Accelerating Innovation Worldwide

Consumer | Medical Devices | Pharmaceuticals
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 Chair 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 California, Boston, London and Asia Pacific – 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 & 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.

William N. Hait, M.D., Ph.D.
Global Head, Johnson & Johnson
External Innovation

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

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Areas of Interest

We are looking for transformational ideas that align with priorities in our pharmaceutical, consumer 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.
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**

450+ companies, including current resident companies and alumni

12 locations around the globe

110+ collaborations with the Johnson & Johnson Family of Companies
In just six short 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. The impact JLABS and the companies are having on the innovation ecosystem is undeniable.

We’ve not only experienced significant growth – from one to 12 locations across the globe – but we also now count 450+ companies in the JLABS ecosystem who have secured $11+ billion in financing to help tackle some of today’s greatest healthcare challenges and advance solutions for patients. We’re extremely proud of their success … because their success is our collective success. We know that great ideas can come from anywhere and anyone can be successful, 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 sciences 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, delivering entrepreneurial programs and providing a capital-efficient, flexible platform where they can 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 and consumer 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) and a new location opening in Shanghai (China) in 2019.
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 50 QuickFire Challenges have been run with over 2,000 applications and innovators have received nearly $6 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).

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 around the globe.

**Incubators**

- **4** Innovation Centers on three continents
- **400+** deals executed over the past six years
- **$1B+** capital deployed since 2013
Our Innovation Centers

The Johnson & Johnson Innovation Center teams identify early stage transformational health care solutions from academics or early-stage companies who want to accelerate their novel program. Our Innovation Centers are located around the globe in the life sciences hot spots of Shanghai, Boston, California and London, 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
- Financing from seed funding to Series B investments
- 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 sectors.

Network Locations

In addition to our Innovation Centers, we have new venture ‘scouts’ and partnering offices in key markets across the world. This enables us to extend our network deep into the local ecosystems with a ‘hub-and-spoke’ model.
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

45+ year legacy

40+ new and follow-on investments in 2018

$450M+ capital deployed in 2018
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 start-ups 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.
Midsize 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 midsize 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 Device Companies

Our legacy of pioneering innovation is rooted in partnership and a patient-focused approach. We collaborate with external stakeholders large and small to solve many of the pressing health challenges of our time. Starting with a shared vision and well-defined goals, we build mutually beneficial relationships upon open communication, flexibility, sound implementation, trust and respect. In partnering with us, you gain access to resources, expertise and commitment to help realize the development of new healthcare solutions. We offer creative solutions to structuring partnerships, licensing deals and acquisitions that make Johnson & Johnson Medical Devices Companies the partner of choice.

Established Consumer Companies

Johnson & Johnson Consumer Inc. believes in caring for people around the world by anticipating their needs and creating solutions and experiences that help them and those they care for live healthy, vibrant lives. To achieve this goal, 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 of large- and small-molecule therapeutics, cell therapy, gene therapy, vaccines, medical devices and consumer 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 orthopedic 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 business 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 Research & Development

Johnson & Johnson Consumer Inc., known for its iconic brands, is one of the largest and most scientifically-driven consumer businesses in the world. Most of our products are endorsed as #1 in their category by healthcare professionals. Our R&D capabilities are world-class and focused on providing scientifically and clinically proven solutions for consumer needs. Our R&D is strategically organized around consumer needs, in Consumer Healthcare (Pain, Cough/Cold, Allergy, Digestive Health, Smoking Cessation, Oral Care, Wound Care, Feminine Care) and in Skin Care (Baby, Face, Sun, Body, Hair). 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 Pharmaceutical Research & Development, our mission is to use heart, science and ingenuity to create transformational medicines to improve the health of humanity. Fueled by our 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 has been driven by 14 $1B+ blockbusters and we anticipate 10 more blockbusters in the next four years. We are divided into six therapeutic areas that run disease and pathway focused portfolios, which are fueled by world class functions. In our areas of focus, we drive research from inception/idea through new indications for marketed products until loss of exclusivity.

Our track record and commitment to the broad community of innovators is high, with 500+ active opportunities and collaborations through multiple Johnson & Johnson Innovation nodes (see sections on Innovation Centers, JLABS, JJDC and Janssen Business Development in this brochure). These span from licensing and acquisition deals with big and small companies, to academic consortia, individual academic relationships and government collaborations.

We believe in being agnostic to the source or maturity of the seeding idea to create and deliver on transformational medicines and healthcare solutions. We believe in enabling your success. We believe in you.

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 undruggable targets (e.g., gene therapy, RNAi, protein degraders) 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 and Johnson & Johnson to help you create and deliver transformational medicines.

1. Cardiovascular & Metabolism (metabolism, retinal diseases, thrombosis), Immunology (IBD, rheumatology, IL-23 pathway), Infectious Diseases and Vaccines (hepatitis, respiratory infections, bacterial vaccines, viral vaccines), Neuroscience (mood disorders, neurogenerative disorders, schizophrenia, glutamatergic pathway diseases), Oncology (hematologic malignancies, solid tumor targeted therapy, prostate cancer, immuno-oncology), Pulmonary Hypertension (Pulmonary Arterial Hypertension, Chronic Thromboembolic Pulmonary Hypertension)
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

Building on the 130-year legacy of Johnson & Johnson blending heart, science and ingenuity to tackle some of today’s most pressing public health challenges, we believe that all people – no matter where they live – deserve access to life-saving innovation at the same time.
Charting a bold, new, self-sustainable approach, Johnson & Johnson Global Public Health is pushing boundaries as the first fully-dedicated organization within a healthcare company working to ensure that innovative treatments and technologies are available, affordable and accessible for the world’s most underserved populations.

Combining R&D, novel access programs and business model innovation, in-country operations, and the power of multi-sectoral partnerships we are committed to unlocking the power of science to move beyond incremental improvement to achieve transformational outcomes and solve for HIV, tuberculosis and other high burden diseases which disproportionately impact people in low income countries.

To achieve that we seek to partner within and outside Johnson & Johnson Family of Companies to deliver on the promise of improved health for all, everywhere.

### 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**
Nontuberculous mycobacterial lung disease (NTM); Dengue prevention and treatment; Malaria prevention and treatment; Chagas disease; Obstetric fistula repair; preterm birth prevention; maternal/newborn survival; general surgery and trauma; pandemic preparedness and emerging threats (e.g., Ebola, Zika, etc.).
Connect With Us

HOW CAN WE PARTNER?

- Flexible Deal Structures
- Commercial & Access Expertise
- R&D Collaboration & Acceleration
- Funding & Investing
- Company Incubation & Facilities

THREE STRONG SECTORS

- Consumer
- Medical Devices
- Pharmaceuticals

CROSS-SECTOR

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**EARLY STAGE – J&J INNOVATION**

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Our Global Reach

- **Johnson & Johnson World Headquarters, New Jersey**
- **Innovation Centers** – San Francisco, Boston, London, Shanghai