

FOOTNOTES

1. Tufts Center for the Study of Drug Development, "Innovation in the Pharmaceutical Industry: New Estimates of R&D Costs," November 2014.
2. Pharmaceutical Research and Manufacturers of America (PhRMA), "Drug Discovery and Development: Understanding the R&D Process," 2014.
3. Pharmaceutical Research and Manufacturers of America (PhRMA) analysis of National Center for Science and Engineering Statistics, "Business Research and Development and Innovation: 2008 - 2019."
4. Pharmaceutical Research and Manufacturers of America (PhRMA), "The Reality of Prescription Medicine Costs in Three Charts," May 27, 2014.
5. National Center for Health Statistics, "Health, United States, 2012: With Special Feature on Emergency Care," May 2013.
6. The Lewin Group, Inc., "State Economic Impact of the Medical Technology Industry," prepared for the Advanced Medical Technology Association (AdvaMed), June 7, 2010.
7. Choose New Jersey, "New Jersey: Leading the Way in Life Sciences," April 2013.
8. Pharmaceutical Executive, "The 2013 Pharm Exec Top 50," May 1, 2013.
9. MDDI Medical Device and Diagnostic Industry, updated to reflect total revenue as of October 17, 2013.
10. "Biopharmaceutical Sector Impact on the Economy of New Jersey," based on Battelle Technology Partnership Practice, The Economic Impact of the U.S. Biopharmaceutical Industry (prepared for the Pharmaceutical Research and Manufacturers of America), July 2013.
11. HINJ 2013 Economic Impact Report.
12. We Work for Health New Jersey, 2014.

ABOUT HINJ

The HealthCare Institute of New Jersey (HINJ) has served as the voice for the state's life sciences community since 1997. HINJ seeks to expand patient access to the most innovative biopharmaceuticals and medical devices and promote awareness of the industry's impact on New Jersey's quality of life and economic well-being.



HealthCare Institute of New Jersey
ADVANCING GLOBAL HEALTH • LEADING NEW JERSEY'S ECONOMY

www.hinj.org

120 Albany Street • Tower One • Suite 505 New Brunswick, NJ 08901
732.729.9619



@HINJ_ORG



@HealthCareInstituteOfNewJersey



@HealthCareInstituteofNewJersey



@HINJNJ



HealthCare Institute of New Jersey

ADVANCING GLOBAL HEALTH • LEADING NEW JERSEY'S ECONOMY

NEW JERSEY'S LIFE SCIENCES: KEY FACTS

NEW JERSEY IS THE "MEDICINE CHEST OF THE WORLD" — WHY?

- Large concentration of life sciences companies
- Strong innovation ecosystem
- Highly skilled workforce
- Major collaboration among companies
- World-class global transportation hub
- Hospitable business environment
- Multiple research universities
- Specialized vendor support
- Robust manufacturing capabilities
- Easy access to capital markets
- Quality of life



MEDICAL INNOVATION: SAVING LIVES, SAVING MONEY

Medical innovations developed by the life sciences — comprised of biopharmaceutical, biotechnology, medical device and technology, and diagnostic companies — contribute incalculably to improving the human condition.

- Save and extend lives around the globe
- Arrest or slow disease progression
- Improve quality of life

These medical innovations also deliver an often-overlooked benefit: the monetary savings to patients, their families, insurers, employers, governments and hospitals in avoided medical expenses.

DISCOVERY AND INNOVATION : KEY METRICS

\$2.56 billion the cost to bring a new branded prescription medicine to market. ¹

10-15 years the average time to develop a new medicine in the U.S. ²

20 Percent the U.S. biopharmaceutical industry is responsible for about one of every five dollars spent on R&D by U.S. businesses. ³

9 cents in 2012, prescription medicines accounted for only 9 cents of every dollar spent on health care. ⁴

5 years between 1980 and 2010, medical advancements helped add five years to U.S. life expectancy. ⁵

\$1 trillion economists calculate that better prevention and treatment for just 13 chronic and acute conditions could add \$1 trillion per year to the U.S. GDP by 2023. ⁶

NEW JERSEY LIFE SCIENCES: BY THE NUMBERS

3,100 life sciences establishments operating in New Jersey. ⁷

13 of world's top 20 biopharmaceutical companies maintain a significant presence in New Jersey. ⁸

12 of world's top 20 medical technology companies maintain a significant presence in New Jersey. ⁹

\$43.3 billion biopharmaceutical sector's total direct economic impact on New Jersey in 2011. ¹⁰

\$26.58 billion HINJ member companies' total economic impact on New Jersey in 2012. ¹¹

70,991 direct New Jersey jobs in the biopharmaceutical sector in 2011. ¹⁰

50,176 HINJ member companies' full-time employees in 2012. ¹¹

71,948 HINJ member companies' "spin-off" jobs in 2012. ¹¹

\$8.67 billion HINJ member companies' spending by their New Jersey facilities for research and development (R&D) in 2012. ¹¹

\$1.76 billion HINJ member companies' capital spending (new construction, renovation, maintenance and purchases) in 2012. ¹¹

\$583 million HINJ member companies' contributions to New Jersey charities in 2012. ¹¹

\$6.48 billion biopharmaceutical company spending with New Jersey vendors in 2013. ¹²

\$3.89 billion HINJ member companies' spending for goods and services from New Jersey vendors. ¹¹