Trend of Opdivo

November 2, 2021

ONO ONO PHARMACEUTICAL CO.,LTD.

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.
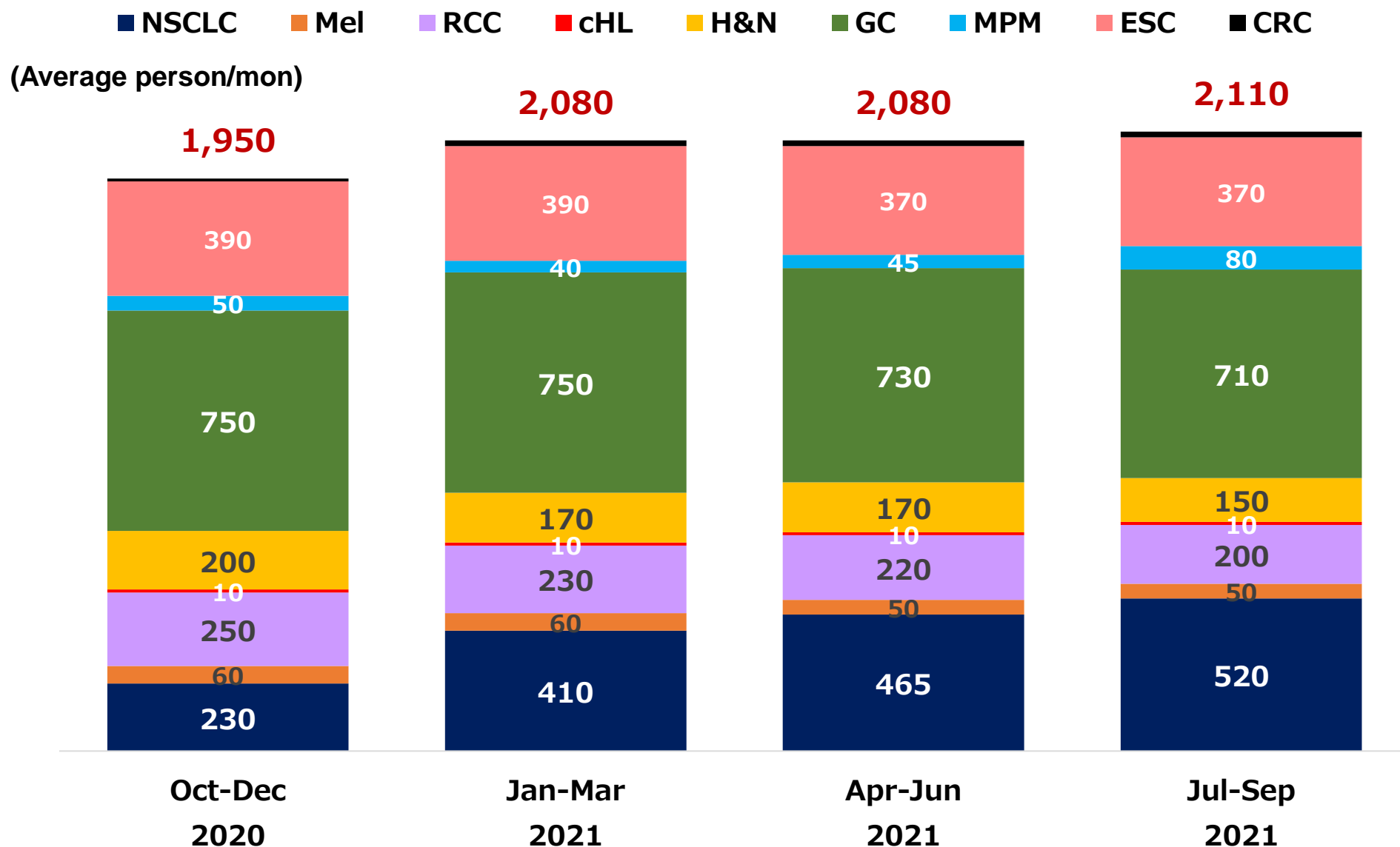
Sales Trend of Opdivo by Each Cancer

