



# Accelerating Innovation Worldwide

Consumer Health | Medical Devices | Pharmaceuticals

*Johnson & Johnson* INNOVATION





**At Johnson & Johnson Innovation, our goal is to bring forth highly differentiated healthcare solutions that extend and **improve lives**. To do this, we collaborate with innovators and entrepreneurs all over the world **to change the trajectory of health for humanity**.**

**Paul Stoffels, M.D.**

Vice Chairman of the  
Executive Committee and  
Chief Scientific Officer  
Johnson & Johnson



**When I took the helm at a small biotechnology company, Tibotec, my goal was to develop a new molecular entity that would provide a breakthrough in combating multidrug-resistant forms of HIV. I approached this opportunity to change the way HIV/AIDS is treated – not just as a physician in Africa where I started my career in medicine – but also as a scientist, an innovator and an entrepreneur.**

However, I quickly discovered that the task of bringing new and differentiated medicines to patients globally is not an easy one. It requires more than great science, tenacity and a good business plan. Without the help of strong collaborators who can offer complementary expertise, it is nearly impossible.

Today, Tibotec is part of Johnson & Johnson. The relationship between Tibotec and Johnson & Johnson has led to the successful development and launch of transformative HIV medications that have improved the quality of life and significantly extended the lives of people all over the world who are living with HIV.

When we launched Johnson & Johnson Innovation – first with Innovation Centers in South San Francisco, Boston, London and Shanghai – our aim was to contribute

to the robust regional innovation ecosystems around the world and to do so by meeting the needs of entrepreneurs and scientists working in the areas of medical technologies, consumer healthcare technologies and therapeutics. Today, Johnson & Johnson Innovation brings together business development, venture investment, incubation and research and development (R&D) resources from across our company to advance science and technology at all stages of innovation.

Our goal is to unleash the power of science and technology to advance the health of everyone, everywhere. Fundamentally, Johnson & Johnson Innovation is about bringing forth highly differentiated new healthcare solutions that extend and improve lives, not just

through therapeutics, but also medical devices, consumer products and integrated technology-enabled solutions. We also are committed to being champions of science and engaging more people across generations and geographies to see the unlimited opportunities that science brings.

To do this, we identify the right partnerships and deal structures and allow innovators to leverage the many resources of Johnson & Johnson. Providing the right kind of support for new ideas is critical to driving innovation and achieving our goals to transform world health. We look forward to getting to know you and working with you to push the boundaries of what science and medicine can achieve.



# Our Approach



## VISION:

Positively impact human health through innovation.



**Our mission is to create the leading global innovation network to generate transformational healthcare solutions through value-creating partnerships.**



**William N. Hait, M.D., Ph.D.**

Global Head, Johnson & Johnson  
External Innovation

# Our Network



# Areas of Interest

We are looking for transformational ideas that align with priorities in our pharmaceutical, consumer health and medical devices businesses as well as innovations that converge across these sectors. In each category, we focus on specific areas of interest that have the greatest potential to improve the lives of patients and consumers, as well as contribute to our business.





## Pharmaceuticals

### CARDIOVASCULAR & METABOLISM

- Metabolism
- Retinal Diseases
- Thrombosis

### IMMUNOLOGY

- Gastroenterology
- Rheumatology
- Immuno Dermatology
- IL-23 Pathway

### INFECTIOUS DISEASES & VACCINES

- Viral Hepatitis & Adjacent Liver Diseases
- Prevention & Treatment of Viral & Bacterial Respiratory Infections
- Adjuvants, Novel Viral Vectors & Vaccine Technologies

### NEUROSCIENCE

- Mood Disorders
- Neurodegenerative Disorders
- Glutamatergic Pathway Diseases
- Schizophrenia

### ONCOLOGY

- Prostate Cancer
- Solid Tumor Targeted Therapy
- Immuno-Oncology
- Hematologic Malignancies

### PULMONARY HYPERTENSION

- Pulmonary Arterial Hypertension
- Idiopathic Pulmonary Fibrosis

### PLATFORMS

- Small Molecule & Protein Therapeutics
- RNA Therapeutics, Gene Therapy
- Cellular & Viral Therapeutics
- Data & Analytics



