

# Trend of Opdivo

**January 31, 2023**

# 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.***

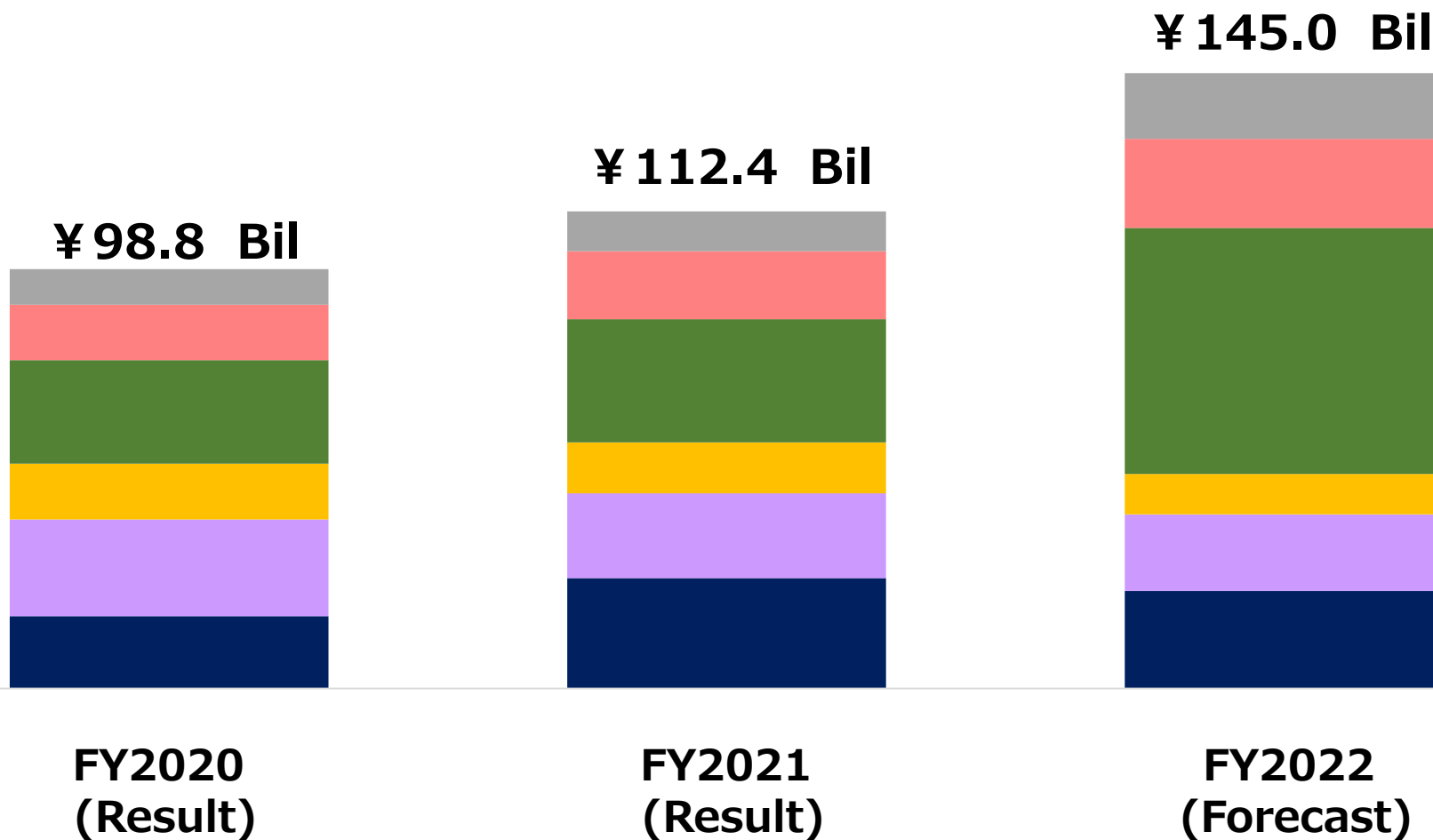
***Actual performance and other results may differ significantly due to various factors. Such factors include, but are not limited to:***

- ( 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

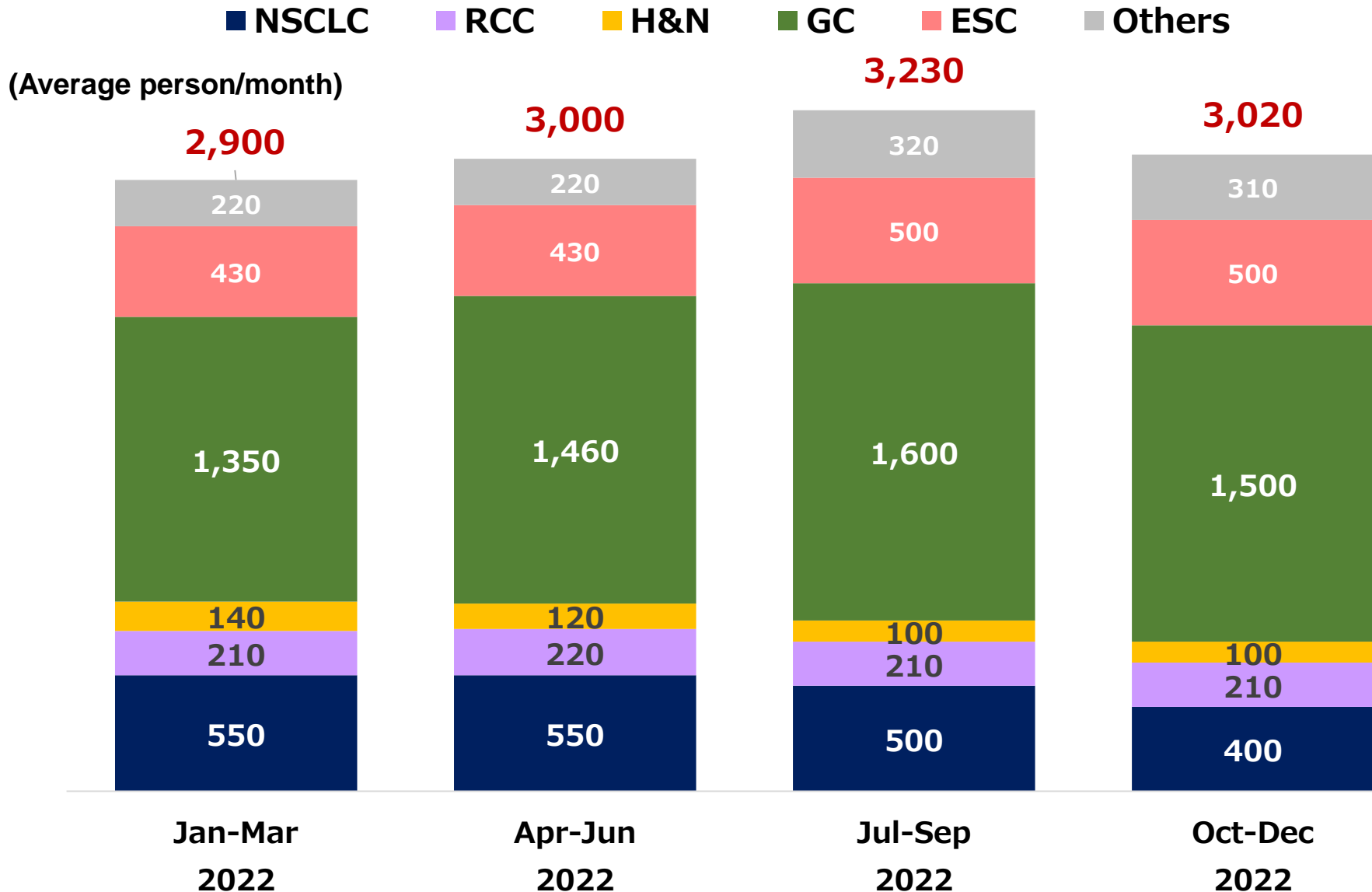
■ NSCLC   ■ RCC   ■ H&N   ■ GC   ■ ESC   ■ Others