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

¥87.3 Bil
¥98.8 Bil
¥110.0 Bil

FY2019 (Result)   FY2020 (Result)   FY2021 (Forecast)
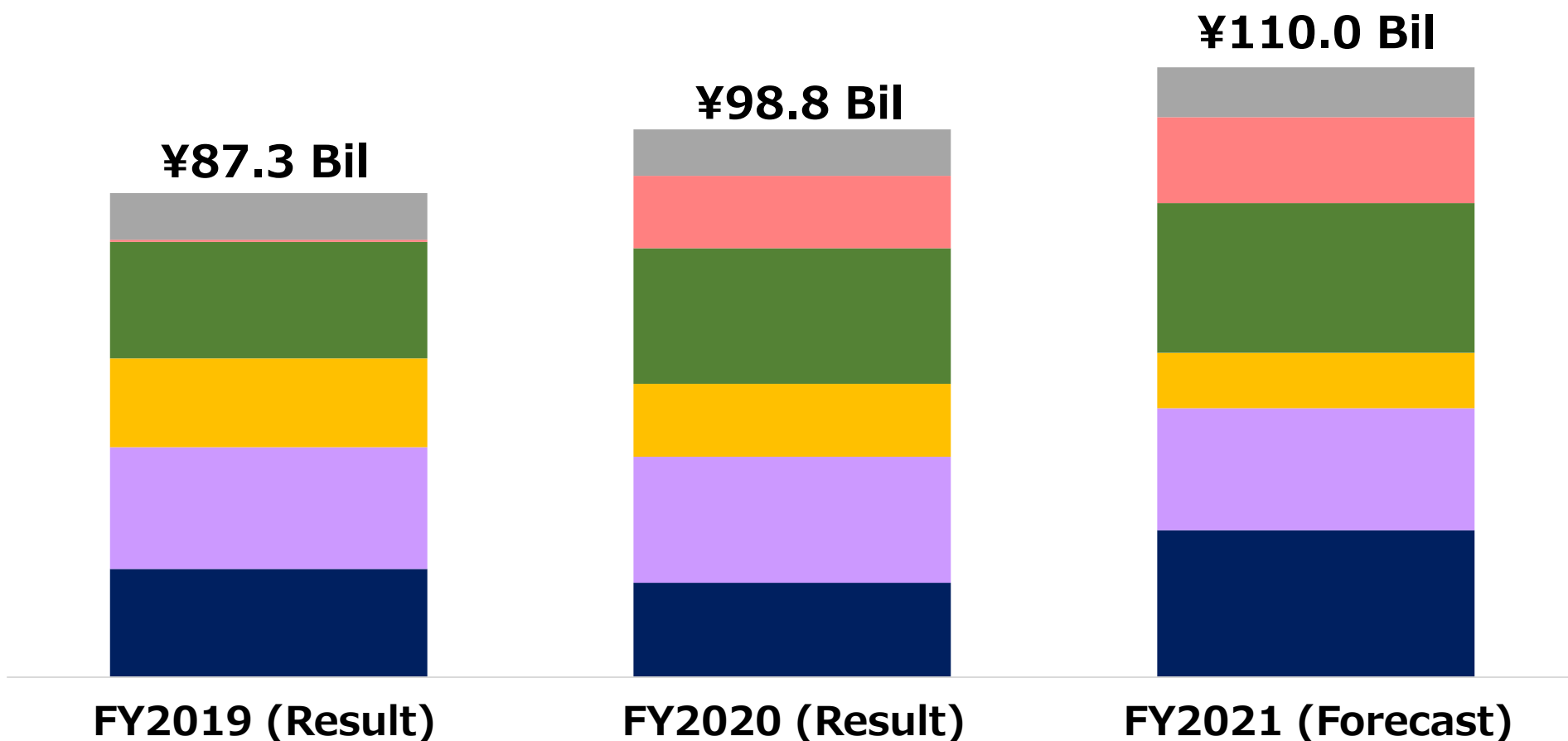
Source: Estimation from external and internal data

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

■ NSCLC ■ Mel ■ RCC ■ cHL ■ H&N ■ GC ■ MPM ■ ESC ■ CRC

(Average person/mon)

	Oct-Dec 2020	Jan-Mar 2021	Apr-Jun 2021	Jul-Sep 2021
Total	1,950	2,080	2,080	2,110
ESC	390	390	370	370
MPM	50	40	45	80
GC	750	750	730	710
H&N	200	170	170	150
cHL	10	10	10	10
RCC	250	230	220	200
Mel	60	60	50	50
NSCLC	230	410	465	520

