

Trend of Opdivo

January 31, 2024

Cautionary Notes

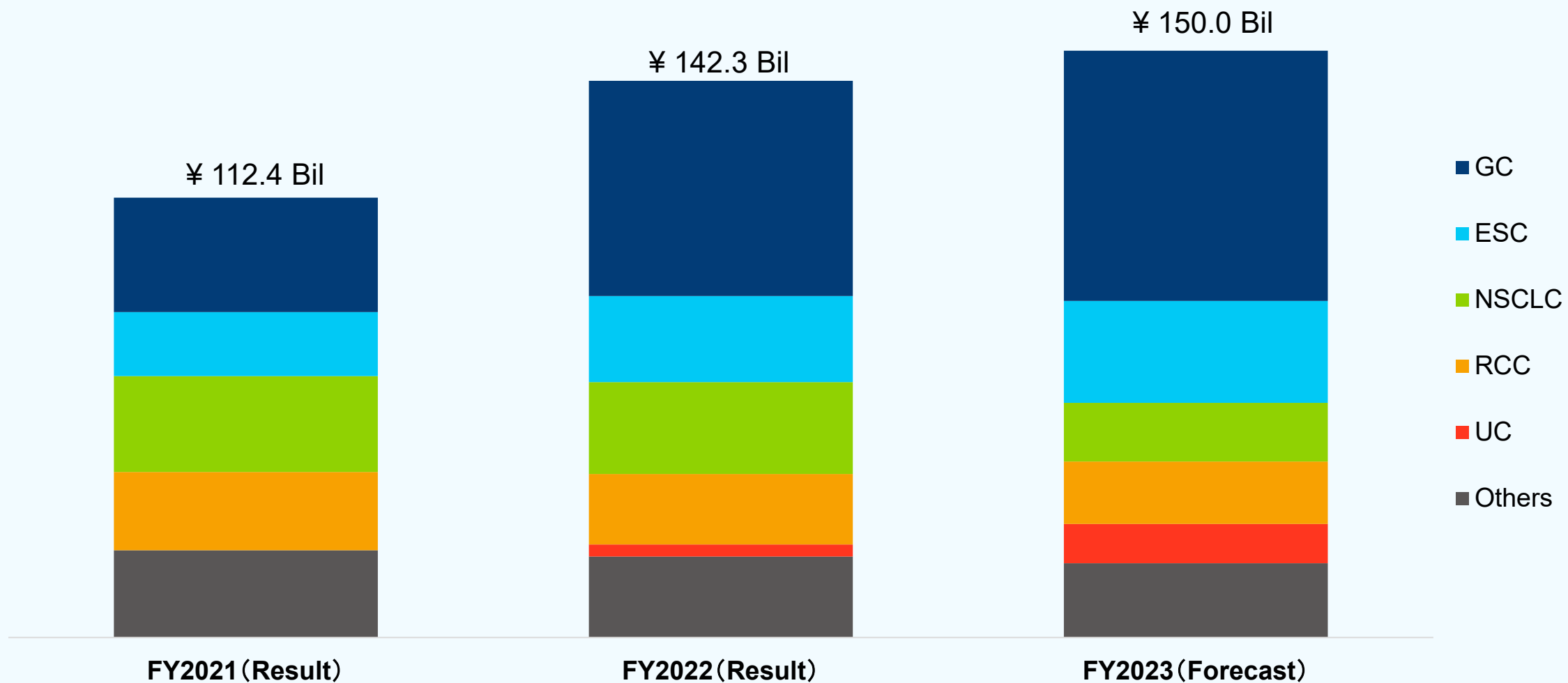
Forecasts and other forward-looking statements included in this document are based on information currently available and certain assumptions that the Company deems reasonable.

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.**

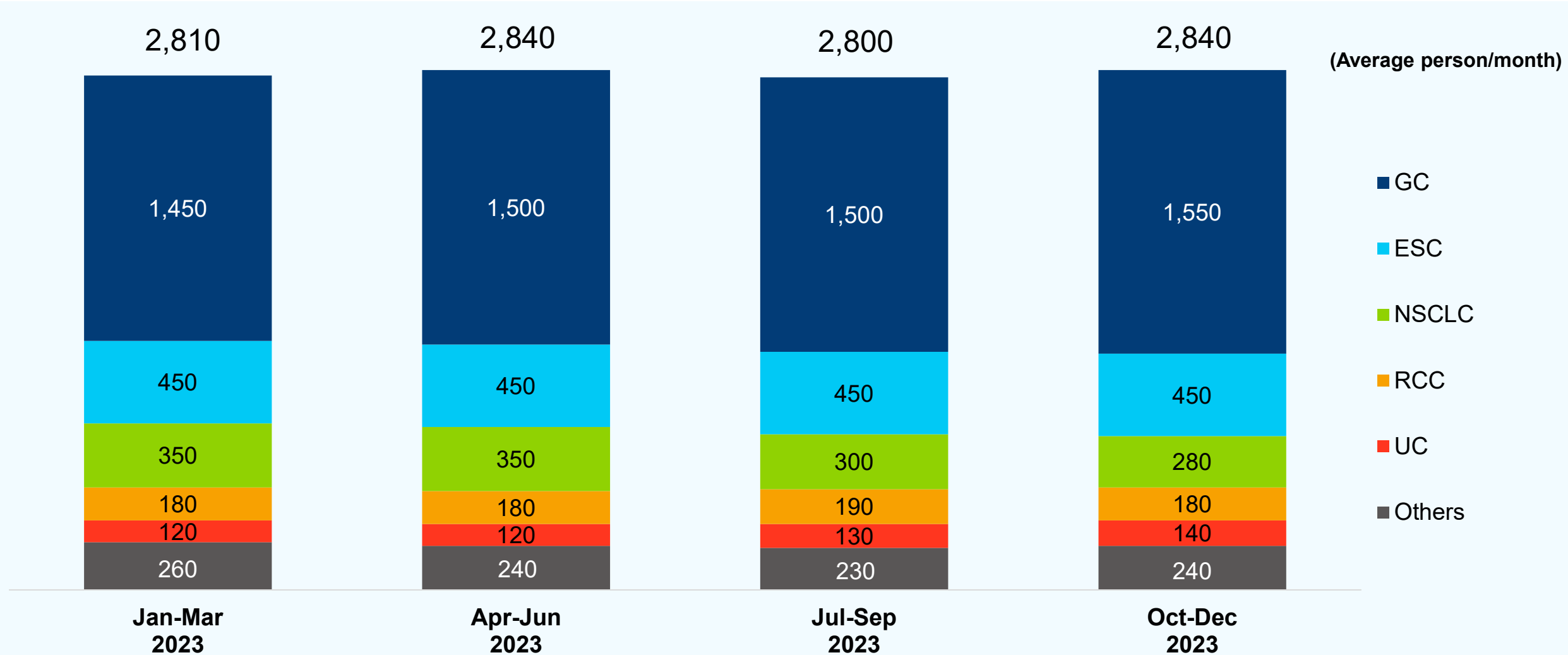
Information about pharmaceutical products (including products currently in development) included in this document is not intended to constitute an advertisement of medical advice.