## Medical Devices

### 3D PRINTING

### SURGICAL ONCOLOGY

### CARDIOVASCULAR

### NEUROVASCULAR

### DIGITAL SURGERY

### OBESITY

### OSTEOARTHRITIS

### OSTEOPOROSIS



## Vision

### CONTACT LENS

### VISION SURGERY

### DRY EYE

### GLAUCOMA



## Consumer Health

### SKIN HEALTH

- Acne
- Diagnostics & Personalization
- Digital Skin Health
- Naturals
- Skin Rejuvenation

### SELF CARE

- Allergy
- Diagnostics & Personalization
- Digital Therapeutics
- Naturals & Microbiome
- Pain
- Smoking Cessation



## Cross-Sector

### HEALTH TECHNOLOGY

### LUNG CANCER

### MICROBIOME

### IMMUNOSCIENCES

### PREDICTIVE ANALYTICS

### BEHAVIORAL SCIENCE

### GLOBAL PUBLIC HEALTH



# Company Incubation

We understand the challenges of getting a life sciences company up and running, which is why Johnson & Johnson Innovation provides a number of company incubation options for our partners around the globe, through our JLABS and JPODs.

## Incubators



**600+**

companies, including current resident companies and alumni



**13**

locations around the globe



**145+**

collaborations with the Johnson & Johnson Family of Companies





**In just seven years, Johnson & Johnson Innovation – JLABS has an inspiring story to tell about going global and the influence the program and its companies are having on the innovation ecosystem – our hope was to empower and enable the brightest minds to tackle some of the world's most challenging problems in health.**

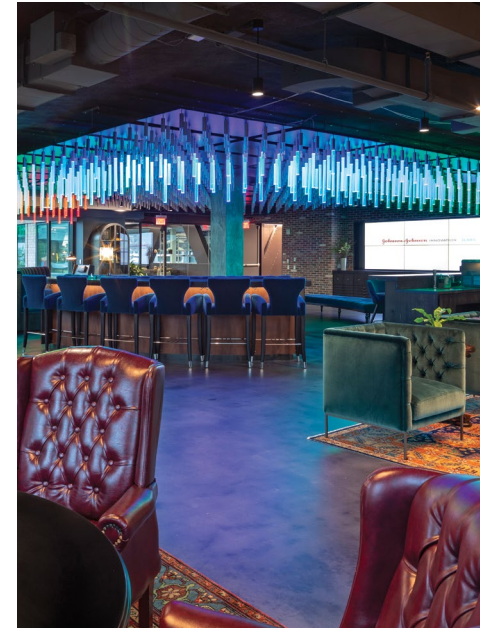
We've not only experienced significant growth – from one to 13 locations across the globe – but we also now count 600+ companies in the JLABS ecosystem who have secured \$26B+ in upfront and contingent funding to help tackle some of today's greatest healthcare challenges and advance solutions for patients. We know that great ideas can come from anywhere, but that success is only achieved by expanding access to resources, education, mentoring and financing — all key to reaching our common goals in the life science space.

## **A Big Company Platform for Emerging Healthcare Companies**

JLABS is a global network of open innovation ecosystems, enabling and empowering innovators to create and accelerate the delivery of life-saving, life-enhancing health and wellness solutions to patients around the world. JLABS achieves this by providing the optimal environment for emerging companies to catalyze growth and optimize their research and development. By opening them to vital industry connections, educational programs and a capital-efficient, flexible platform, JLABS provides an optimal environment for life sciences companies to transform the scientific discoveries of today into the breakthrough healthcare solutions of tomorrow.

At JLABS we value great ideas and are passionate about removing obstacles to success to help innovators unleash the potential of their early scientific discoveries. JLABS is a no-strings-attached model, which means entrepreneurs are free to develop their science while holding on to their intellectual property. JLABS is open to entrepreneurs across a broad healthcare spectrum including pharmaceutical, medical device, consumer health and health tech sectors.