Source: Estimation from external and internal data
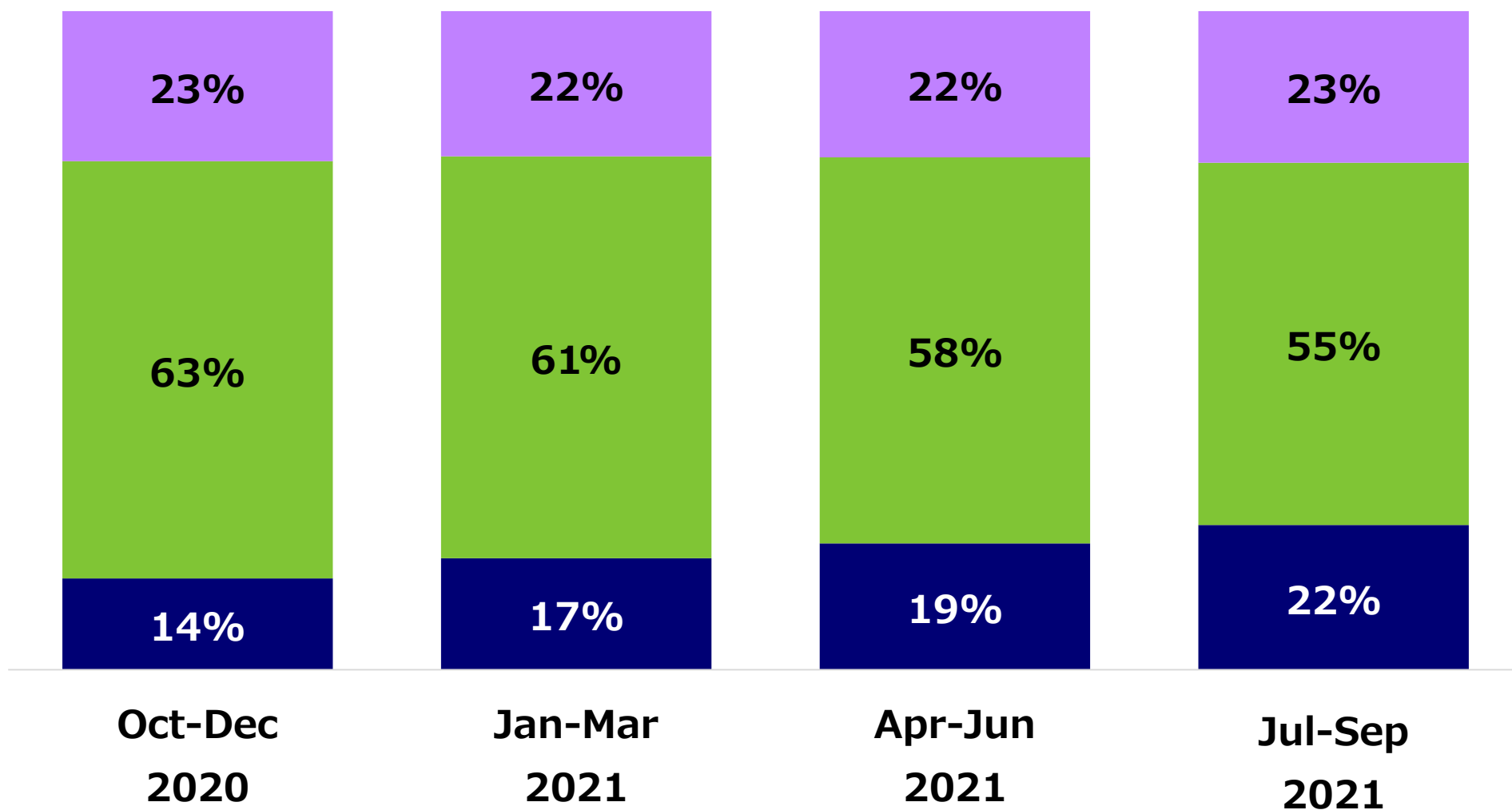
Trend of total sales of ICPIs and Opdivo share
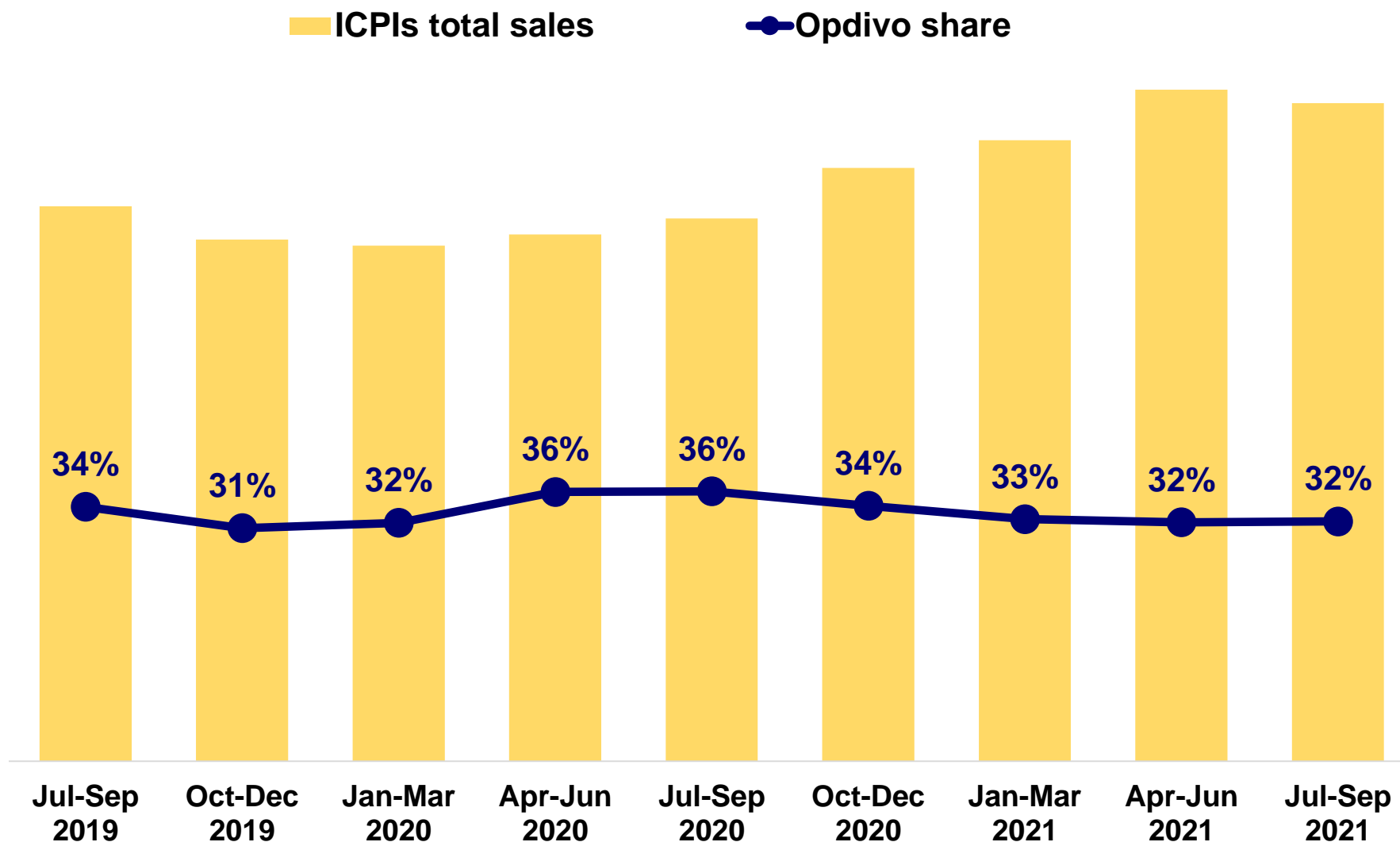
Source: External data