Sales Trend of Opdivo by Each Cancer



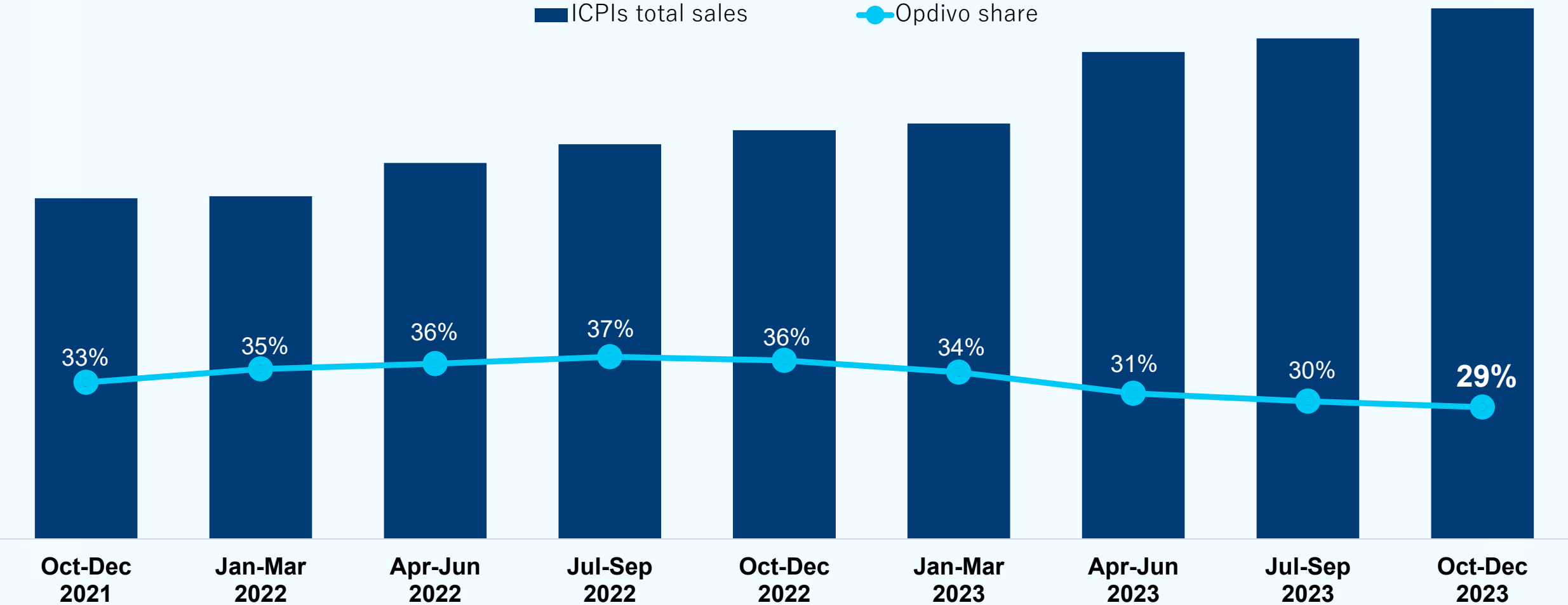
Source: Estimation from external and internal data

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



Source: Estimation from external and internal data

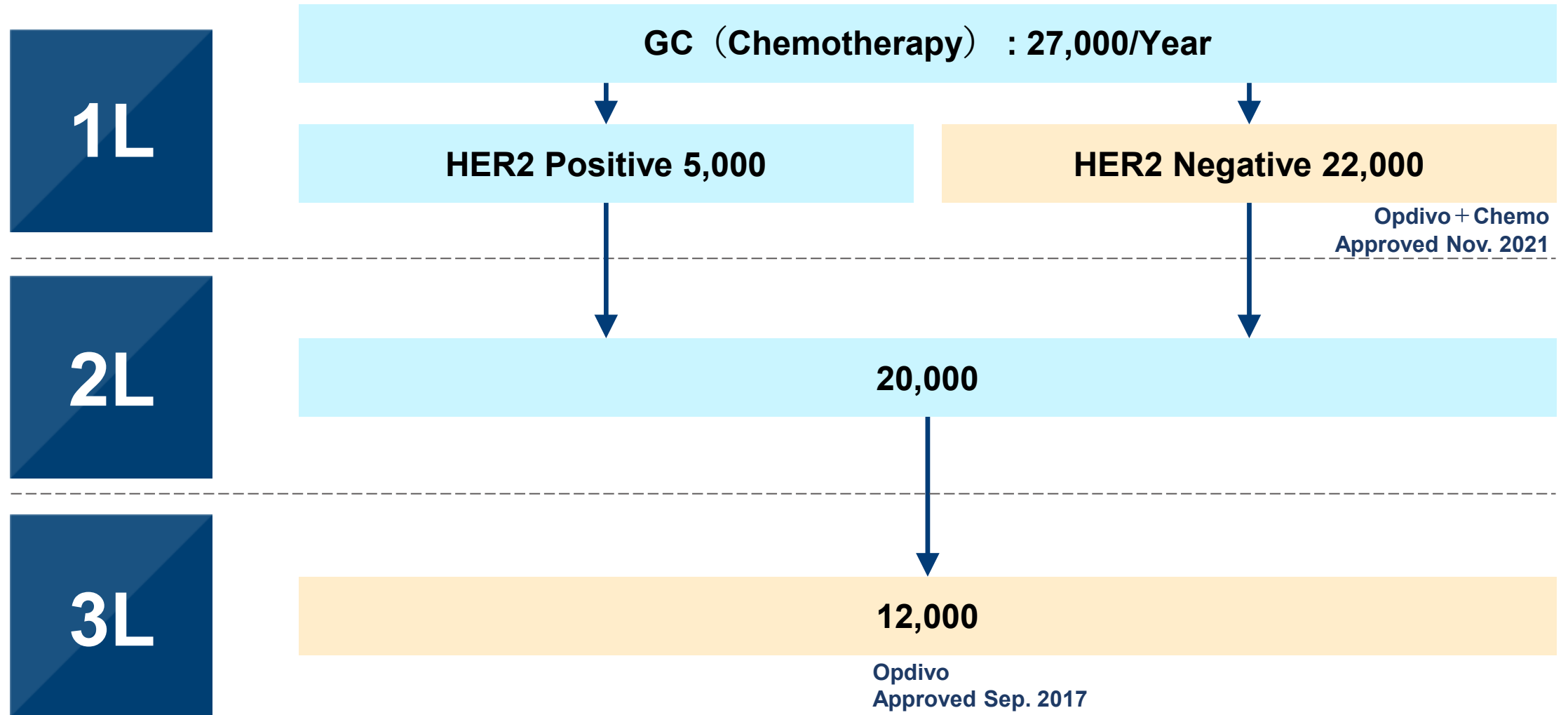
Trend of total sales of ICPIs and Opdivo share