Our JLABS are in San Diego and San Francisco/Bay Area (CA), Cambridge and Lowell (MA), Houston (TX), New York City (NY), Toronto (Canada), Beerse (Belgium), Shanghai (China) and a new location opening in Washington, D.C. in 2020.





Johnson Johnson Innovation | Jans  
JPOD | Philadelphia

EXIT



## QuickFire Challenges Across the Globe

The QuickFire Challenges are a global crowd-sourcing platform for the innovator community to apply diverse perspectives to provide novel solutions. Winning companies can be awarded funding, mentorship and the opportunity to become residents at JLABS to move their science forward. To date over 40 QuickFire Challenges have been run with over 3,200 applications and innovators have received nearly \$7 million in awards.

## JPOD

A JPOD is a networking hub embedded in innovation hot spots to better connect regional innovators to the global Johnson & Johnson Family of Companies. A JPOD includes a secure telecommunications conferencing system and is host to training, mentoring and commercialization programs designed to equip startups with a mix of resources to help enable their success. Our JPOD locations are in Philadelphia (PA) and Boston (MA) in the USA.

## CDI @ TMC

The Center for Device Innovation at the Texas Medical Center (CDI @ TMC) is a collaboration that aims to accelerate end-to-end development of breakthrough medical devices. CDI's state-of-the-art engineering capabilities are partnered with TMC's scientific and clinical facilities to accelerate new medical technologies from concept through commercialization. CDI is home to R&D staff of the Johnson & Johnson Medical Device Companies and is used to accelerate select internal projects and strategically aligned ventures of startup partner companies.



# Innovation Acceleration

Johnson & Johnson Innovation Centers are focused on accessing innovation from all sources from inception to early stages of development. We are seeking innovations with the potential to make a transformational impact on the health and lives of people and patients around the globe.

## Innovation Centers



**4**

Innovation Centers on three continents



**480+**

deals executed over the past seven years



**\$1B+**

capital deployed since 2013



## Our Innovation Centers

The Johnson & Johnson Innovation Centers identify early stage transformational healthcare solutions from academics or startup companies who want to partner with us to accelerate their novel program. Our Innovation Centers are located around the globe in the central life sciences hot spots of South San Francisco, Boston, London and Shanghai, with a remit to source collaborations across their geographic regions.

Each Innovation Center houses science and technology experts, and has full and broad dealmaking and transaction capabilities. They create bespoke deal structures and bring together resources from across our company, including:

- Early-stage research funding and collaboration
- Licensing
- Investments across the spectrum from seed to later stage private and public financing
- New company creation

The teams located at the Johnson & Johnson Innovation Centers are interested in collaborating with regional entrepreneurs at startup companies, universities and institutes who are developing early-stage innovations that are pre-proof of concept in humans across a broad healthcare spectrum, including pharmaceuticals, medical device and consumer health sectors.

## Network Locations

In addition to our Innovation Centers, we have New Venture Lead “Scouts” and Partnering Offices embedded in further innovation hot spots across the world.

Our Scouts are collocated with the local market Operating Companies across EMEA and APAC. Our Partnering Offices (JJIPO) are public-private partnerships between Johnson & Johnson Innovation, a host university and the relevant state government partner. JJIPOs are designed to support life sciences innovators with a geographical reach across the state to accelerate health innovation for future consideration of collaboration by the Johnson & Johnson Family of Companies. JJIPOs host bespoke training, mentoring, roundtables and networking events to support the local innovation ecosystem to achieve commercialization success. Our current JJIPO locations are in Brisbane and Melbourne, Australia.

This “hub-and-spoke” model enables us to extend our innovation network deep into the local ecosystem.





# Strategic Investing

Johnson & Johnson Innovation – JJDC (JJDC) is the strategic venture capital arm of Johnson & Johnson and a long-term investment partner to healthcare entrepreneurs.

## Venture Funding



**46+**  
year legacy



**40+**  
investments in 2019



**\$500M+**  
capital deployed in 2019





## **Driving Innovation Through Venture Investing**

JJDC has invested in hundreds of emerging life sciences companies developing healthcare solutions in areas of strategic interest to the Johnson & Johnson Family of Companies and it plays a key role in the Company's strategy to bring new healthcare products to the people who need them.