Sales Ratio of ICPIs in NSCLC (Estimation)

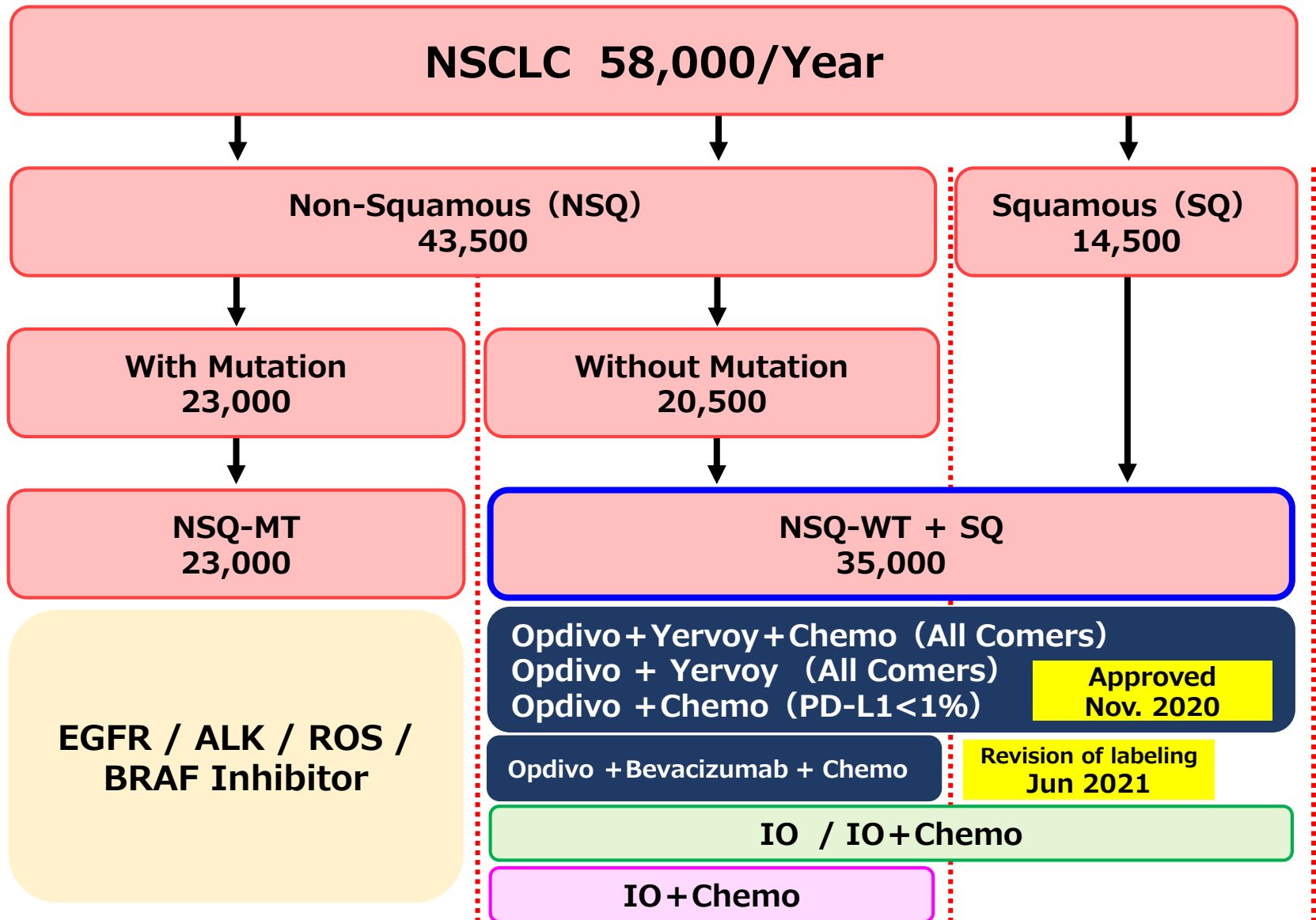Legend: ■ Opdivo ■ Product A ■ Product B

	Oct-Dec 2020	Jan-Mar 2021	Apr-Jun 2021	Jul-Sep 2021
Product B	23%	22%	22%	23%
Product A	63%	61%	58%	55%
Opdivo	14%	17%	19%	22%

Source: External data

Number of NSCLC* Patients per year in Japan

* : Unresectable Advanced or Recurrent NSCLC

NSCLC 58,000/Year

Non-Squamous（NSQ）43,500

Squamous（SQ）14,500

With Mutation 23,000

Without Mutation 20,500

1L

NSQ-MT 23,000

NSQ-WT ＋ SQ 35,000

EGFR / ALK / ROS / BRAF Inhibitor

Opdivo＋Yervoy＋Chemo（All Comers）
Opdivo ＋ Yervoy（All Comers）
Opdivo ＋Chemo（PD-L1<1%）

