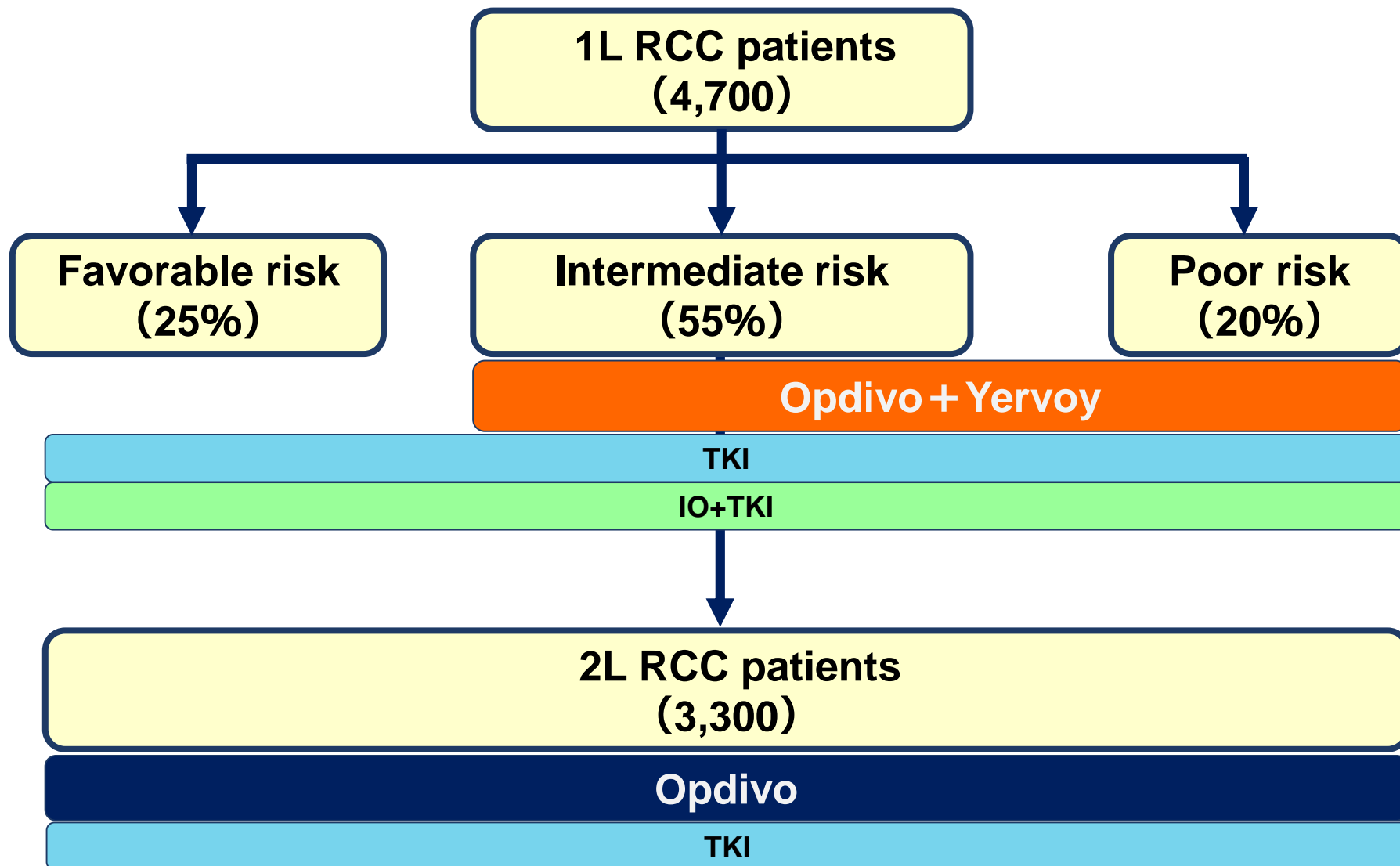
※ Patients starting 2L ESC within the last 3 months