Working closely with the Innovation Centers, JJDC has visibility to a wide range of opportunities across a broad healthcare spectrum including pharmaceutical, medical device and consumer sector investing. JJDC does not believe in a one-size-fits-all approach. We understand that each company is unique and requires an equally distinct investment strategy.

We invest at all stages, ranging from seed funding and Series A investments in the earliest-stage startups to Series B investments and beyond in more mature companies, each deal customized to fit the opportunity. We make private investments in public equity to support licensing deals.

At JJDC, we believe strongly in value-add investing and play an active role in the companies in which we invest. Through this, we provide strategic direction and access to internal experts across the Johnson & Johnson Family of Companies. Our ultimate goal is to help grow the pipeline of the Johnson & Johnson Family of Companies with innovative products that benefit patients.



# Business Development

With a strong vision, a culture of caring and an intention to invest in the future, we are committed to take partnering for health and well-being to a new level. At Johnson & Johnson, the decentralized way we operate our businesses combines the best qualities of smaller companies – an entrepreneurial drive for growth and proximity to customers – with the resources, know-how and investment capital of a well-respected Fortune 500 company. This strategic approach gives us a strong sense of ownership and an agility and accountability seldom seen in large multinational corporations. Our goal is to form an active partnership where we can bring the full strength of Johnson & Johnson to bear to create a long and valuable relationship.





## **Midsized to Large Biotech and Established Pharmaceutical Companies – Janssen Business Development**

The Johnson & Johnson Innovation – Janssen Business Development team pursues partner opportunities that will accelerate the creation of healthcare solutions that improve people's lives around the world. We seek to create value in six defined therapeutic areas: Cardiovascular & Metabolism; Immunology; Infectious Diseases & Vaccines; Neuroscience; Oncology; and Pulmonary Hypertension. Janssen Business Development is very active in acquiring assets, companies and technologies as well as entering into strategic collaborations, including joint ventures, development collaborations, commercial partnerships with established pharmaceutical companies and midsized to large biotechnology companies. Working with Janssen Business Development gives you access, resources, expertise and commitment that you simply can't find anywhere else.

## **Established Medical Devices Companies**

At Johnson & Johnson Medical Devices Companies, we are using our breadth, scale and experience to reimagine the way healthcare is delivered and to help people live longer, healthier lives. In a radically changing environment, we are making connections across science and technology to combine our own expertise in surgery, orthopaedics, vision and interventional solutions with the big ideas of others to design and deliver doctor and patient-centric products and solutions. As pioneers in medical devices, we continually focus on elevating the standard of care – working to expand patient access, improve outcomes, reduce health system costs and drive value. From restoring vision and mobility, to providing tools for safe and effective surgery, to enabling those with debilitating conditions to get the best treatment, we are helping people live fuller lives and paving the way to a healthier future for everyone, everywhere. We are in this for life.