Approved Nov. 2020

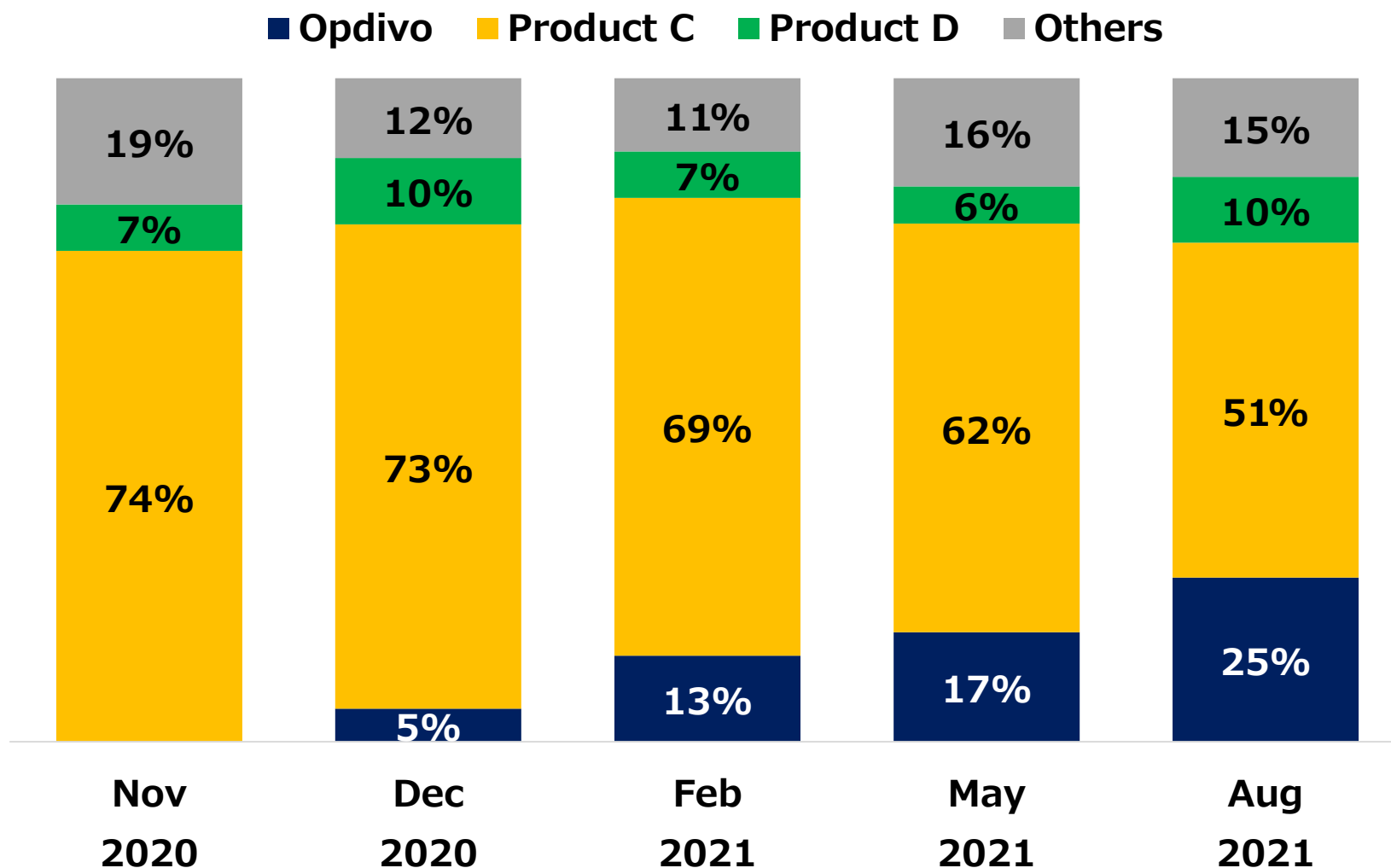Opdivo ＋Bevacizumab ＋ Chemo

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 months (Except Driver Mutation)

Legend: ■ Opdivo ■ Product C ■ Product D ■ Others

	Nov 2020	Dec 2020	Feb 2021	May 2021	Aug 2021
Others	19%	12%	11%	16%	15%
Product D	7%	10%	7%	6%	10%
Product C	74%	73%	69%	62%	51%
Opdivo		5%	13%	17%	25%