Source: External data

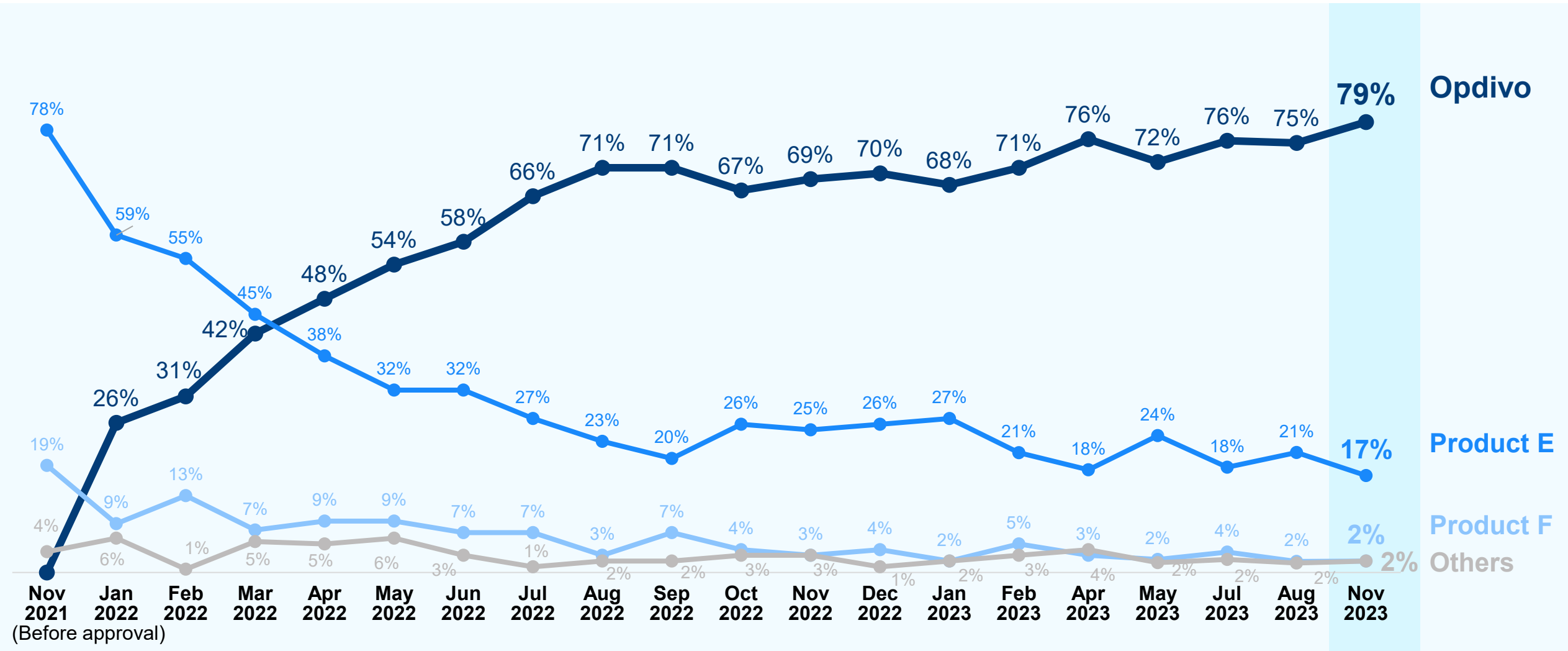
Number of GC* Patients per year in Japan

* : Unresectable Advanced or Recurrent GC



Estimation based on internal survey (2020)