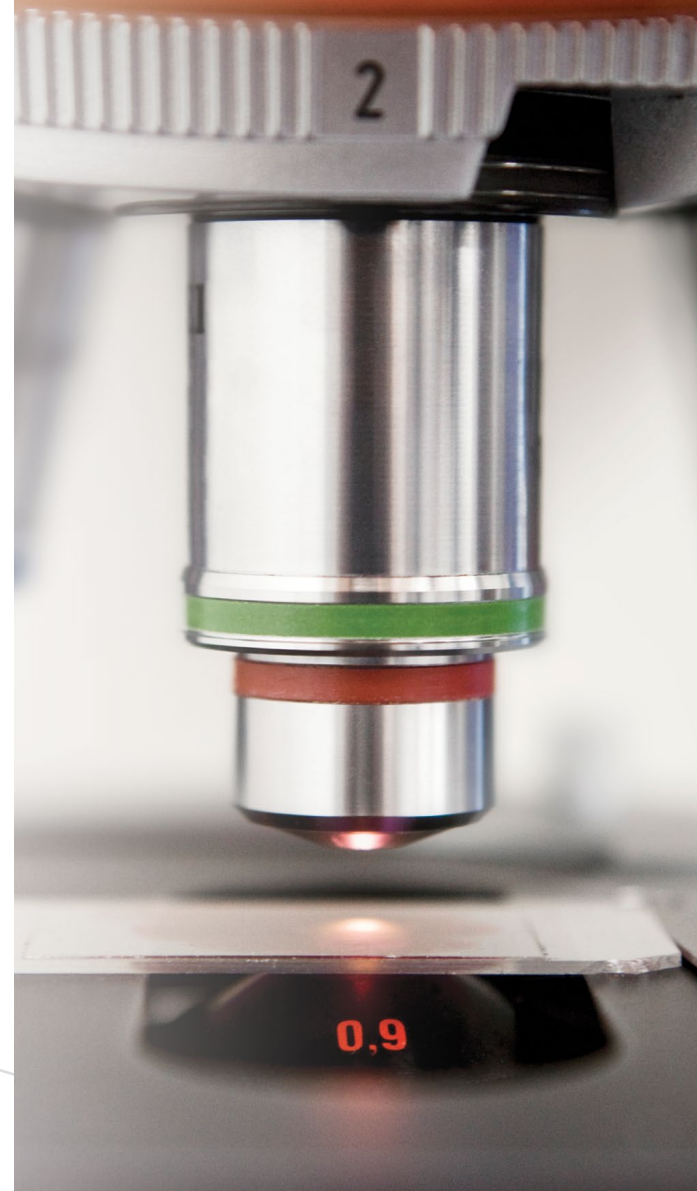
## **Established Consumer Health Companies**

At Johnson & Johnson Consumer Health, we are rooted in science and we are proud that our products are endorsed by professionals. Nearly one billion people around the world use our products each day. Our goal is to provide consumers with transformative products, and our experts within the Innovation Centers, Consumer Business Development and JJDC are actively exploring the best science and technology to support consumer healthcare businesses. We are interested in novel, game-changing ingredients as well as completely new products (including devices), business models and solutions. Our collaborators have the opportunity to leverage our strong R&D, marketing, regulatory and manufacturing capabilities, as well as our global footprint. These capabilities – honed through the development of some of the best-known brands in the world – are part of each conversation.



# Research & Development

Johnson & Johnson is a broadly based global healthcare company with expertise in all stages of research and development spanning large- and small-molecule therapeutics, multi-specific protein therapeutics, cell therapy, gene therapy, RNA therapeutics, vaccines, medical devices and consumer health products. We work with our collaborators across our therapeutic areas to provide a wide range of R&D support, from discovery and early development through clinical trial design and regulatory strategy.





## **Johnson & Johnson Medical Devices Research & Development**

At the Johnson & Johnson Medical Devices Companies, we are building a better health experience and enabling people everywhere to live life more fully. We combine our breadth and depth across surgical and orthopaedic technologies, eye health, and interventional solutions with the scale and expertise of Johnson & Johnson to meet the changing needs of patients, health providers and our world. We are addressing healthcare's most pressing challenges and creating solutions for a lifetime of overall health. As one of the most comprehensive medical devices businesses in the world, we are working to design and disrupt every major stage of the healthcare experience. We focus on creating breakthrough innovations, advanced medical technologies and patient-centered solutions that enable smarter health, better value and improved outcomes. We aim to improve the health experience for patients, physicians, health systems and others along the spectrum of care.

## **Johnson & Johnson Consumer Health Research & Development**

Johnson & Johnson Consumer Health, known for its iconic brands, is one of the largest and most scientifically-driven consumer health businesses in the world. Most of our products are endorsed as #1 in their category by healthcare professionals. We are strategically organized around three consumer need areas, i.e., Self Care, Skin Health and Healthy Essentials. We deliver products and solutions grounded in deep consumer insights and backed by strong research. We seek important new technologies and solutions that can be accelerated to consumers through co-creation with external innovators and our internal R&D teams. With a focus on our key strategic areas, our External Innovation team, Business Development team and broader Johnson & Johnson Innovation organization seek opportunities from around the world – no matter where the idea might be.