Source: Estimation from external and internal data



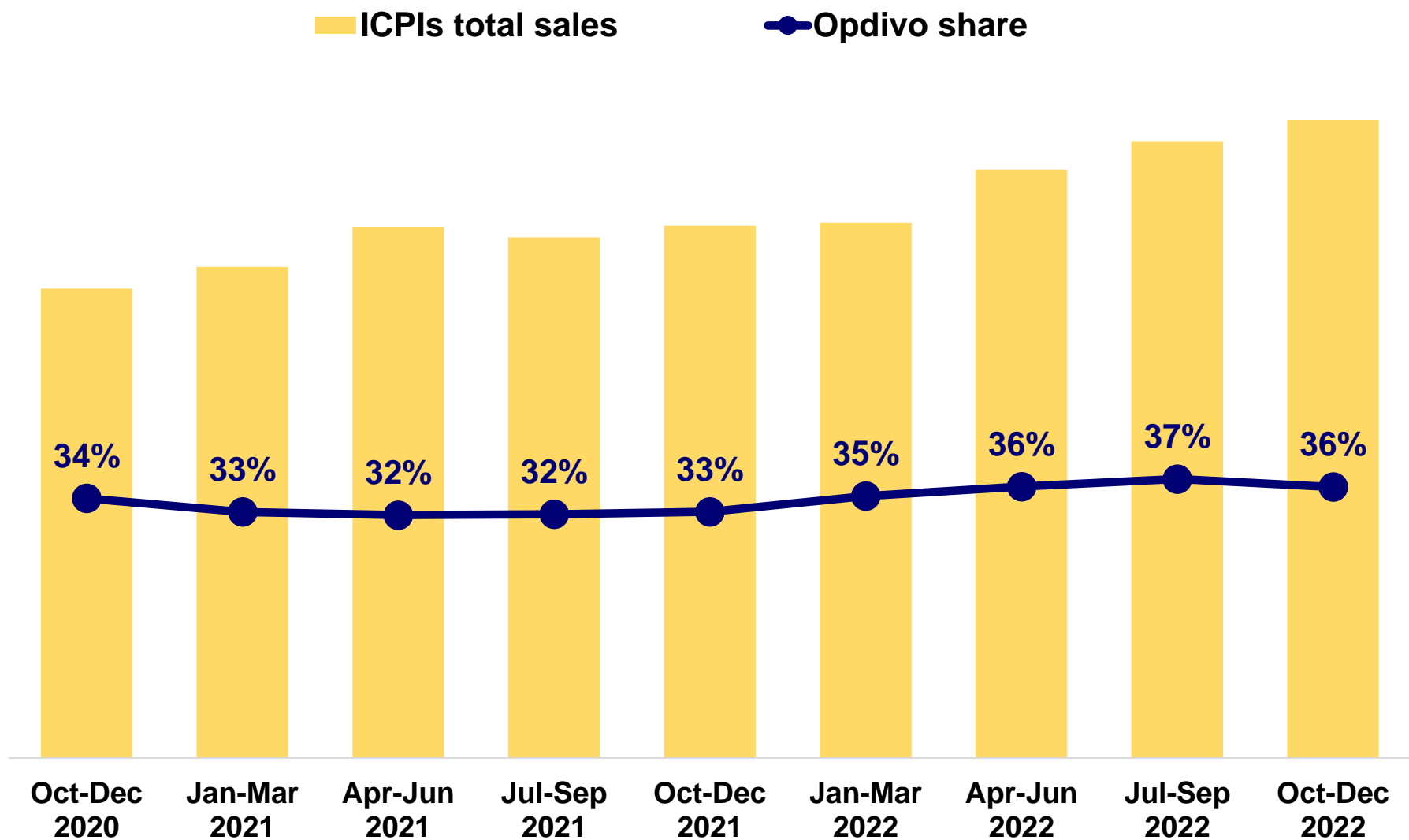
# Number of Patients Newly Prescribed with Opdivo by Each Cancer (Estimation)



Source: Estimation from external and internal data



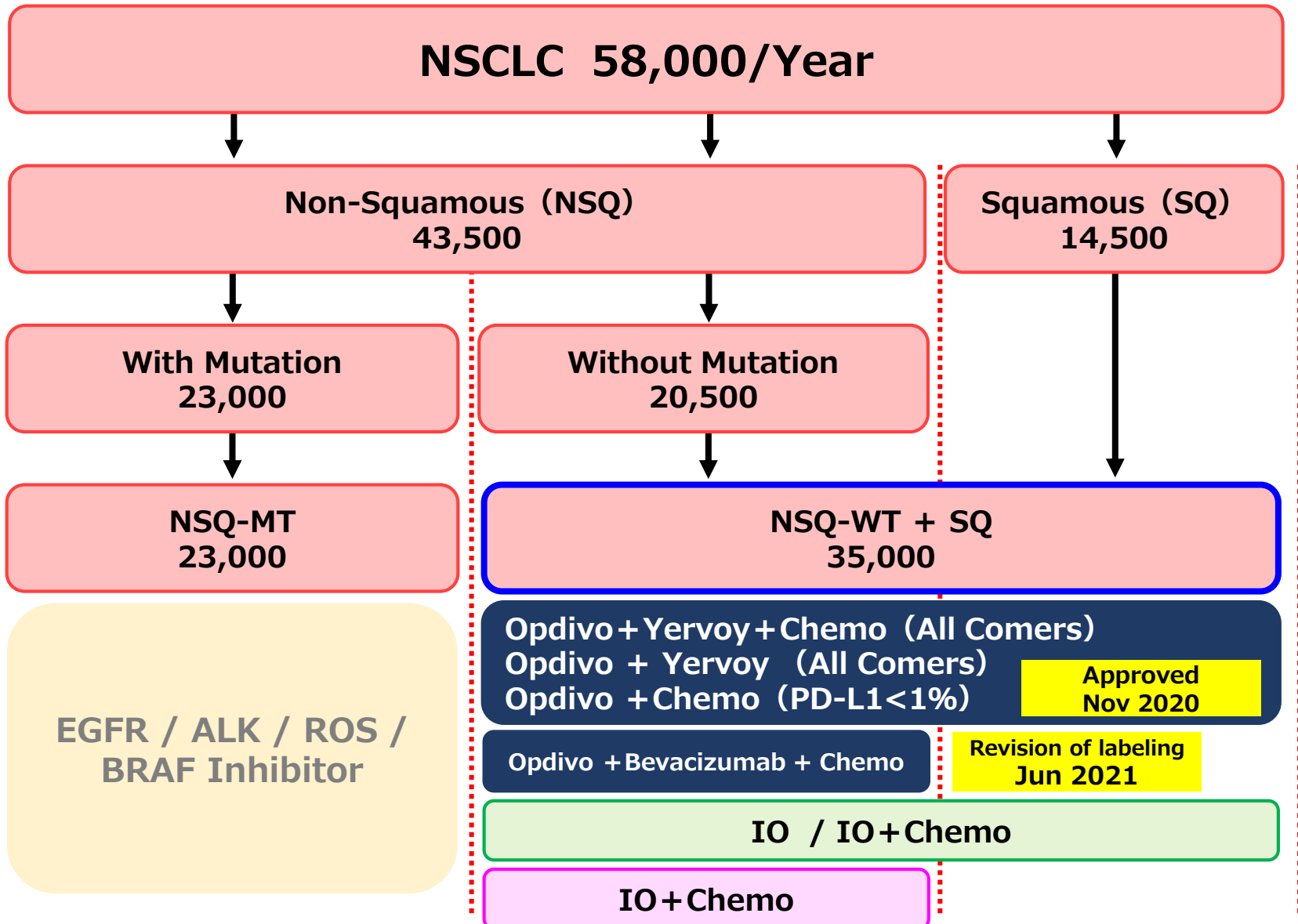
# Trend of total sales of ICPIs and Opdivo share



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)  
 Opdivo + Yervoy (All Comers)  
 Opdivo + Chemo (PD-L1 < 1%) **Approved Nov 2020**