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

ONO PHARMACEUTICAL CO.,LTD.   7/12

Prescription Ratio in Patients Newly Treated for 3L GC

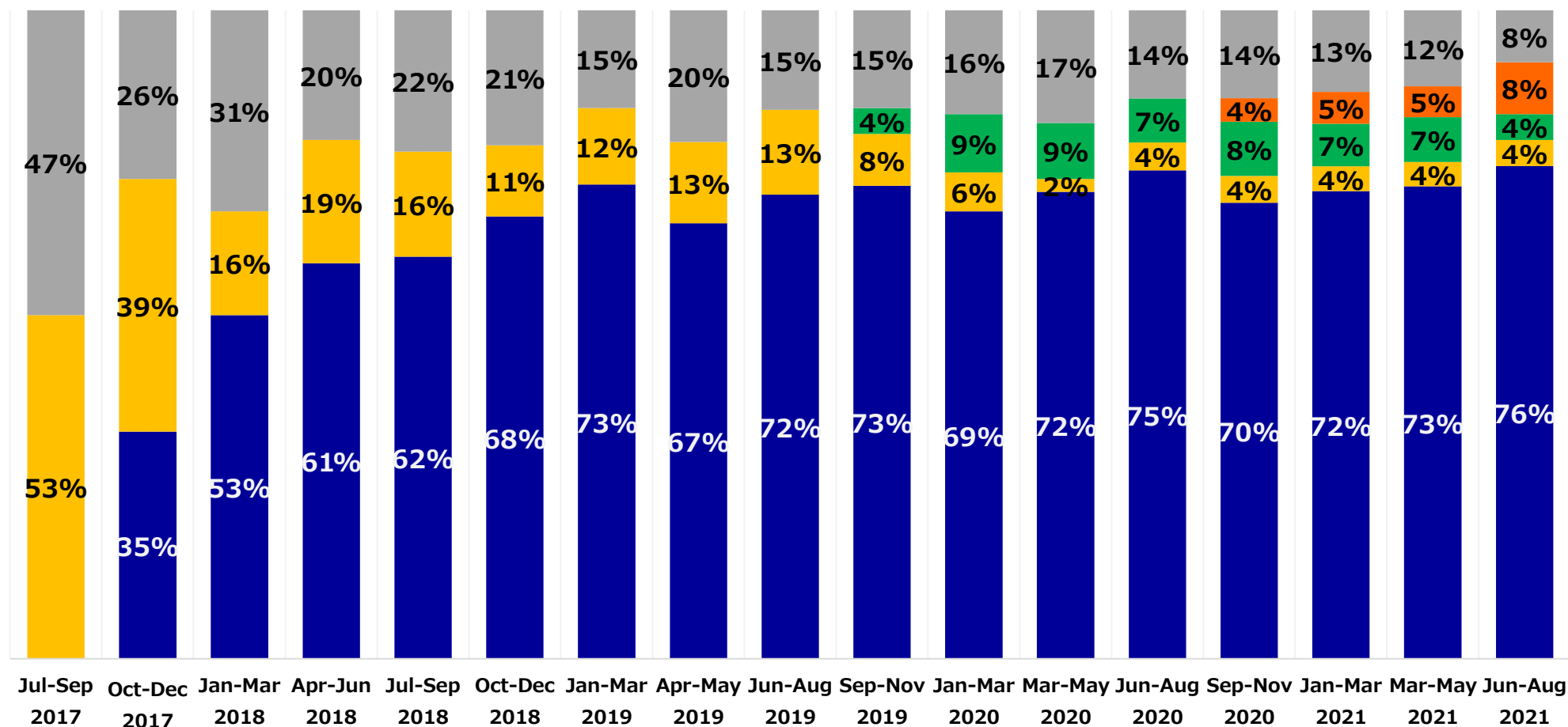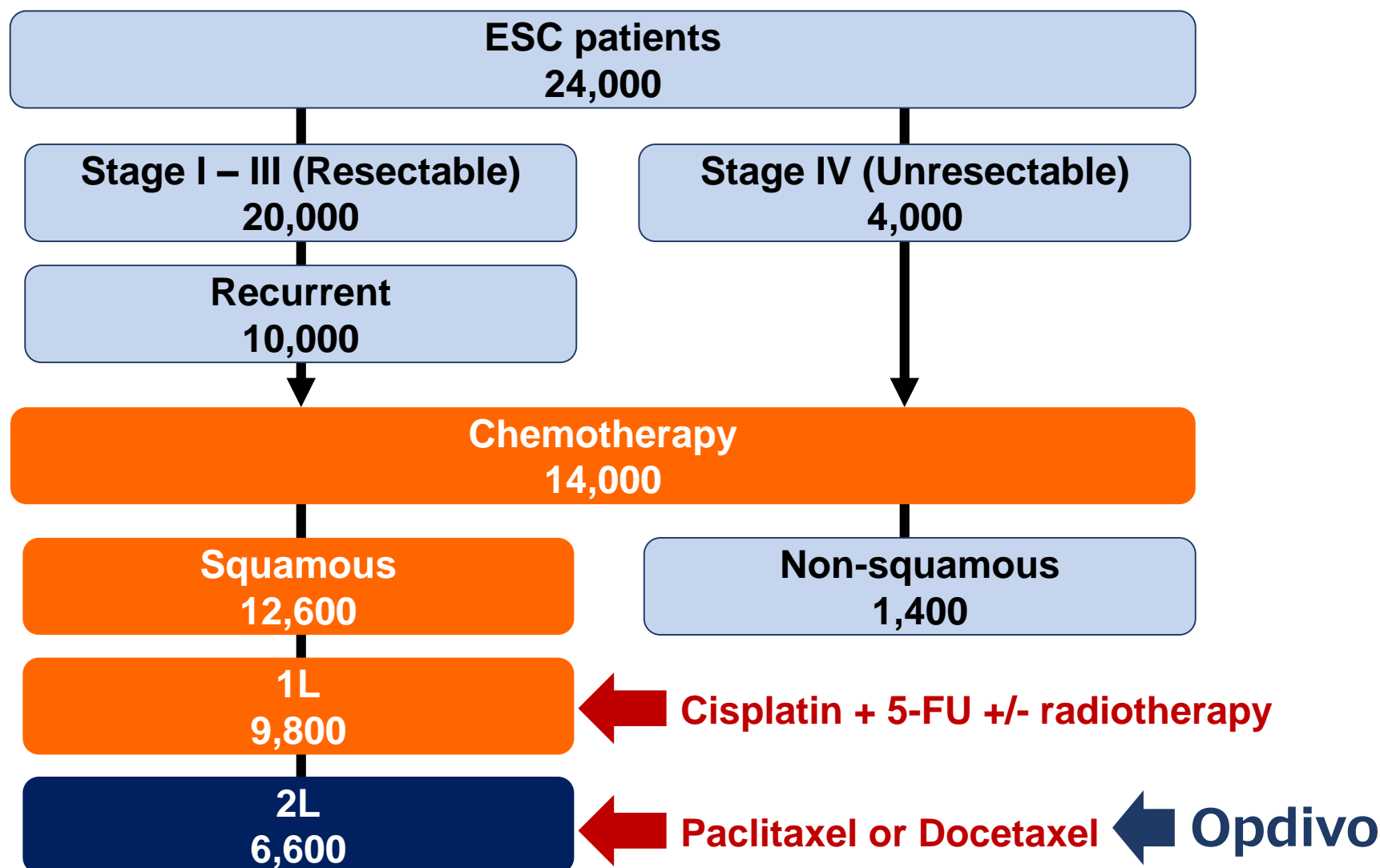※Patients starting 3L treatment within the last 3 months