## **Janssen Pharmaceutical Research & Development**

At Janssen R&D, our mission is to use heart, science and ingenuity to create transformational medicines to improve the health of humanity. Fueled by this mission, we have grown twice as fast as the rest of the pharmaceutical industry to become the largest pharmaceutical company in the US. This success is driven by 14 \$1B+ medicines that impact the lives of many patients and their families and communities. And, we anticipate to file for 10 more highly meaningful medicines in the next four to five years. We are divided into six therapeutic areas<sup>1</sup> that run disease and biological pathway focused portfolios, which are fueled by world-class functions in Discovery, Product Development & Supply, Development Operations, and Regulatory Affairs. In our therapeutic areas, we have true end-to-end accountability, from an idea that seeds a discovery project through the last label change prior to loss of exclusivity in the market. Such an organizational span permits frictionless translation of insight, both in the forward lab-to-clinic direction, and reverse translation from the clinic-back-to-the-lab, inspiring new programs.

We recognize that the early stage external ecosystem is thriving – only 6% of the industry's R&D pipeline is now held by the top 10 pharmaceutical companies and that to thrive in tomorrow's marketplace, a successful large pharmaceutical company must understand how to be part of this ecosystem – not compete against it.

Our reputation as a partner is second to none. Our track record and commitment to the broad community of innovators is high, with 500+ active opportunities and collaborations through the multiple Johnson & Johnson Innovation nodes. We have great respect for the world's scientists and the companies that pursue their insights. We also respect their investors' objectives.

We have a strong reputation for being forward-looking, open minded to new ideas, and respectful of good ideas from wherever they come. But we also know and have an ineffable and exquisite sense of which platforms and approaches hold promise, and which don't among our scientists and clinicians.

1. Cardiovascular & Metabolism, Immunology, Infectious Diseases and Vaccines, Neuroscience, Oncology, Pulmonary Hypertension

We strive to blur the line between internal and external: Our scientists sometimes invent our own therapeutics and platforms. We sometimes license technology, and oftentimes collaborate, bringing complementary skills together. Sometimes we will incubate a company. Sometimes we will acquire an asset or company, and sometimes we will cleverly finance an asset through newcos, Joint Ventures and other mechanisms.

Across all of these partnerships, our fundamental belief has always been to seek out actionable biology, technology that enables translation of this biology into a medicine and special people. We are also actively looking to find novel modalities that offer the promise to effectively modulate difficult targets (e.g., gene therapy, RNA therapeutics) and collaborations leveraging data science capabilities to unlock disease insights and deliver better patient outcomes.

We are committed to building deep, lasting relationships with the exceptional individuals and companies we partner with, where we can bring the full strength of Janssen R&D to help you create and deliver transformational medicines. We are a participant, a partner, an accelerator within this vibrant ecosystem. We believe in enabling your success. We believe in you.



**We work with teams internally and across the world to translate breakthroughs in science and technology into transformational medicines that change the lives of patients, their families and communities.**

**Mathai Mammen, M.D., Ph.D.**

Global Head, Janssen Research & Development



# Cross-Sector Innovation

## The Lung Cancer Initiative at Johnson & Johnson

The cross-sector Lung Cancer Initiative (LCI) at Johnson & Johnson is dedicated to transforming the standard of care for this devastating disease. The vision for the LCI is to develop solutions that prevent, intercept and cure lung cancer, enabling a future without this devastating disease. By focusing on where the best science and innovation is being developed anywhere in the world, the LCI aims to eliminate lung cancer one patient at a time by developing holistic solutions through pharmaceutical, medical device and consumer sectors.





### **Accelerating a World Without Disease**

The World Without Disease Accelerator (WWDA) is a unique enterprise R&D group aligned with global commercial expertise and focused on the discovery, development and delivery of disruptive products/technologies, business models and partnerships to advance the elimination of disease. The WWDA brings together distinct enabling capabilities in areas including the microbiome, immunosciences, predictive analytics and behavioral sciences to seed transformative growth opportunities and catalyze a paradigm shift in prevention, interception and cure strategies and solutions.