Opdivo + Bevacizumab + Chemo

**Revision of labeling Jun 2021**

IO / IO+Chemo

IO+Chemo

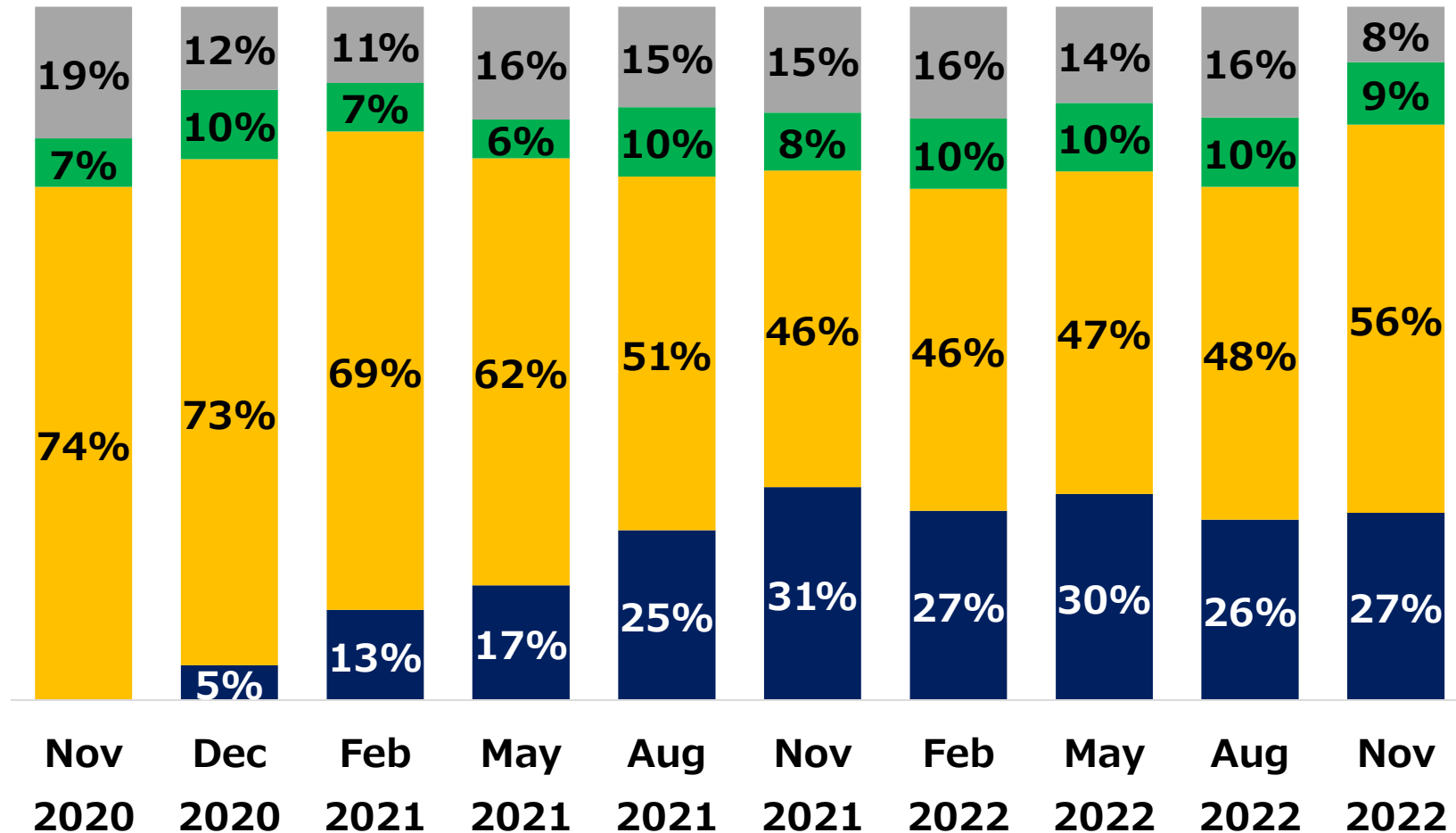
Estimation based on internal survey (2021)



# Prescription Ratio in Patients Newly Treated for 1L NSCLC

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

■ Opdivo ■ Product A ■ Product B ■ Others



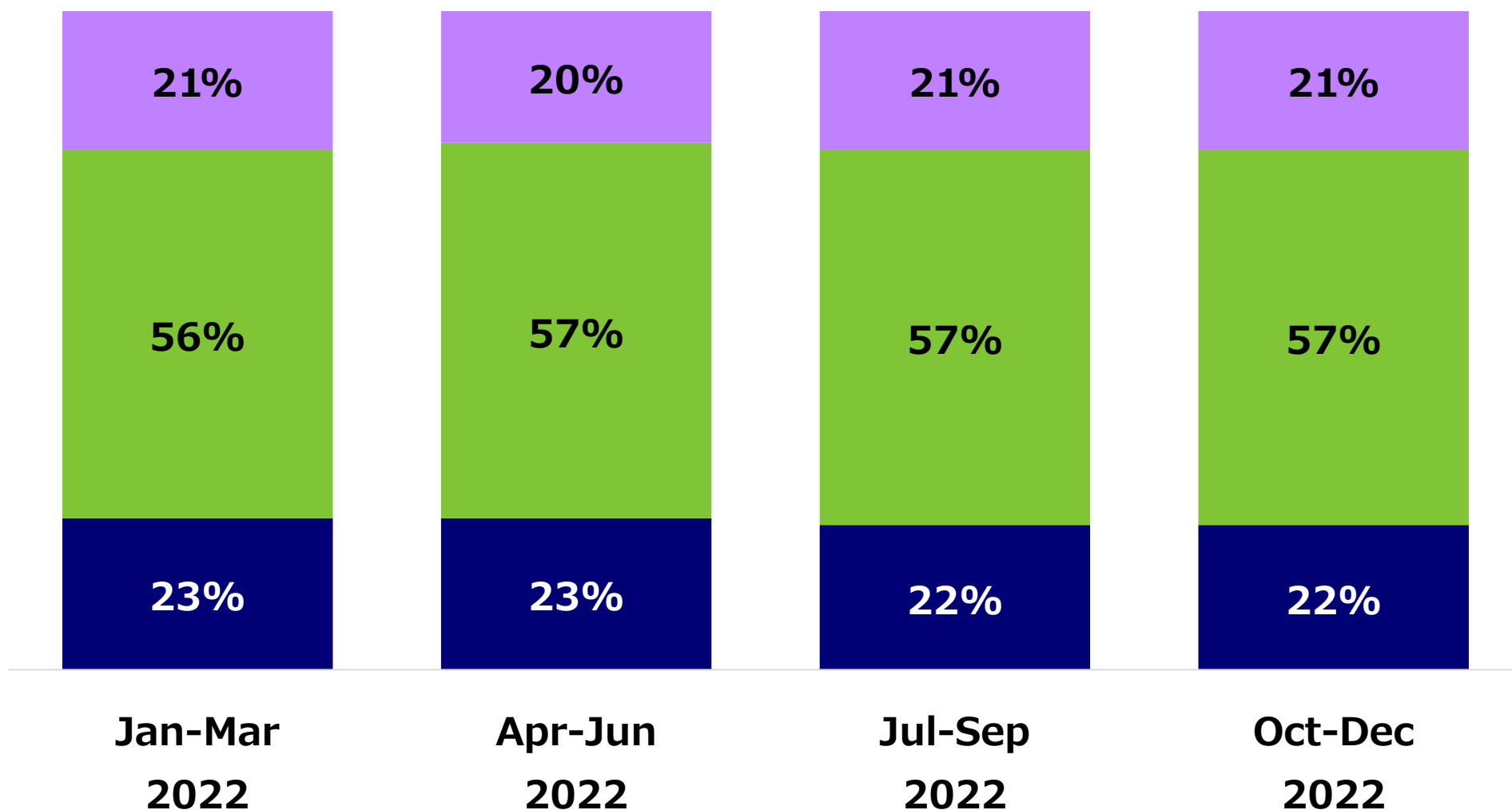
(Before approval)

Source: External data (Nov 2020~Nov 2022: n=167~245)