■ Opdivo ■ Product E ■ Product F ■ Others



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

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

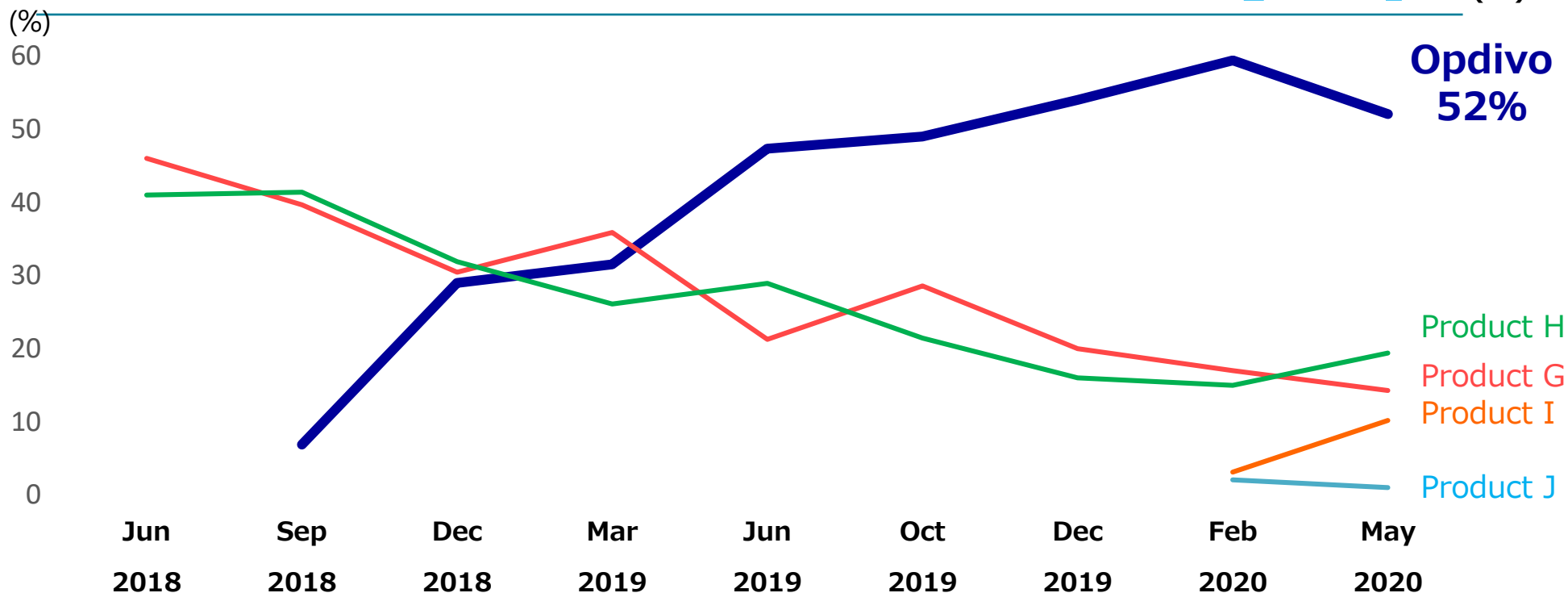


Estimation based on internal survey (2020)



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

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

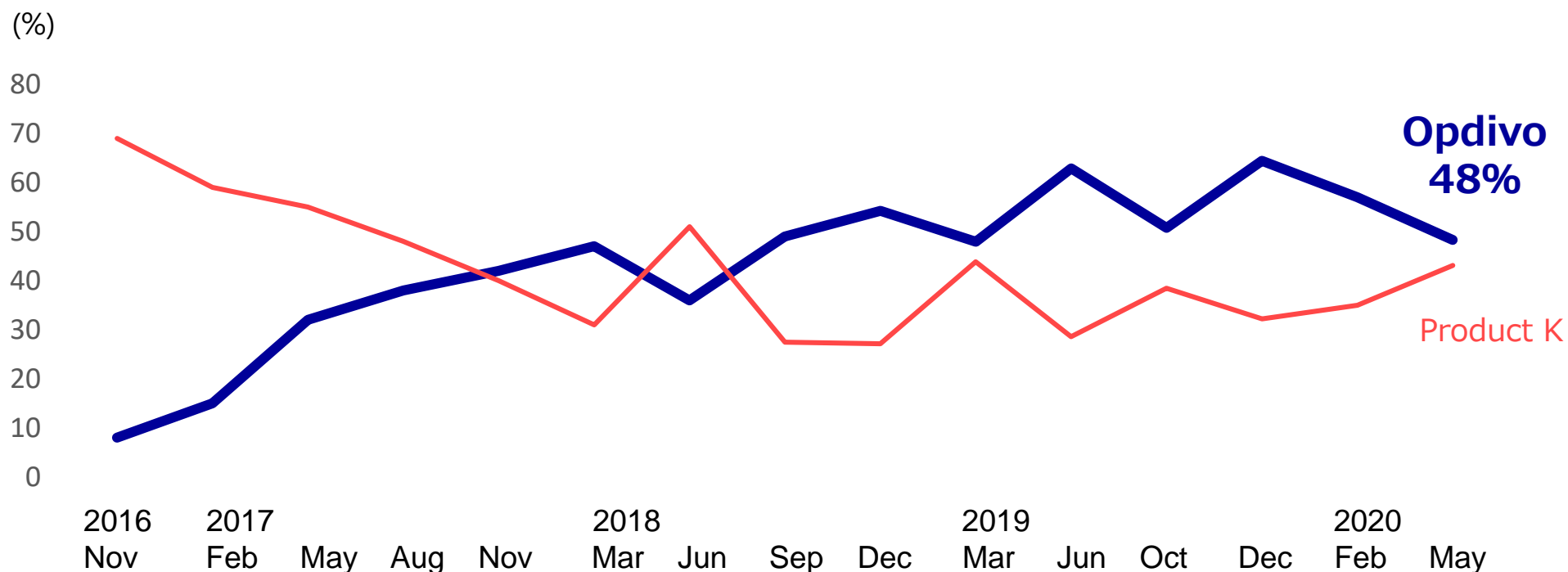


Source: External data (Sep 2018 – May 2020: n=39~100)



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

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



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



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