Prescription Ratio in Patients Newly Treated* for 1L GC

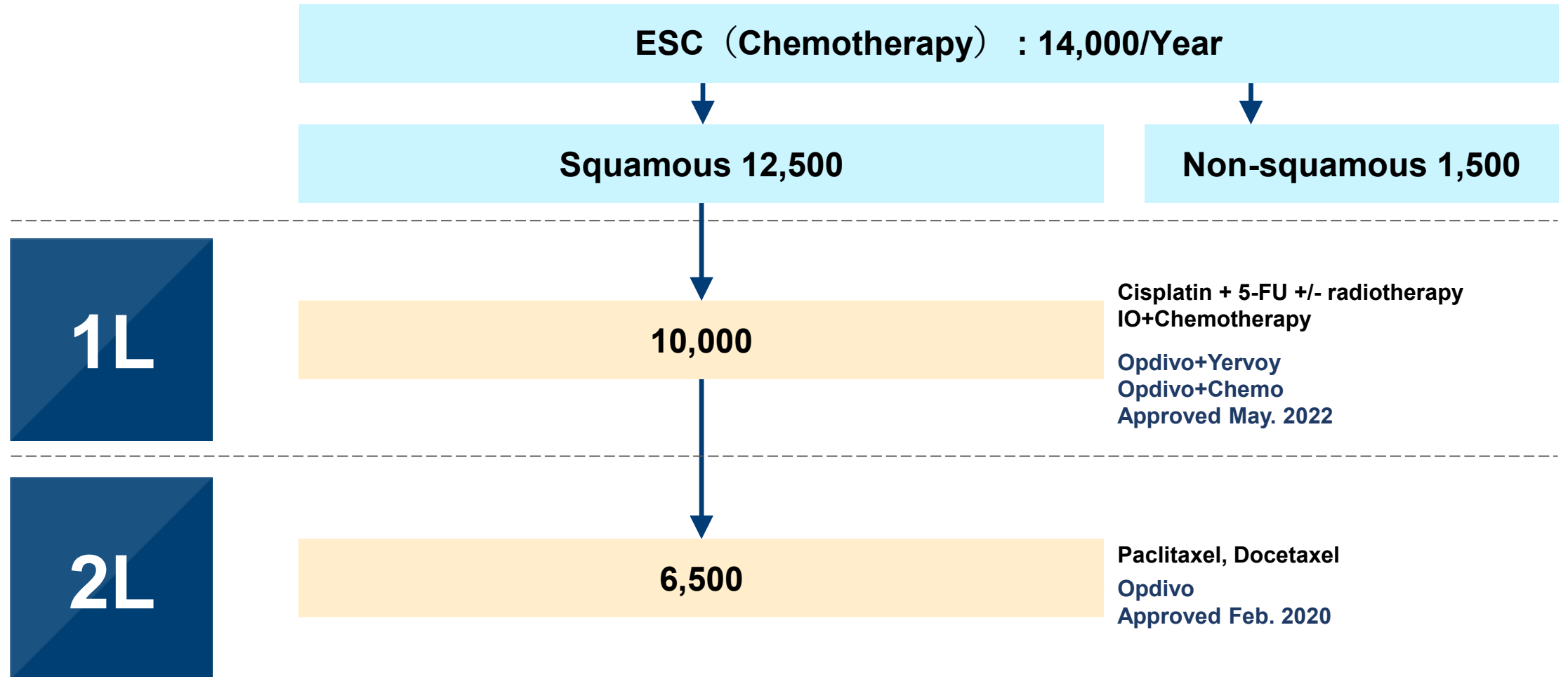


*Patients starting 1L treatment within the last 3 month

Source: External data (Nov 2021~Nov 2023: n=200~204)

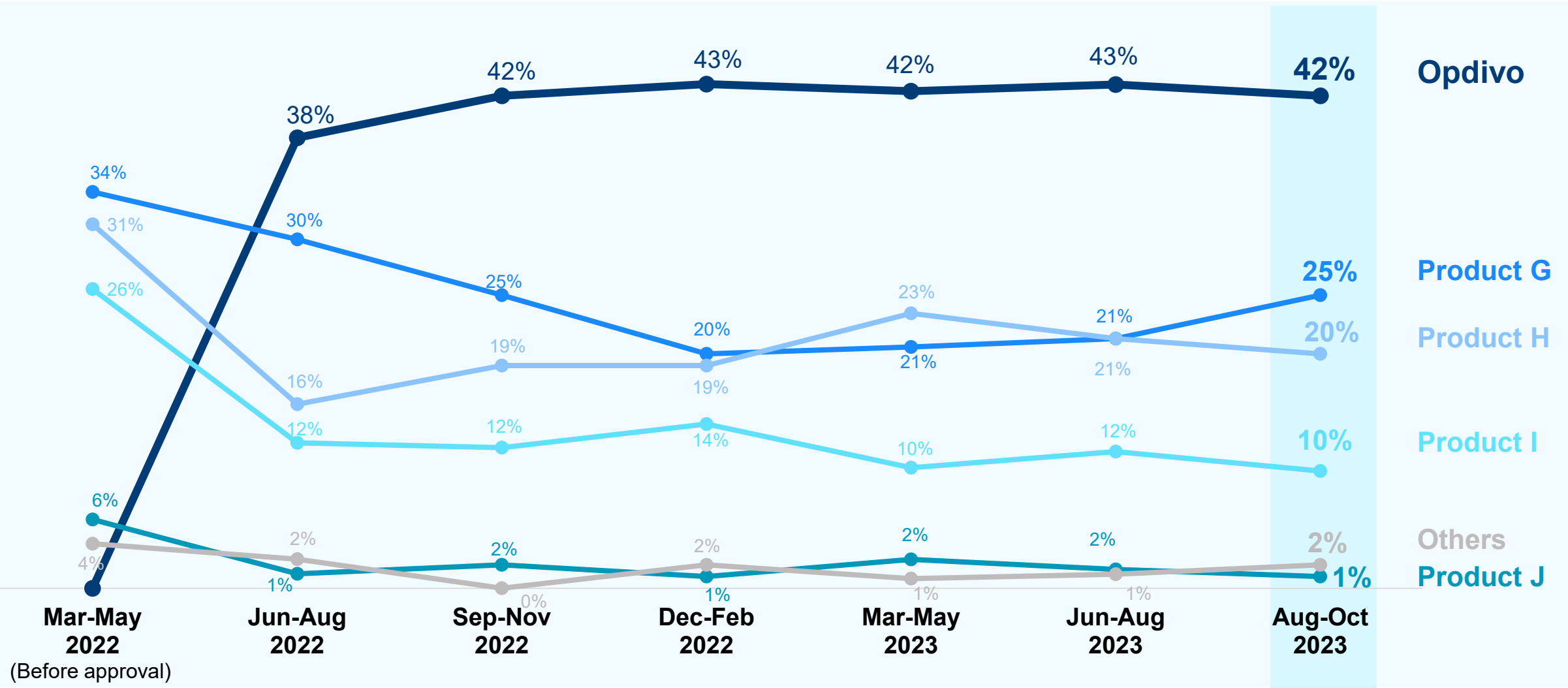
Number of ESC* Patients per year in Japan