# Sales Ratio of ICPIs in NSCLC (Estimation)

■ Opdivo ■ Product\_C ■ Product\_D

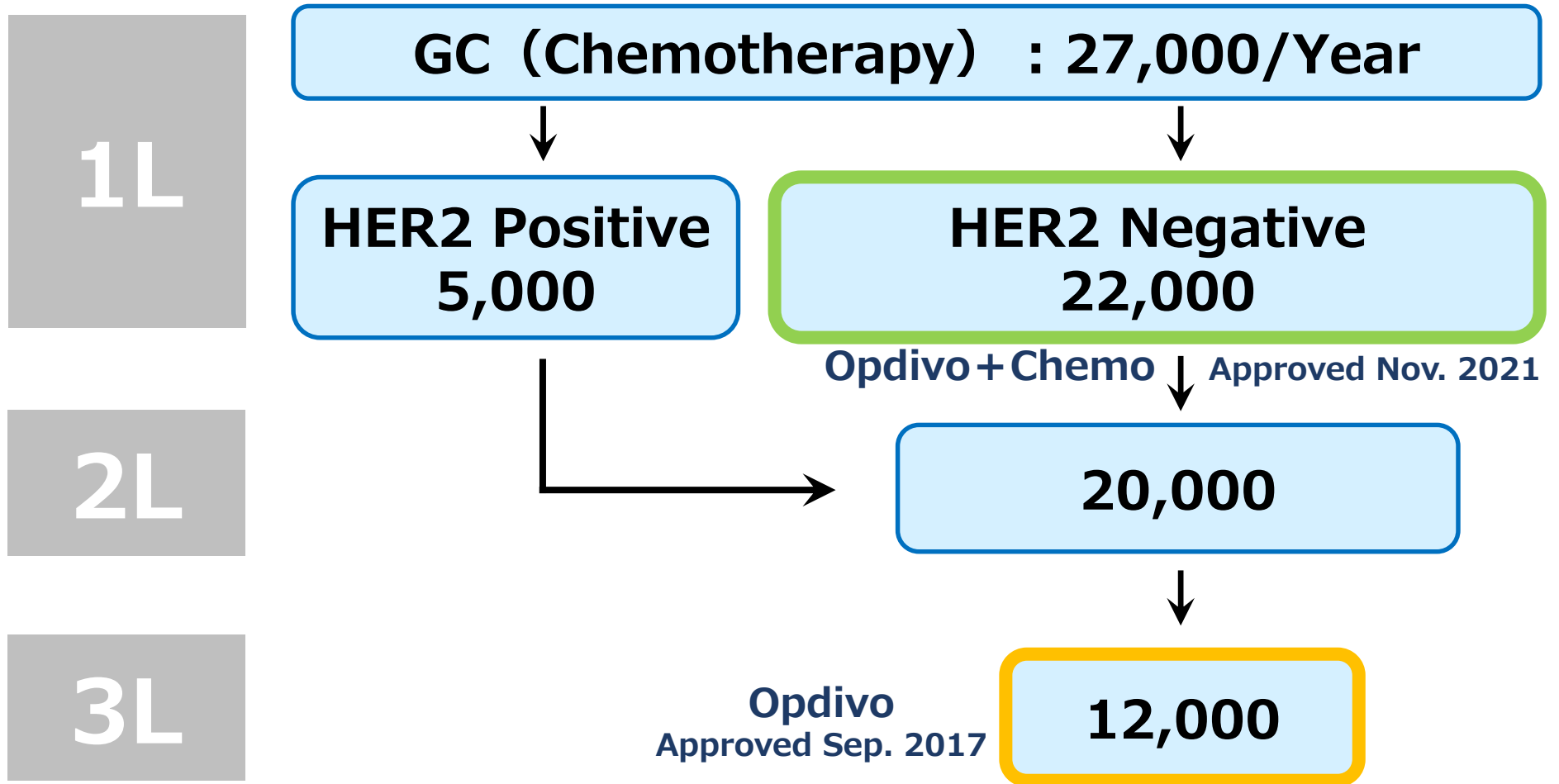


Source: External data



# Number of GC\* Patients per year in Japan

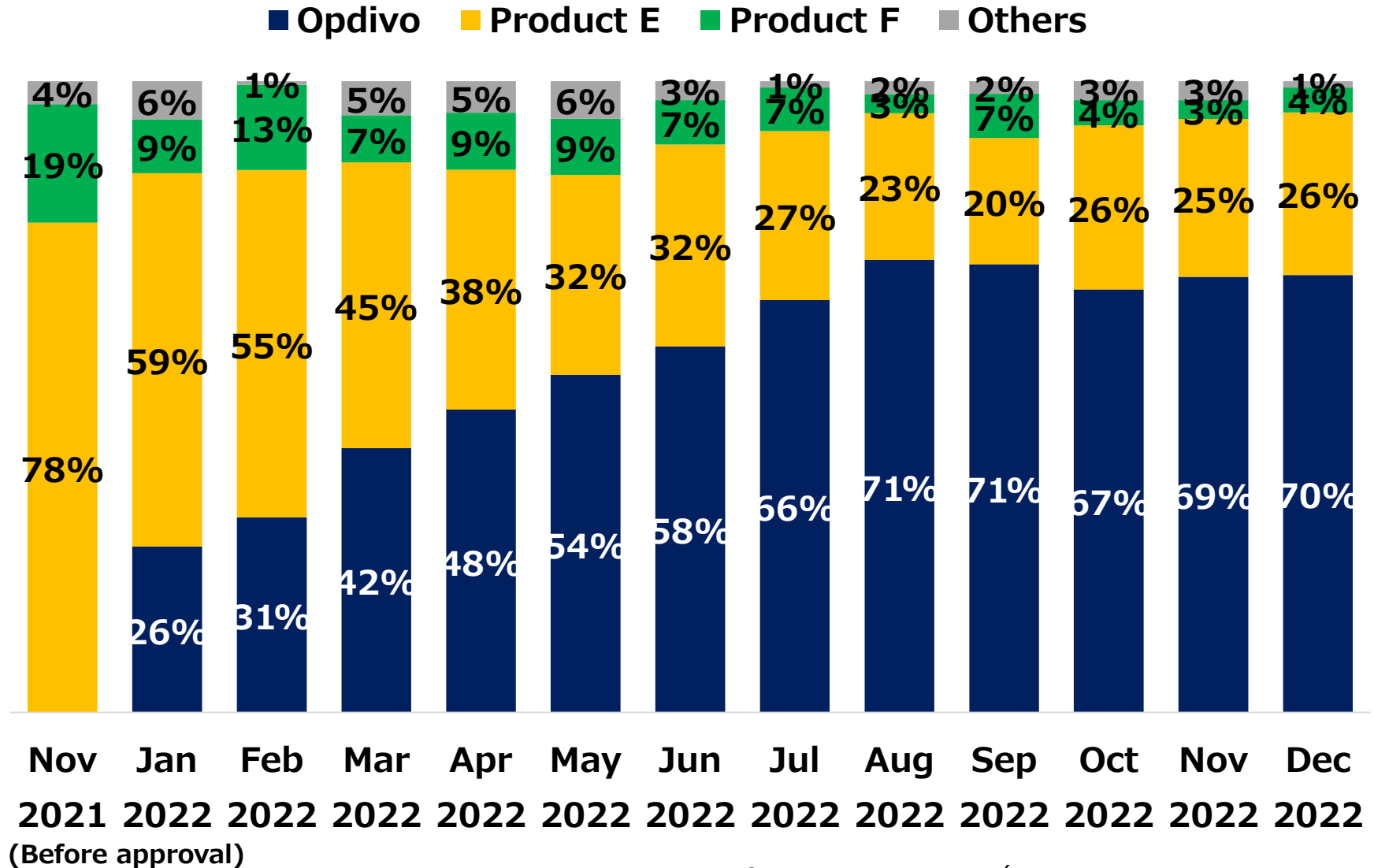
\* : Unresectable Advanced or Recurrent GC



Estimation based on internal survey (2020)