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

Number of ESC* Patients per year in Japan

* : Unresectable Advanced or Recurrent ESC

ESC patients
24,000

Stage I – III (Resectable)
20,000

Stage IV (Unresectable)
4,000

Recurrent
10,000

Chemotherapy
14,000

Squamous
12,600

Non-squamous
1,400

1L
9,800

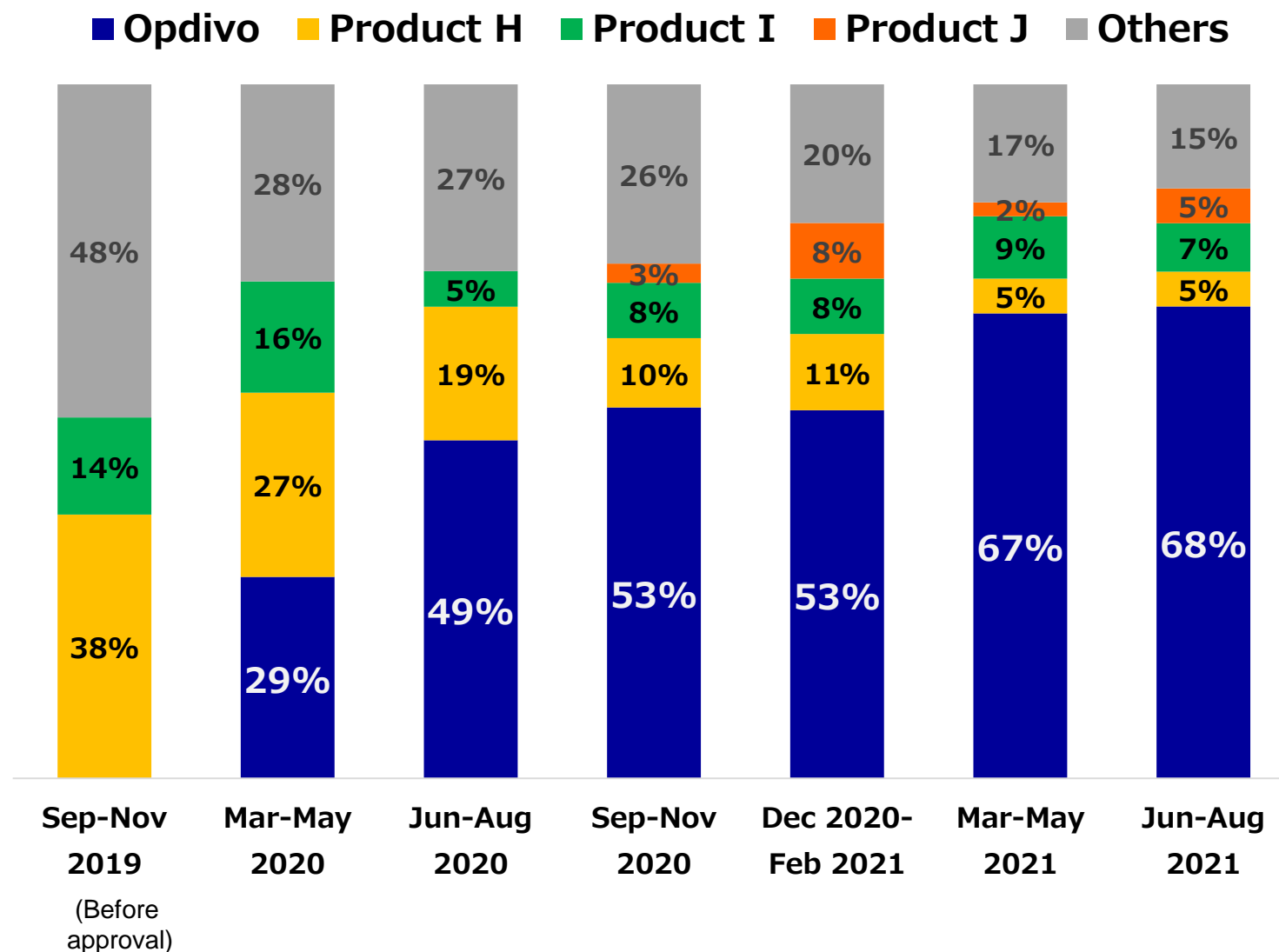**Cisplatin + 5-FU +/- radiotherapy**

2L
6,600

Paclitaxel or Docetaxel

Opdivo

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 H** ■ **Product I** ■ **Product J** ■ **Others**