# Global Public Health

Upholding the 130-year heritage of Johnson & Johnson, we are taking on the toughest challenges to advance healthcare for the world's most vulnerable and underserved populations.





The world has made significant progress in providing healthcare, yet major gaps remain, and bolder, smarter approaches are needed to overcome the drastic inequity in access to care—now.

As one of the world's largest healthcare companies, we are driven to enable better health for more people in more places. Through a dedicated global public health (GPH) organization that includes research and development, global access strategies and programs, and local operations, we put the world's most vulnerable and underserved at the heart of everything we do—measuring our success in lives improved.

We support innovation across the continuum of care to help develop the new technologies, treatments and vaccines needed to make progress against the world's most life-threatening diseases. Recognizing we can't do this alone, we seek to bring together public and private resources, invest in science both inside and outside of our walls and offer access to our R&D capabilities.

Ultimately, we hope to do our part to close the gap of inequity and pave the way to a healthier future for the world's most vulnerable and underserved populations.



GLOBAL  
R&D



GLOBAL ACCESS  
& PROGRAMS



LOCAL  
OPERATIONS

## Areas of Interest

### TB

Expanding access and uptake of existing regimens for multidrug-resistant TB (MDR-TB), developing simplified treatment regimens and novel molecular approaches; companion diagnostics.

### HIV

Novel and simplified treatment tools, including new formulations, point-of-care diagnostics and others; innovative prevention tools and strategies, including vaccines, microbicides and other education/empowerment programs.

### OTHERS

Dengue prevention and treatment; Chagas disease; Obstetric fistula repair; preterm birth prevention; maternal/newborn survival; pandemic preparedness and emerging threat technologies and platforms (e.g., Ebola, Zika, etc.).

## SHARING OUR MOLECULAR LIBRARIES

Johnson & Johnson, in partnership with WIPO Re:Search, is proud to make available its JumpstARter library to drug discovery researchers in order to identify and advance promising drug candidates to fight neglected infectious diseases. The library includes a diverse collection of 80,000 high-quality drug-like small molecules and compound fragments created to “jump-start” drug discovery collaborations.



# Connect With Us



## External Innovation Contacts



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# Our Global Reach



★ Johnson & Johnson World Headquarters, New Jersey



## Innovation Centers

**South San Francisco, CA, USA**

**Boston, MA, USA**

**London, UK**

**Shanghai, China**



## Major Global R&D Locations

### Pharmaceuticals

La Jolla, CA, USA  
Spring House, PA, USA  
Beerse, Belgium

### Consumer Health

Val-de-Reuil, France  
Skillman, NJ, USA

### Medical Devices & Vision

Raynham, MA, USA  
Irvine, CA, USA  
Cincinnati, OH, USA  
Haifa, Israel  
Shanghai, China



## JLABS Locations

### JLABS @ BE

Beerse, Belgium

### JLABS @ Toronto

Toronto, Canada

### JLABS @ Shanghai

Shanghai, China

### JLABS @ MBC

#### BioLabs

Bay Area, CA, USA

### JLABS @ San Diego

La Jolla, CA, USA

### JLABS @ SSF

South San Francisco,  
CA, USA

### JPOD @ Boston

Boston, MA, USA

### JLABS @ LabCentral

Boston, MA, USA

### JLABS @ M2D2

Lowell, MA, USA

### JLABS @ NYC

New York, NY, USA

### JPOD @ Philadelphia

Philadelphia, PA, USA

### JLABS @ Washington DC

Washington, D.C., USA  
[\(Opening in 2020\)](#)

### JLABS @ TMC

Houston, TX, USA



## External Network Locations

### Global Public Health Operations

Ghana  
Kenya  
Nigeria  
South Africa

### JJIPO @ Monash

Melbourne, VIC, Australia

### JJIPO @ QUT

Brisbane, QLD, Australia

### FutuRx

Tel Aviv, Israel

### CDI @ TMC

Houston, TX, USA





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