# Prescription Ratio in Patients Newly Treated for 1L GC

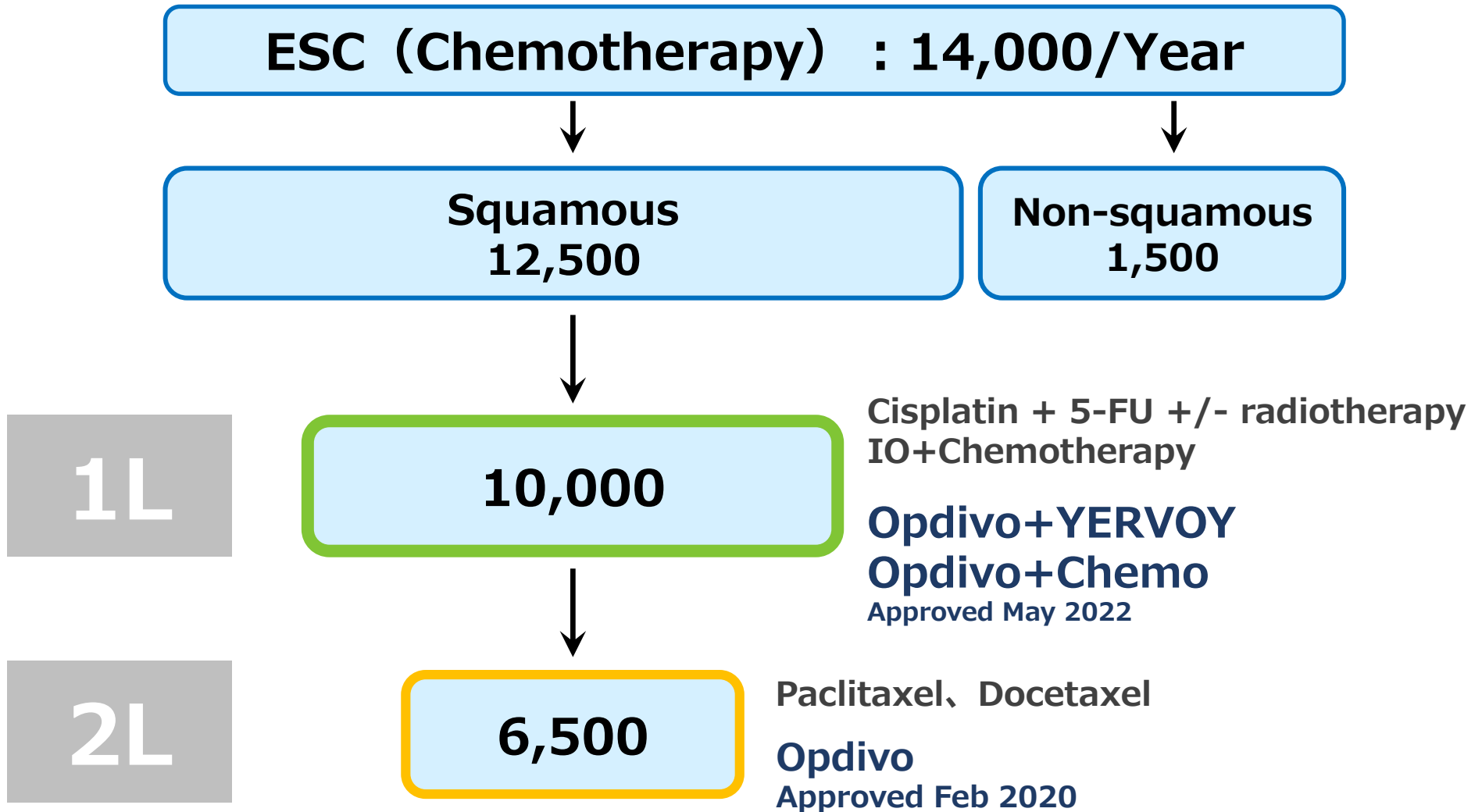
※Patients starting 1L treatment within the last 3 month



Source: External data (Nov 2021~Dec 2022: n=200~204)

# Number of ESC\* Patients per year in Japan

\* : Unresectable Advanced or Recurrent ESC

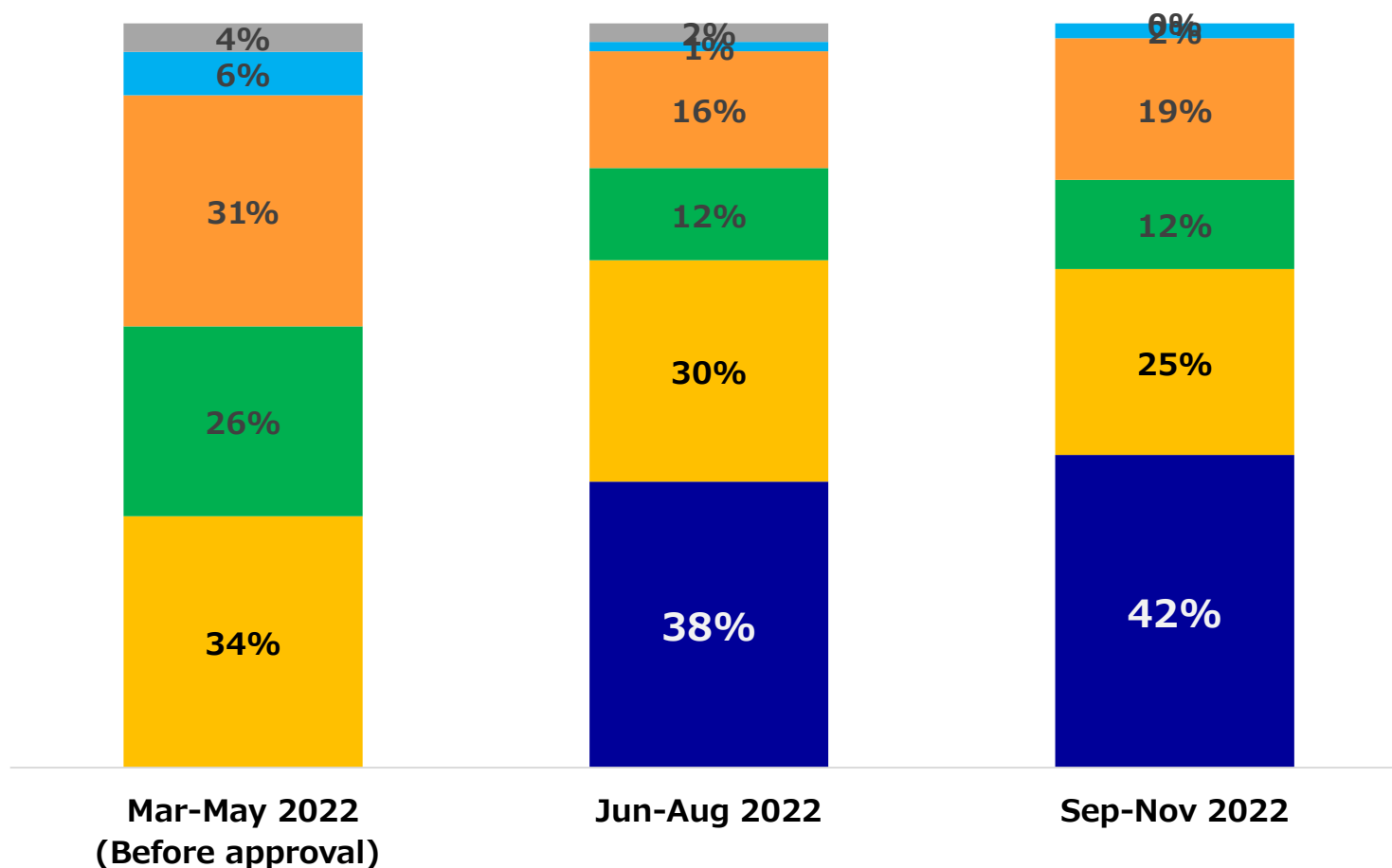


Estimation based on internal survey (2022)