* : Unresectable Advanced or Recurrent ESC



Estimation based on internal survey (2022)

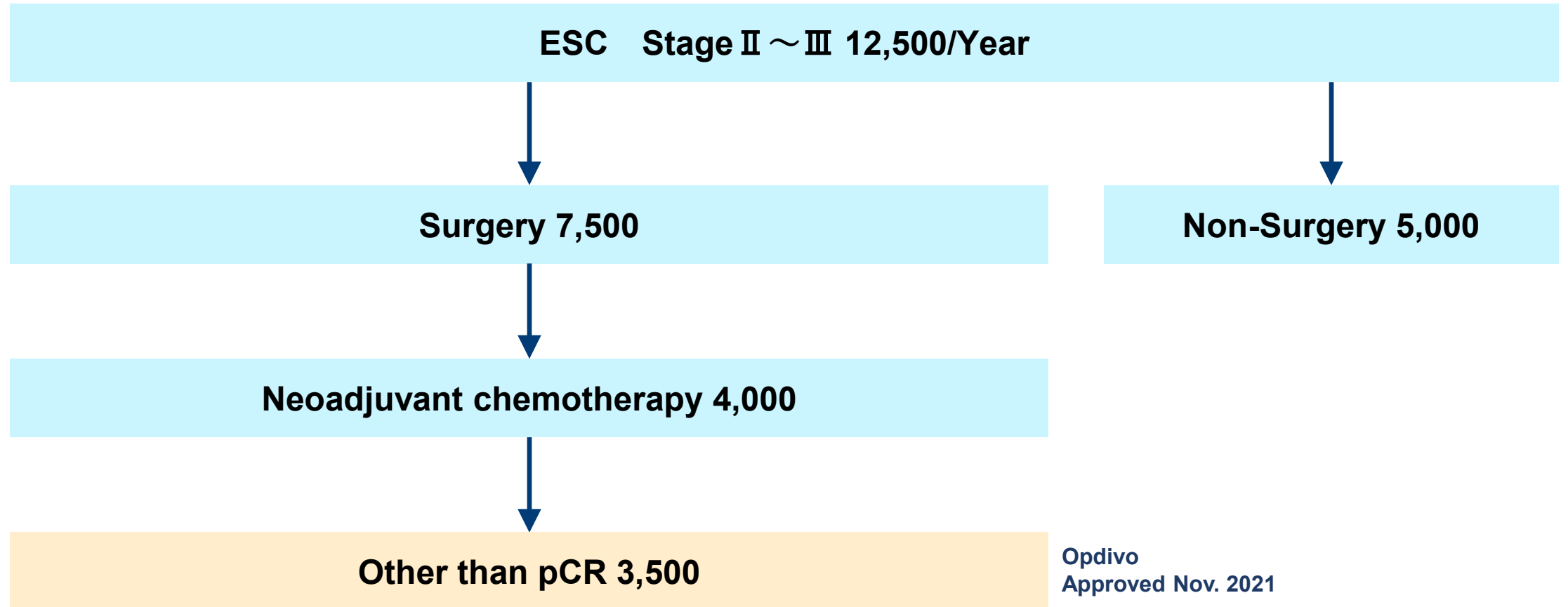
Prescription Ratio in Patients Newly Treated* for 1L ESC(Squamous Cell Carcinoma)



*Patients starting treatment within the last 3 month

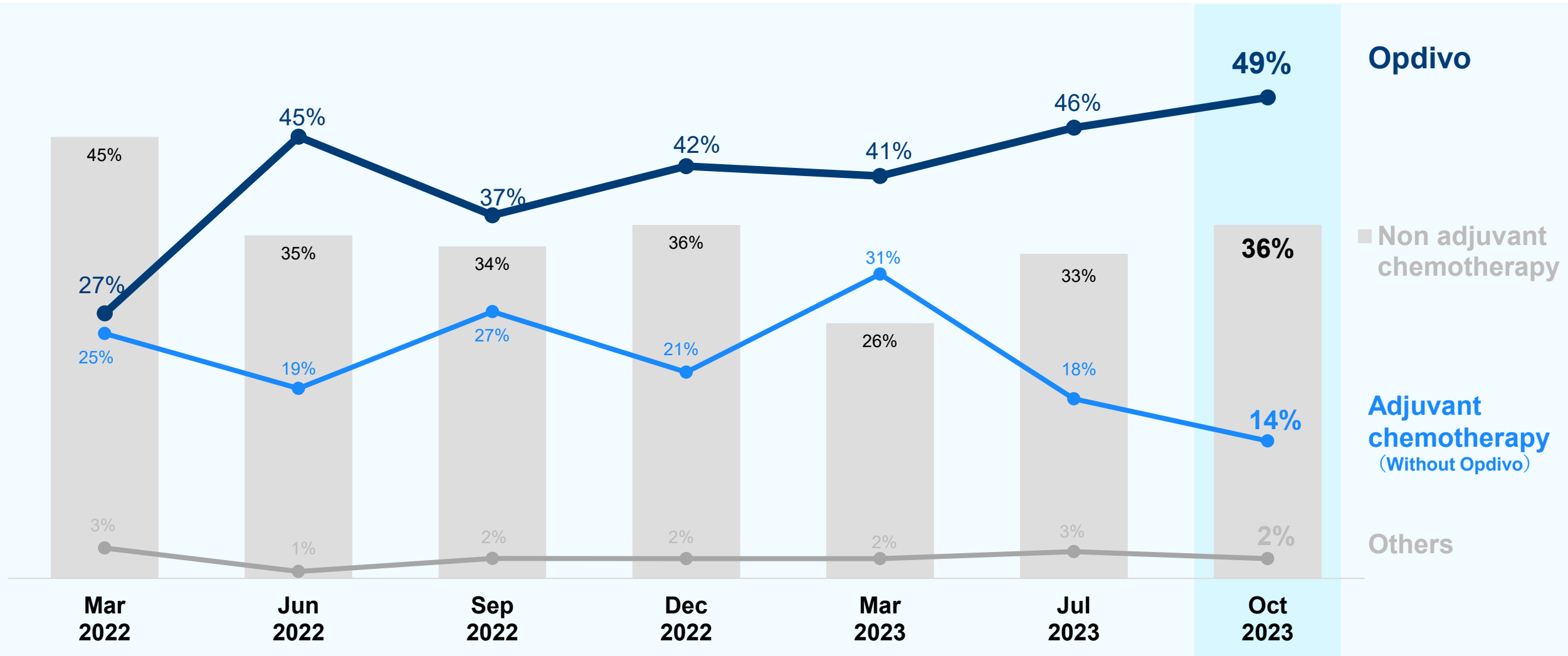
Source: External data (May 2022~Oct 2023: n=150~155)

