

Trend of Opdivo

November 7, 2017

◆Composition ratio of Opdivo (New patients and contiguously treated patients), Value / Number of patients

* Based on the composition ratio of actual consumption value from pharmaceutical wholesalers to medical organizations, new patients are estimated to account for 13-15% of total, while contiguously treated patients 85-87% of total.

* Based on the composition ratio of estimated number of patients who are being treated with Opdivo, new patients are estimated to account for 16-19% of total, while contiguously treated patients 80-83% of total, according to the survey by our sales representatives.

*We consider the promotion of the use for new patients to be important, for it leads to an increase in the number of contiguously treated patients.

◆Average treatment period of Opdivo by each cancer

* Based on the clinical trial we had conducted, the average treatment period for each cancer is estimated as follows;

Melanoma	5 months
Lung cancer	4.5 months
Renal cancer	9.5 months
Hodgkin lymphoma	18 months
Head & neck cancer	About 4.5 months

*Based on the DPC receipt data, the average treatment period of Opdivo in lung cancer is estimated to be 5 months for 2nd line treatment and some 3 months for 3rd line treatment, respectively. As among these, patients currently under the treatment are included, it is anticipated that the average treatment period could be further prolonged along the time.

◆ Flowchart for the treatment of gastric cancer in Japan

*Opdivo obtained an additional indication for the treatment of unresectable advanced or recurrent gastric cancer (3rd line or later therapy) on September 22. In Japan, approximately 140,000 people suffering from gastric cancer, among that, patients of 3rd line treatment are about 10,000, 4th and later are around 3,000.

*We estimate that about 40% of 3rd line and about 20% of 4th line or later treatment patients would be administered Opdivo.

*We anticipate acquiring 3,000 new cases of the treatment for gastric cancer and ¥6.0 billion of sales contribution in FY2017 (approximately 6 months; from its approval date to the end of the year).

*After obtaining the additional approval for the treatment of gastric cancer on September 22, it is estimated that Opdivo had been prescribed for approximately 900 patients as of the end of October. The number is based on our sales representatives' report, and better start than expected.