# Prescription Ratio in Patients Newly Treated for 1L ESC (Squamous Cell Carcinoma)

■ Opdivo ■ Product G ■ Product H ■ Product I ■ Product J ■ Others

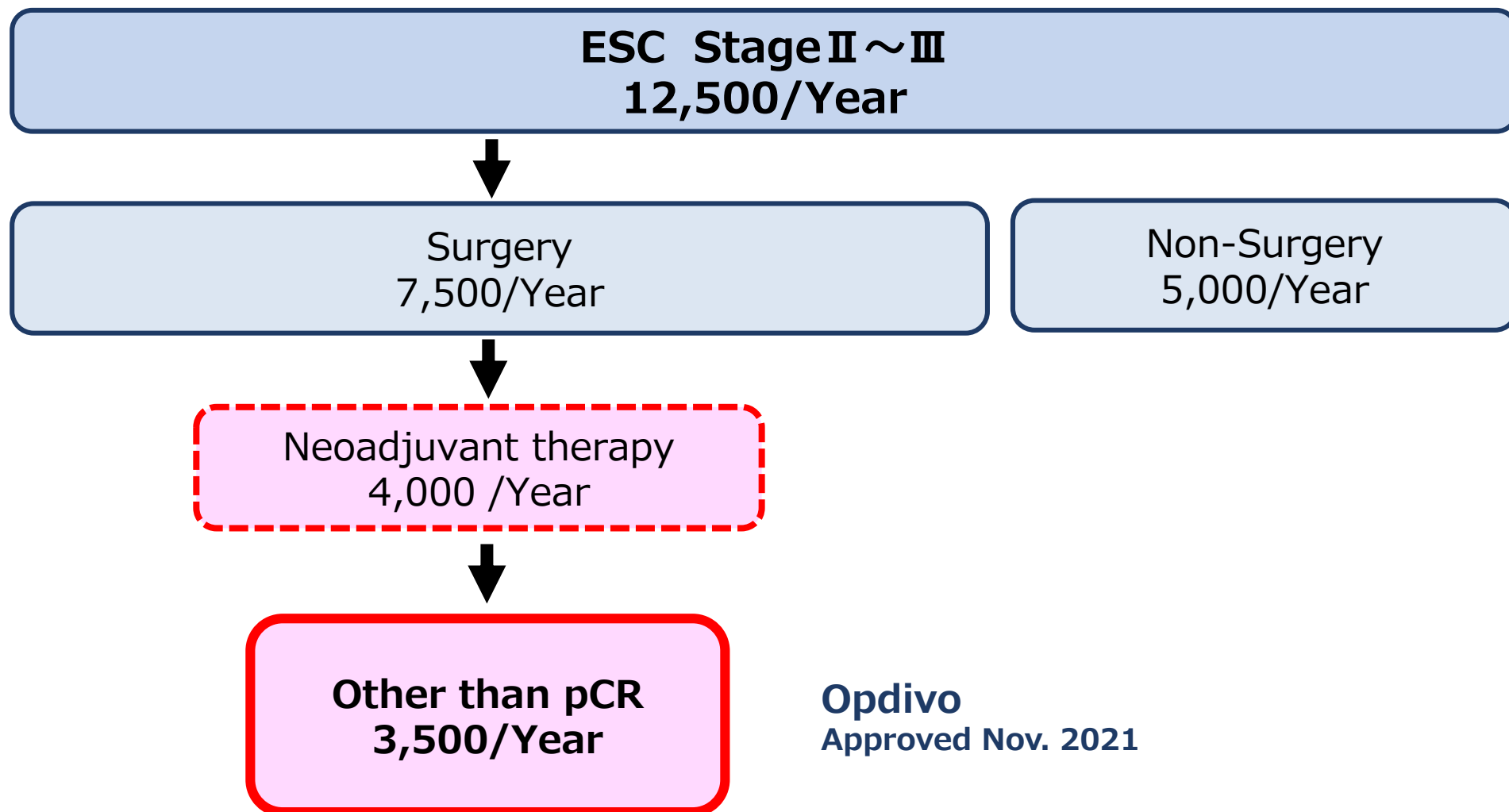


※Patients starting treatment within the last 3 month

Source: External data (May 2022~Nov 2022: n=150~155)



# Number of ESC (Perioperative) Patients per year in Japan

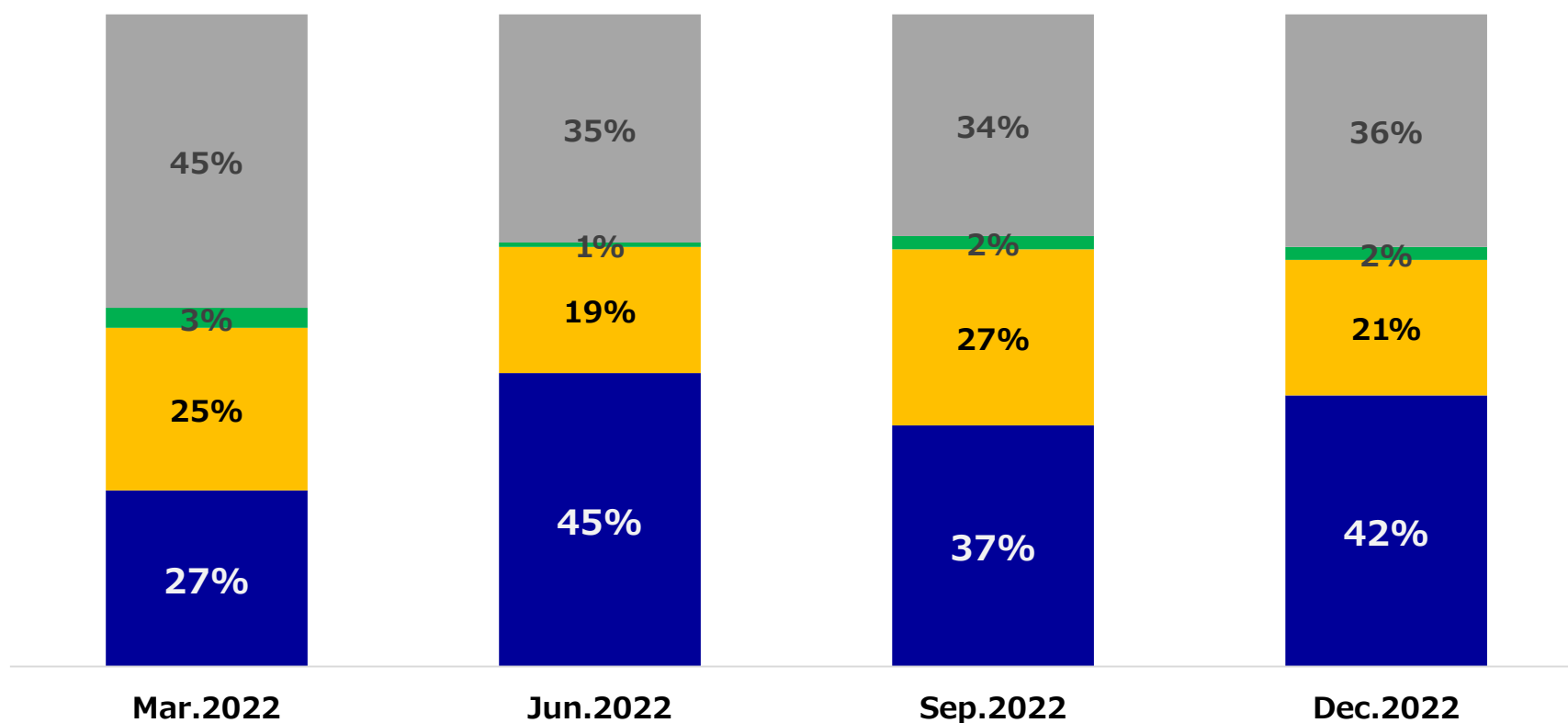


**Opdivo**  
Approved Nov. 2021

Estimation based on internal survey (2022)