	Sep-Nov 2019 (Before approval)	Mar-May 2020	Jun-Aug 2020	Sep-Nov 2020	Dec 2020-Feb 2021	Mar-May 2021	Jun-Aug 2021
Others	48%	28%	27%	26%	20%	17%	15%
Product J				3%	8%	2%	5%
Product I	14%	16%	5%	8%	8%	9%	7%
Product H	38%	27%	19%	10%	11%	5%	5%
Opdivo		29%	49%	53%	53%	67%	68%

Source: External data （Sep 2019 − Aug 2021: n=150~158)

ONO PHARMACEUTICAL CO.,LTD.   10/12

Number of RCC* Patients per year in Japan

* : Unresectable or Metastatic RCC

```
┌─────────────────────┐
│  1L RCC patients    │
│      5,000          │
└─────────────────────┘
```

Favorable risk (25%)	Intermediate risk (55%)	Poor risk (20%)

Opdivo＋Yervoy

TKI

IO+TKI

```
┌──────────────────────────────────────────┐
│           2L RCC patients                 │
│              3,200                        │
└──────────────────────────────────────────┘
```

Opdivo

TKI

Prescription Ratio in Patients Newly Treated for 1L RCC

	2018		2019				2020					2021			
	Sep	Dec	Mar	Jun	Oct	Dec	Feb	May	Jul	Oct	Dec	Mar	Jun	Sep	
Opdivo	7	29	32	47	49	54	59	52	41	46	40	38	39	36	(%)
Product K	40	30	36	21	29	20	17	14	16	13	11	9	11	12	(%)
Product L	41	32	26	29	21	16	15	19	17	19	17	18	7	10	(%)
Product M							3	10	15	12	23	17	21	23	(%)
Product N							2	1	6	7	9	13	15	13	(%)
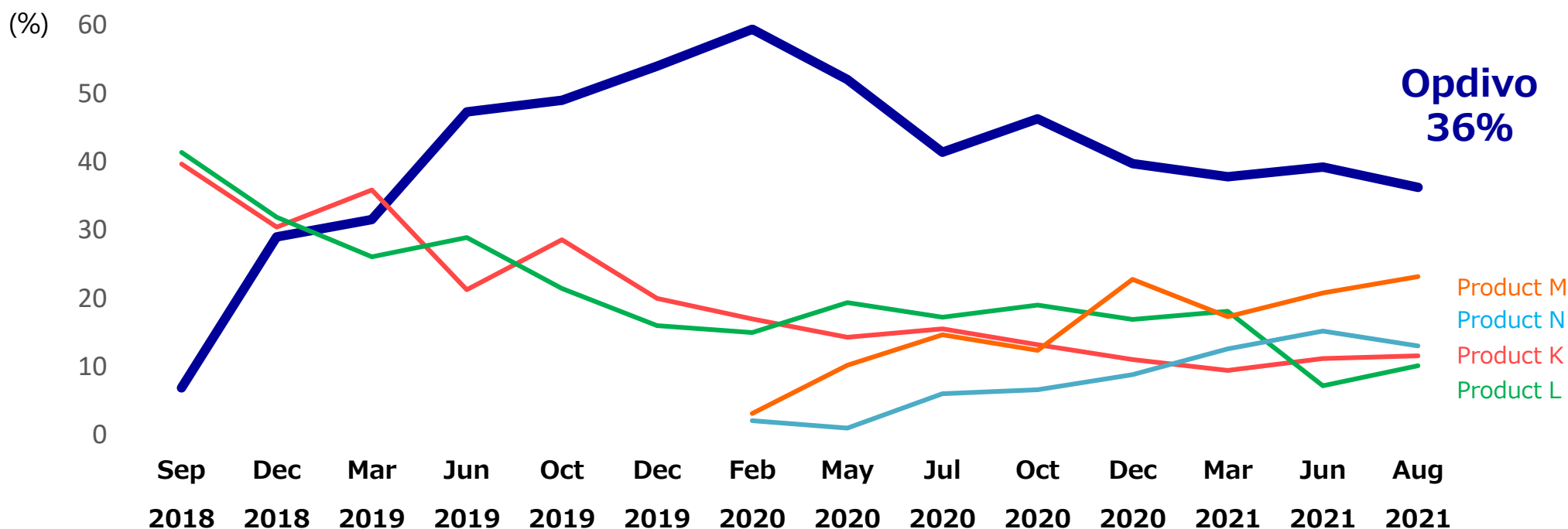
Source: External data（Sep 2018 – Aug 2021: n=46~100)

ONO ONO PHARMACEUTICAL CO.,LTD.

Dedicated to the Fight against Disease and Pain