Number of ESC(Perioperative)Patients per year in Japan



Estimation based on internal survey (2022)

Prescription Ratio in Patients Newly Treated* for ESC(adjuvant chemotherapy)



*Patients starting treatment within the last 3 month

Source: External data (Mar 2022~Oct 2023: n=130~152)

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**

**NSQ-MT
23,000**

**NSQ-WT + SQ
35,000**

1L

**EGFR / ALK / ROS /
BRAF Inhibitor**

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

Approved Nov. 2020

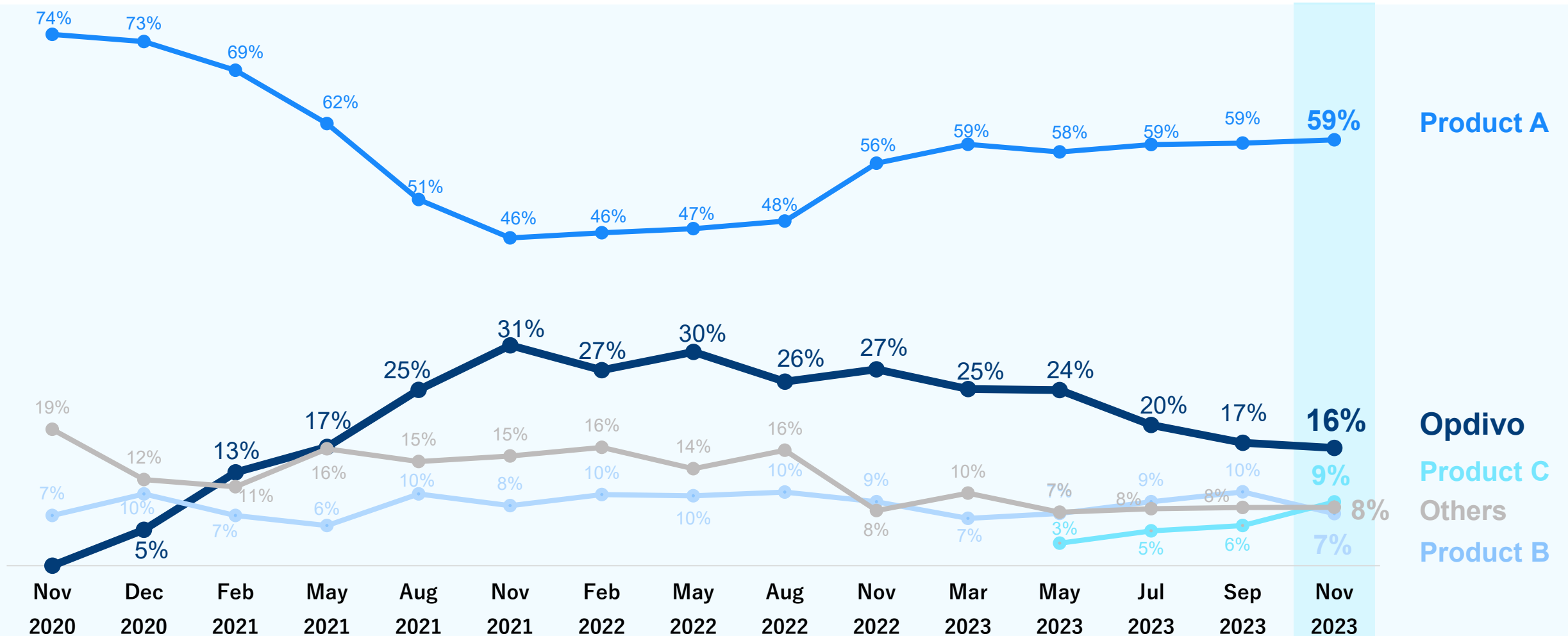
Opdivo + Bevacizumab + Chemo

Revision of labeling Jun. 2021

IO Mono / IO + Chemo

IO + Chemo

Prescription Ratio in Patients Newly Treated* for 1L NSCLC

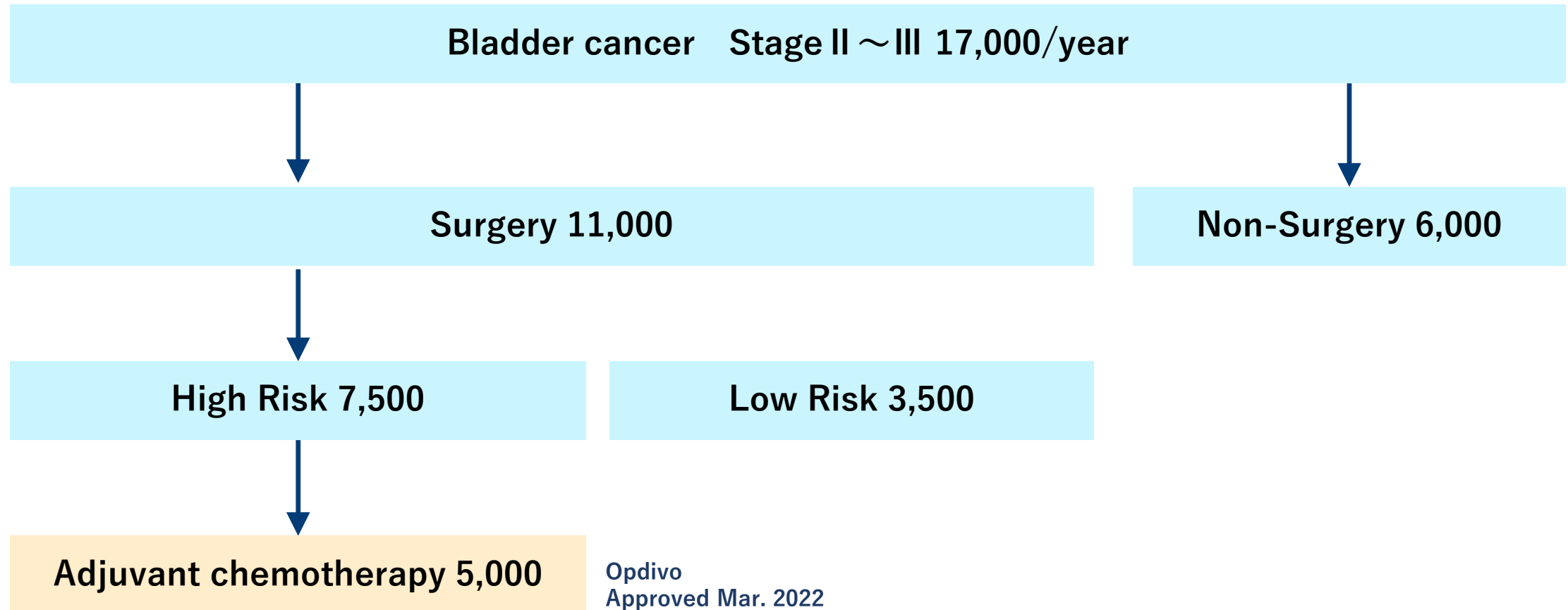


(Before approval)

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

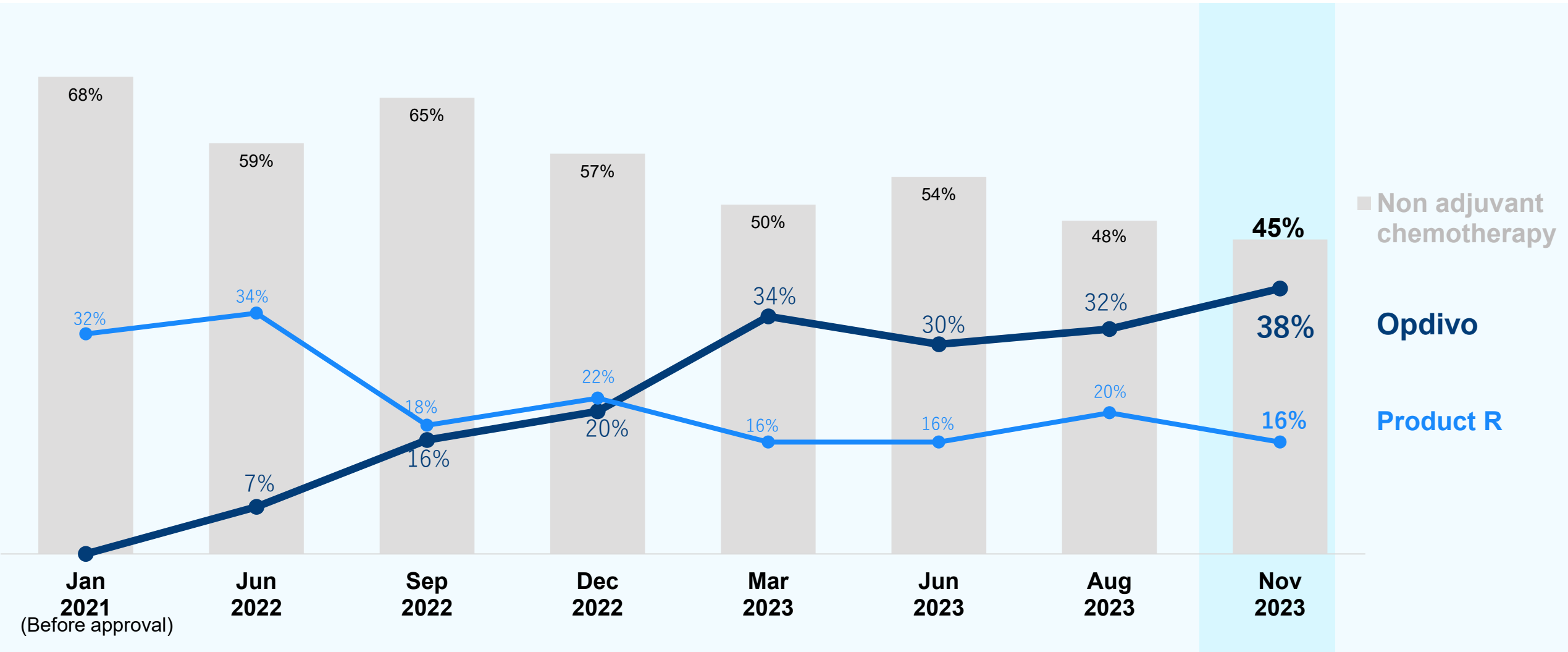
Source: External data (Nov 2020~Nov 2023: n=167~245)

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 chemotherapy)