# Prescription Ratio in Patients Newly Treated for ESC (adjuvant therapy)

- Non adjuvant therapy
- Others
- Adjuvant therapy (without Opdivo)
- Opdivo

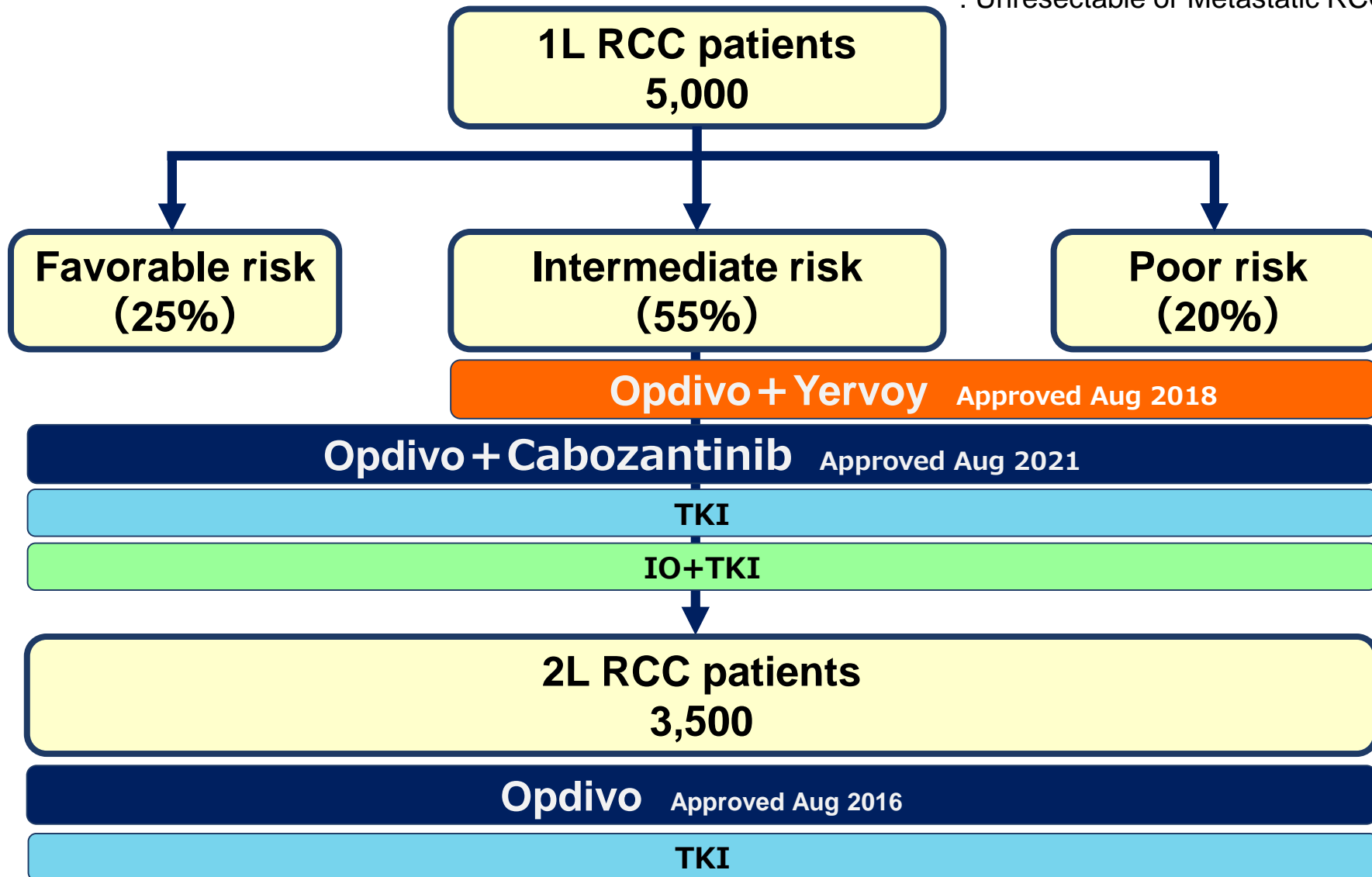


Source: External data (Mar 2022~Dec 2022: n=150~152)

※Patients starting treatment within the last 3 month

# Number of RCC\* Patients per year in Japan

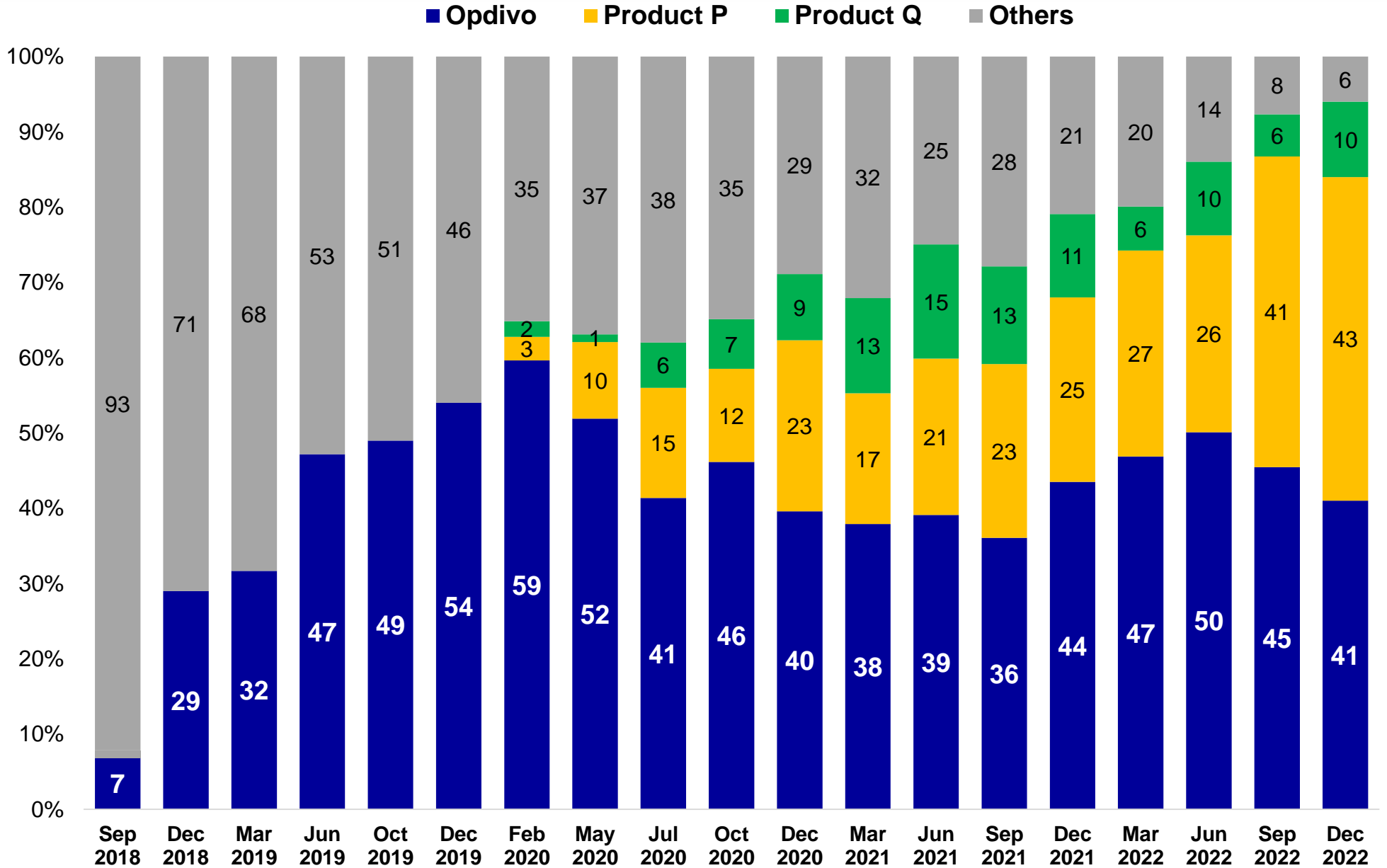
\* : Unresectable or Metastatic RCC



Estimation based on internal survey (2022)



