

C. Market Share/Market Growth (ZYTIGA):

Δ

Market Definition:	Metastatic Castrate Resistant Prostate Cancer (mCRPC) patients
2016 Actual Average Monthly Treated Patients:	54,800 patients (14,100 in Chemo Refractory; 40,700 in Chemo Naïve)
2016 Actual Annual Market Growth:	3.2% (1.5% in Chemo Refractory; 3.8% in Chemo Naïve)
*2016 BP Projected Avg. Monthly Treated Patients:	56,819 patients (15,312 in Chemo Refractory; 41,507 in Chemo Naive)

*2016 BP Projected Market Growth vs. 2015 Actual:	6.9% (10.3% in Chemo Refractory; 5.7% in Chemo Naive)
Source of ZYTIGA data: Source of XTANDI data:	IMS DDD; Symphony Health Solutions (SHS) SHS data based on ZYTIGA® Xponent sample to IMS DDD universe (sample of claims from SPP/Pharmacy to Payer)
J&J Patient Assistance Foundation (JJPAF) Utilization	: JJPAF donations increased over 2016 due to access/affordability issues. For comparison purposes, we applied a consistent upward adjustment factor to both ZYTIGA and XTANDI demand data to account for the increase. We do not have insight into the actual utilization of XTANDI's patient assistance program.
Veteran's Affairs (VA) Buy-Ins:	Year-end VA buy-ins excluded from December market share for both ZYTIGA and XTANDI which will be reflected in market shares in 2017.

*Note CR/CN projected Market/Share not available for NU

DOCKET

Δ

% Market Growth (in patients) vs. Prior Year Quarter:

	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
Total Market Growth	13.2%	15.1%	15.2%	13.6%	13.1%	9.1%	6.0%	0.9%	-2.9%
Chemo Refractory Market Growth	13.3%	12.9%	7.8%	7.2%	1.8%	0.5%	-0.2%	4.7%	0.6%
Chemo Naïve Market Growth	13.1%	15.9%	18.2%	15.9%	17.4%	12.3%	8.4%	-0.4%	-4.0%

*4Q share reflects data through the fourth week of December (with projections made for the remaining one week of December)

% Market Share (in patients)

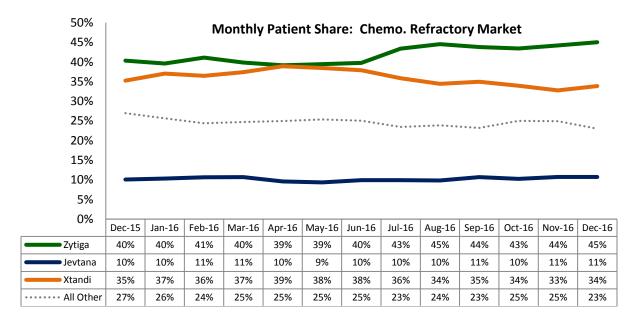
	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
Total ZYTIGA Share	31.5%	29.9%	28.1%	27.4%	26.6%	26.1%	25.2%	27.0%	26.7%
Chemo Refractory Share	39.4%	39.0%	37.2%	39.1%	40.9%	40.1%	39.4%	43.9%	44.3%
Chemo Naïve Share	28.5%	26.4%	24.7%	23.4%	21.9%	21.4%	20.3%	21.0%	20.7%
Total XTANDI Share	19.0%	20.6%	23.2%	24.1%	23.4%	24.5%	25.9%	24.4%	22.5%

*4Q share reflects data through the fourth week of December (with projections made for the remaining one week of December)

Chemo Refractory US Market Share (in patients)

	1	1	1	1	1	1	1	1	1
	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
ZYTIGA	39.4%	39.0%	37.2%	39.1%	40.9%	40.1%	39.4%	43.9%	44.3%
XTANDI	43.9%	42.5%	41.8%	39.2%	35.6%	37.0%	38.5%	35.1%	33.6%
Jevtana	8.3%	8.5%	8.3%	8.9%	9.4%	10.6%	9.6%	10.2%	10.6%
All Other	21.0%	22.5%	25.2%	25.3%	26.7%	24.9%	25.1%	23.5%	24.2%

*4Q share reflects data through the fourth week of December (with projections made for the remaining one week of December). Share including all competitors exceeds 100% as a result of products being used in combination therapy.