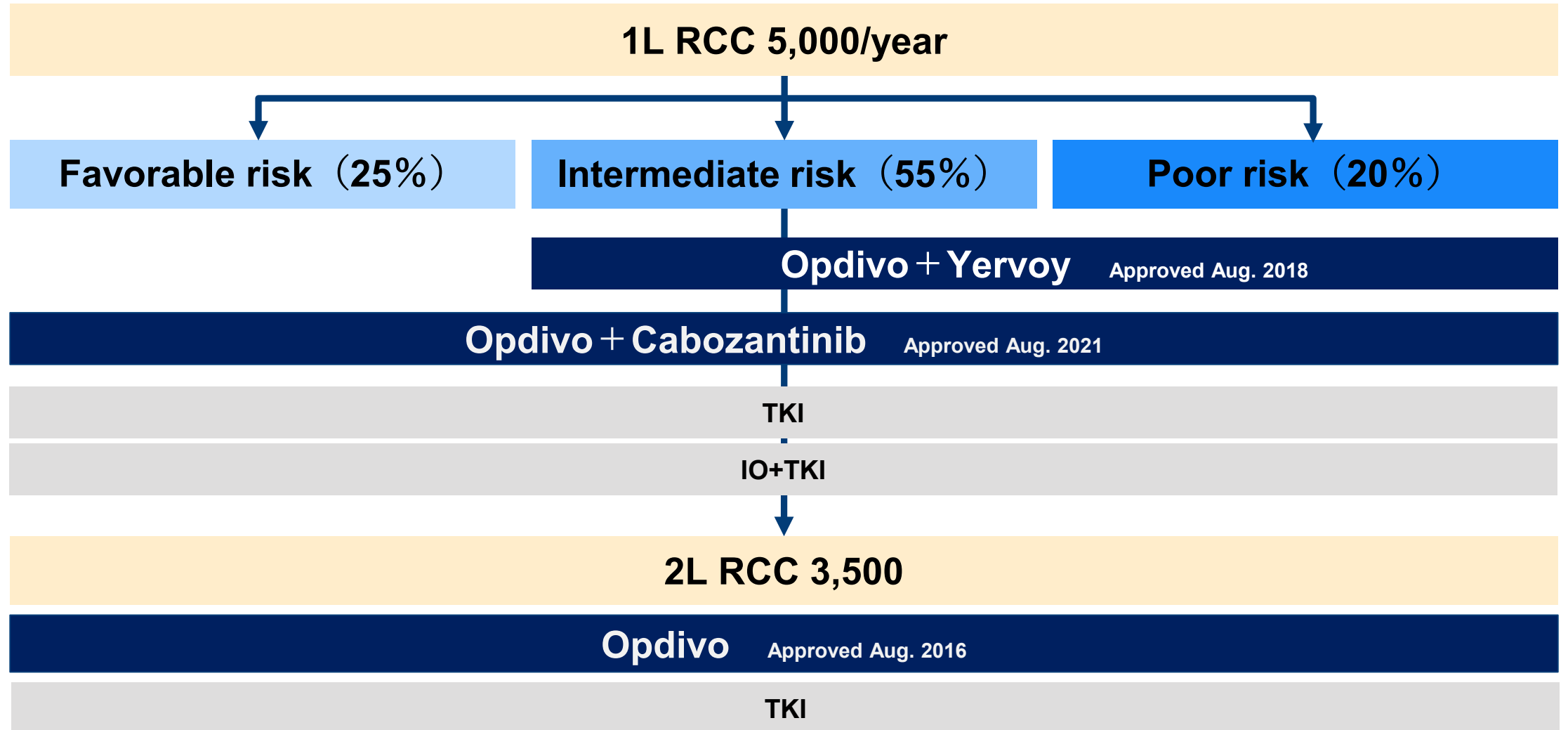


*Patients starting treatment within the last 3 month

Source: External data (Jan 2022~Nov 2023: n=200)

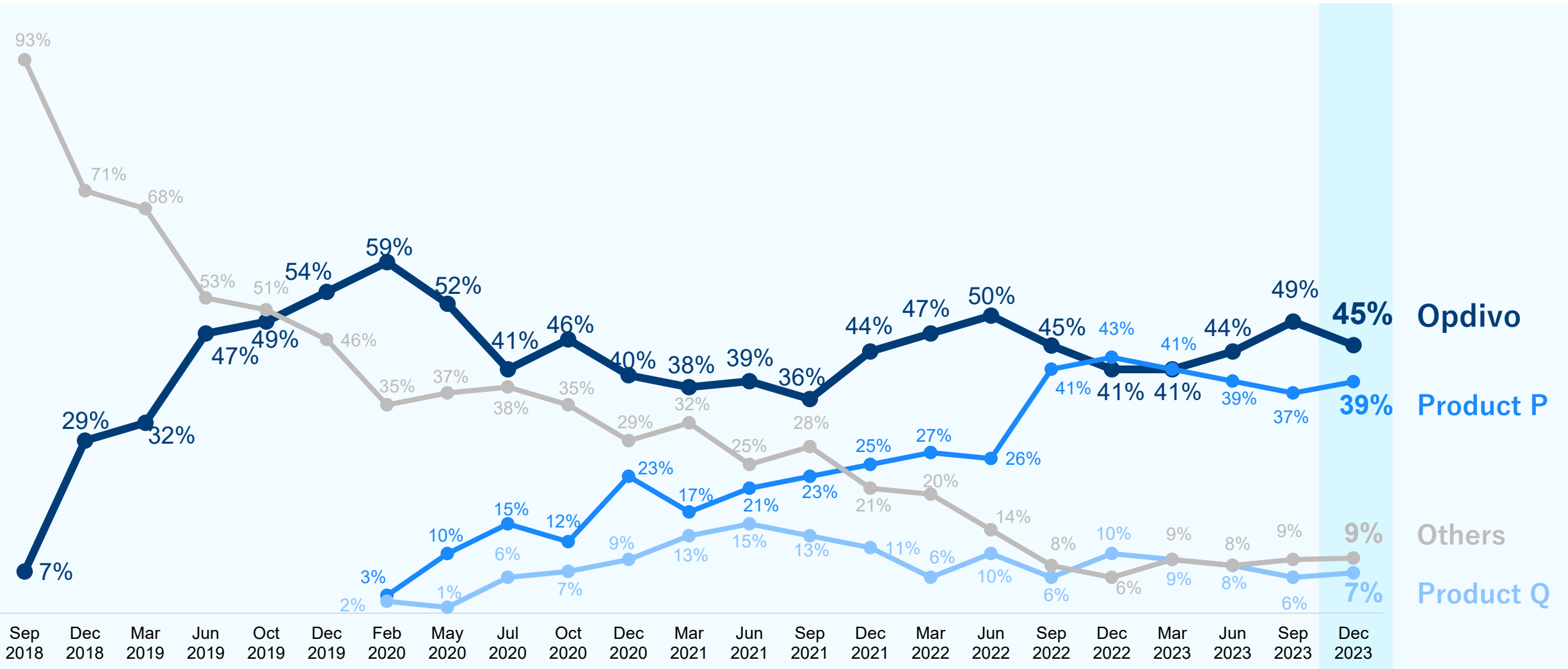
Number of RCC* Patients per year in Japan

* : Unresectable or Metastatic RCC



Estimation based on internal survey (2022)

Prescription Ratio in Patients Newly Treated* for 1L RCC



*Patients starting treatment within the last 3 month

Source: External data (Sep 2018~Dec 2023: n=46~150)



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