# Prescription Ratio in Patients Newly Treated for 1L RCC

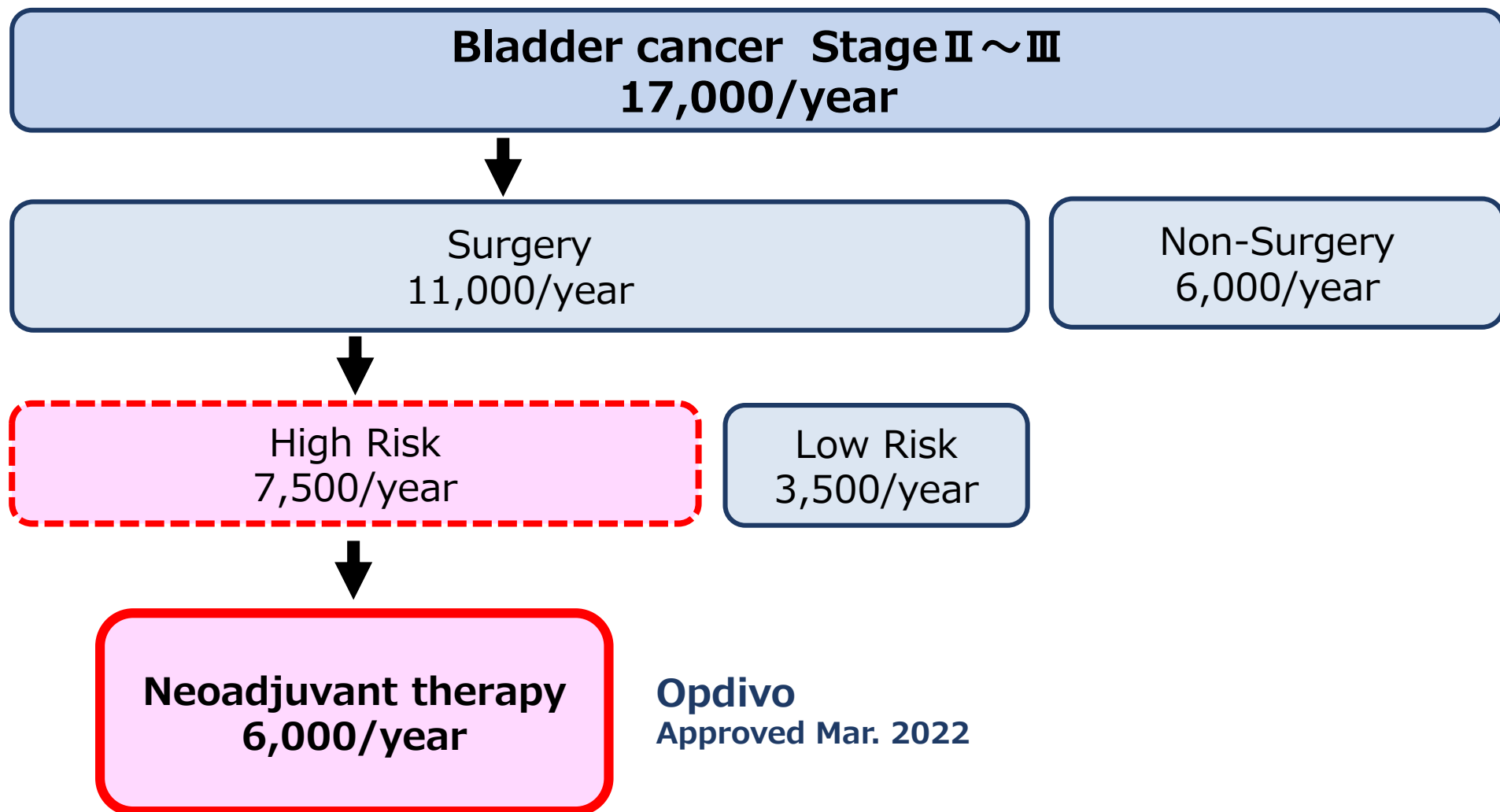


Source: External data (Sep 2018~Dec 2022: n=46~110)





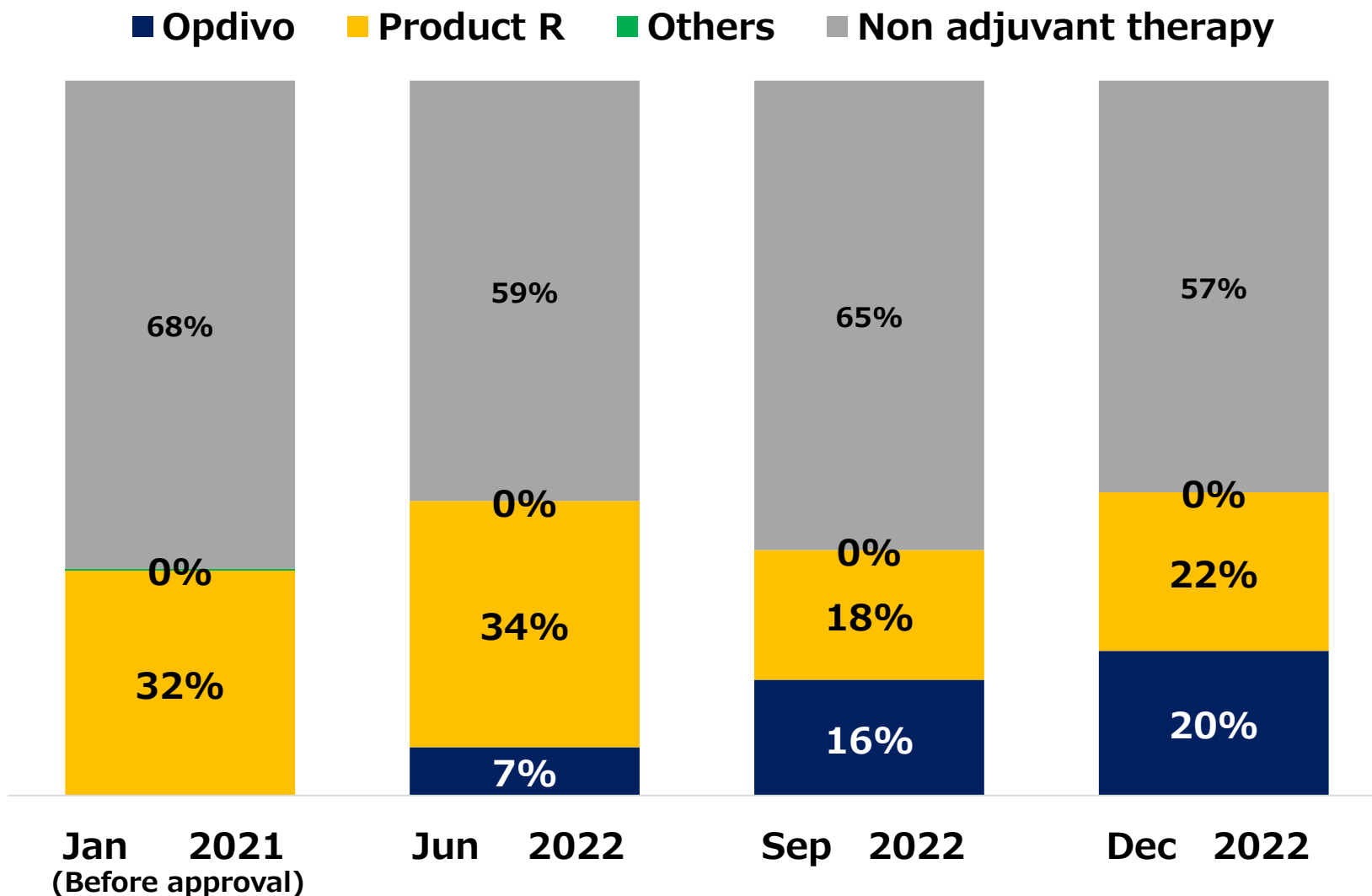
# Number of Bladder Cancer (Perioperative) Patients per year in Japan



Estimation based on internal survey (2022)



# Prescription Ratio in Patients Newly Treated for Bladder Cancer (adjuvant therapy)



Source: External data (Jan 2022~Dec 2022: n=200)

※Patients starting treatment within the last 3 month



**ONO PHARMACEUTICAL CO.,LTD.**

*Dedicated to the Fight against Disease and Pain*