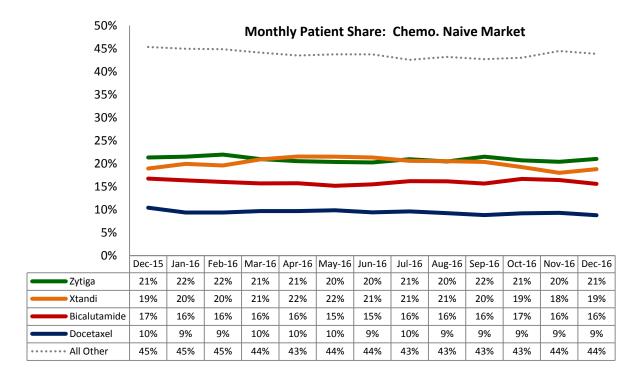


Chemo Naïve US Market Share (in patients)

	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
ZYTIGA	29.7%	28.5%	26.4%	24.7%	23.4%	21.9%	21.4%	20.3%	21.0%	20.7%
XTANDI	6.8%	9.6%	12.4%	16.3%	18.9%	19.4%	20.3%	21.6%	20.5%	18.7%
Bicalutamide	19.8%	19.2%	17.4%	16.4%	15.3%	16.0%	16.0%	15.5%	16.0%	16.2%
Docetaxel	7.7%	10.0%	8.0%	8.2%	9.1%	10.1%	9.4%	9.6%	9.2%	9.1%
All Other	54.1%	50.2%	52.1%	49.4%	47.3%	45.6%	44.6%	43.6%	42.8%	43.8%

*4Q share reflects data through the fourth week of December (with projections made for the remaining one week of December) Share including all competitors exceeds 100% as a result of products being used in combination therapy

Δ



Full Year Historical Average Share (in patients):

	2012	2013	2014	2015	2016
Total ZYTIGA	25.4%	30.6%	33.0%	28.0%	26.3%
ZYTIGA CR	62.3%	54.7%	44.2%	39.1%	42.0%
ZYTIGA CN	11.9%	21.4%	28.7%	24.1%	20.9%
Total XTANDI	2.7%	10.5%	16.0%	22.8%	24.3%
XTANDI CR	8.7%	29.7%	40.2%	39.8%	36.0%
XTANDI CN	0.5%	3.3%	6.7%	16.7%	20.2%

DOCKET

Α

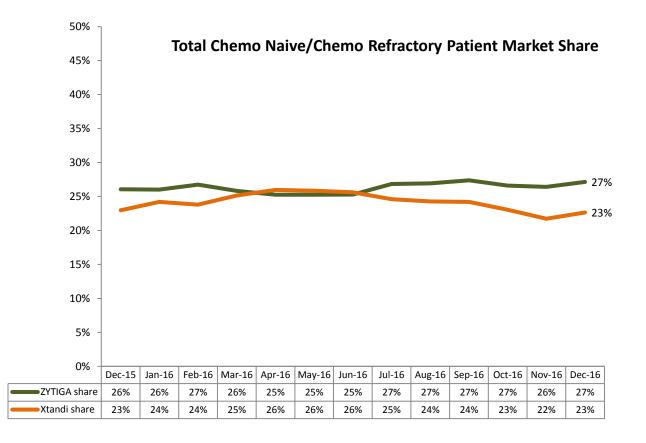
D. Supplemental Information (ZYTIGA):

DOCKET

Δ

Δ

RM



Monthly Average Patient Share: Total Chemo Refractory and Chemo Naïve

ZYTIGA	Chemo	Chemo
	Refractory %	Naïve %
Launch to Date Demand \$	44.1%	55.9%
4Q16 Gross Demand \$	42.3%	57.7%

ZYTIGA	Oncologist %	Urologist %
Launch to Date Demand TRx	92.1%	7.9%
2015 Gross Demand TRx	89.4%	10.6%
4Q16 Gross Demand TRx	90.5%	9.5%

XTANDI	Oncologist %	Urologist%
2015 Gross Demand TRx	82.2%	17.8%
4Q16 Gross Demand TRx	78.0%	22.0%

DOCKET A L A R M



Explore Litigation Insights

Docket Alarm provides insights to develop a more informed litigation strategy and the peace of mind of knowing you're on top of things.

Real-Time Litigation Alerts



Keep your litigation team up-to-date with **real-time alerts** and advanced team management tools built for the enterprise, all while greatly reducing PACER spend.

Our comprehensive service means we can handle Federal, State, and Administrative courts across the country.

Advanced Docket Research



With over 230 million records, Docket Alarm's cloud-native docket research platform finds what other services can't. Coverage includes Federal, State, plus PTAB, TTAB, ITC and NLRB decisions, all in one place.

Identify arguments that have been successful in the past with full text, pinpoint searching. Link to case law cited within any court document via Fastcase.

Analytics At Your Fingertips



Learn what happened the last time a particular judge, opposing counsel or company faced cases similar to yours.

Advanced out-of-the-box PTAB and TTAB analytics are always at your fingertips.

API

Docket Alarm offers a powerful API (application programming interface) to developers that want to integrate case filings into their apps.

LAW FIRMS

Build custom dashboards for your attorneys and clients with live data direct from the court.

Automate many repetitive legal tasks like conflict checks, document management, and marketing.

FINANCIAL INSTITUTIONS

Litigation and bankruptcy checks for companies and debtors.

E-DISCOVERY AND LEGAL VENDORS

Sync your system to PACER to automate legal marketing.