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Johanna Mercier shares her views on the role that technologies and partnerships are and will continue to play in the sector, as well as the importance of the industry coming together to discuss these and other trends shaping its future.

Read the full Q&A interview here:

1. What are the key factors and trends shaping the pharmaceutical sector in the U.S.?

There is a convergence of science and technology in medicine today driving advances in treatment and care forward at an unprecedented rate. Artificial intelligence (AI), machine learning (ML), big data and real-world evidence (RWE) have triggered a significant evolution in how we conduct business and serve patients. Another important trend that is shaping the future of the industry is around value and how pharmaceutical companies partner with governments, academia and other stakeholders to solve for the growing costs and capacity pressures on the health system. I believe these trends will redefine not just the pharma model but a broader healthcare environment and lead to more patient-centric, customized and value-based care.

2. Where do you see growth opportunities coming from for the industry in the next few years?

Transformational innovation will drive continued future growth in the industry with a common goal for curative therapies. The bar is continuously rising, and we believe the future for companies like BMS is in the focused, science led effort to develop truly transformational medicines. In terms of capabilities, we expect that the use of real-world data (RWD) will continue to grow and influence the way we conduct our business. RWD provides valuable insight to what happens when the medicine is used outside of the controlled environment of clinical trials – where conditions and the variables in each patient's life may come into play. Aggregating these data allows us to zoom-in to subgroups that would be difficult or impossible to derive from randomized clinical trials. The potential applications of these data are significant: a more in-depth understanding of safety and efficacy to inform regulatory, prescribing and access decisions.

3. Could you give our audience a taste of what they can expect from your session at the Summit in May, please.

I look forward to discussing and hearing other stakeholders' perspectives on how we can anticipate the greatest areas for disruption in pharma. There are several potential areas ripe for disruption from the approaches to value-based healthcare, the use of data and predictive analytics in R&D and commercial to ways we engage with the healthcare community. The central part to the discussion should be how we can utilize these as a positive force for driving improved patient outcomes and competitive differentiation.

4. Why are events such as the FT US Pharma and Biotech Summit important for the industry?

These events create a forum for us to use the collective brain power of many stakeholders to discuss the challenges and opportunities that the industry is facing. Having different parties around the table from biotech, pharmaceutical companies, NGOs and technology companies allows us to have a more holistic discussion. The future of healthcare and pharma will be shaped by these partnerships and in many cases convergence of these disciplines. At Bristol-Myers Squibb, we embrace this opportunity for collaboration as no one company or a stakeholder can do it alone.

You can also join a live discussion with Johanna Mercier and many other thought leaders in the pharmaceutical industry at the **FT US Pharma and Biotech Summit** in **NYC**, on **May 14**. Find out more on live.ft.com/USPharma