




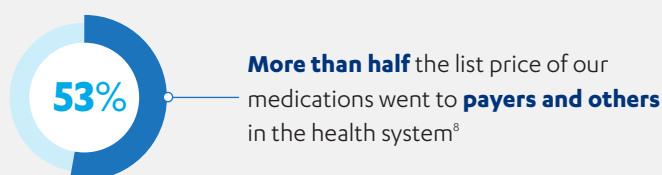
# 2020 AT A GLANCE

## NET PRICES FOR OUR MEDICINES HAVE DECLINED...




-  **-5.7%**  
Average net price decline of Janssen medicines in 2020<sup>1</sup>
-  **\$29.4B**  
Total amount Janssen paid in **rebates, discounts and fees** to payers and others in the health system in 2020<sup>2</sup>
-  **-14.4%**  
Compound net price decline of Janssen medicines since the beginning of 2016<sup>3</sup>

## BECAUSE OUR DISCOUNTS HAVE GROWN FROM 2016-2020\*

-  **3.3X**  
Medicare<sup>4</sup>
-  **2.2X**  
Medicaid<sup>6</sup>
-  **4.2X**  
Commercial health plans and PBMs<sup>5</sup>
-  **2.6X**  
340B providers<sup>7</sup>



## DESPITE PRICE REDUCTIONS, BENEFIT DESIGNS PUT MORE FINANCIAL BURDEN ON PATIENTS

-  **-5.7%**  
Average net price decline of Janssen medicines in 2020<sup>9</sup>
-  **111%**  
Average deductible amount increase for employer-sponsored insurance from 2010 (\$646) to 2020 (\$1,364)<sup>10</sup>
-  **17%**  
According to a study, **increase in annual ER visits** when co-pays are doubled for patients taking certain medications<sup>11</sup>

## WE'RE SUPPORTING PATIENTS TODAY AND TOMORROW

Nearly **1.2 million** patients helped with **access, affordability and treatment support** through the Janssen CarePath Savings Program<sup>12</sup>

**646,000** commercially insured patients **reduced their out-of-pocket costs** through the Janssen CarePath Savings Program<sup>13</sup>

**8.1%** increase in average R&D investment from 2016-2020<sup>14</sup>

**\$9.6B** dedicated in 2020 to the **discovery and development of new medicines and vaccines**<sup>15</sup>

\*By channel, growth rate in dollars of discounts provided, 2016-2020. For more detail, including discount rates, see pages 7-8 of the 2020 Janssen U.S. Transparency Report.

References

1. Figure According to Janssen Internal Financial Accounting.
2. Ibid.
3. Ibid.
4. Ibid.
5. Ibid.
6. Ibid.
7. Ibid.
8. Ibid.
9. Ibid.
10. The Henry J. Kaiser Family Foundation. "2020 Employer Health Benefits Survey." p.139. October 8, 2020. <http://files.kff.org/attachment/Report-Employer-Health-Benefits-2020-Annual-Survey.pdf>.
11. Jarvis, D. "How Are We Going to Get Paid Tomorrow? Emerging Models for Health and Behavioral Healthcare Working Draft." *The College for Behavioral Health Leadership*. March 18, 2020. [https://www.leaders4health.org/wp-content/uploads/2020/02/Jarvis\\_Getting\\_Paid.pdf](https://www.leaders4health.org/wp-content/uploads/2020/02/Jarvis_Getting_Paid.pdf).
12. Data are an approximate number of patients supported by Janssen CarePath provided by the program administrator.
13. Ibid.
14. Figure According to Janssen Internal Financial Accounting.
15. Johnson & Johnson, FY20-Q4 Form 10-K for the period ending January 3, 2021 (filed February 22, 2021).

