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.

“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 ____________ 06
Company Incubation ___________ 08
Innovation Acceleration ________ 12
Strategic Investing ____________ 14
Business Development __________ 16
Research & Development ________ 18
Cross-Sector Innovation ________ 22
Global Public Health ____________ 24
Connect With Us _______________ 26
Our Global Reach ______________ 36
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.
<table>
<thead>
<tr>
<th>Pharmaceuticals</th>
<th>Medical Devices</th>
<th>Consumer</th>
<th>Vision</th>
</tr>
</thead>
</table>
| **CARDIOVASCULAR & METABOLISM**  
- Metabolism  
- Retinal Diseases  
- Thrombosis  
**IMMUNOLOGY**  
- Gastroenterology  
- Rheumatology  
- Immuno Dermatology  
- IL-23 Pathway  
**INFECTIOUS DISEASES & VACCINES**  
- Hepatitis  
- Respiratory Infections  
- Bacterial & Viral Vaccines  
**NEUROSCIENCE**  
- Mood Disorders  
- Neurodegenerative Disorders  
- Glutamatergic Pathway Diseases  
**ONCOLOGY**  
- Prostate Cancer  
- Solid Tumor Targeted Therapy  
- Immuno-Oncology  
- Hematologic Malignancies  
**PULMONARY HYPERTENSION**  
- Pulmonary Arterial Hypertension  
**PLATFORMS**  
- Small Molecule & Protein Therapeutics  
- RNA Therapeutics, Gene Therapy  
- Cellular & Viral Therapeutics  
- Data & Analytics  
| **CARDIOVASCULAR**  
- Atrial Fibrillation  
- Structural Heart Conditions  
**OBESITY**  
- More Durable Interventions  
- Prevent or Reduce Morbidities  
**OSTEOARTHRITIS**  
- Early Interventions  
- Better Surgical Outcomes  
**OSTEOPOROSIS**  
- Minimize Fracture Rates  
- Improve Healing  
**SURGERY**  
**DIGITAL SURGERY**  
**3D PRINTING**  
**EYE HEALTH**  
**NEUROVASCULAR**  
**ONCOLOGY**  
| **SKIN HEALTH**  
- Acne  
- Diagnostics & Personalization  
- Digital Skin Health  
- Naturals  
- Skin Rejuvenation  
**SELF CARE**  
- Allergy  
- Diagnostics & Personalization  
- Digital Therapeutics  
- Naturals & Microbiome  
- Pain  
- Smoking Cessation  
| **CONTACT LENS**  
- Myopia  
- Astigmatism & Hyperopia  
**SURGICAL**  
- Cataract  
- Refractive  
**DRY EYE**  
**GLAUCOMA**  
**Cross-Sector**  
**HEALTH TECHNOLOGY**  
**LUNG CANCER**  
**MICROBIOME**  
**IMMUNOSCIENCES**  
**PREDICTIVE ANALYTICS**  
**BEHAVIORAL SCIENCE** |
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

520+
companies, including current resident companies and alumni

13
locations around the globe

120+
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 13 locations across the globe – but we also now count 520+ 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, 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 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) and new locations opening in Shanghai (China) in June 2019 and Washington, D.C., in 2020.
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 healthcare 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
- 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 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

At Johnson & Johnson Consumer Inc., we are focused on 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 of large- and small-molecule therapeutics, multi-specific protein therapeutics, cell therapy, gene therapy, RNA therapeutics, 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 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 Research & Development

Johnson & Johnson Consumer Inc., 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.
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+ blockbusters and we anticipate 10 more blockbusters in the next four to five years. We are divided into six therapeutic areas¹ that run disease and pathway focused portfolios. Our Therapeutic Areas are fueled by world-class functions in Discovery Sciences, Development Operations, Regulatory Affairs and Manufacturing. In our areas of focus, 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.

We strive to blur the line between internal and external: Our scientists sometimes invent our own therapeutics and platforms. We sometimes license technology, and often times 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, JVs and other mechanisms.

---

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

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 the 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
FUNDING & INVESTING
R&D COLLABORATION & ACCELERATION
COMPANY INCUBATION & FACILITIES

THREE STRONG SECTORS

Consumer
Medical Devices
Pharmaceuticals

CROSS-SECTOR

External Innovation Contacts

External Innovation
William N. Hait, M.D., Ph.D.
Global Head, Johnson & Johnson External Innovation
E: jnjinnovation@its.jnj.com

Strategic Investing
Tom Heyman
President, JJDC
E: info-ijjd@its.jnj.com

Company Incubation
Melinda Richter
Global Head, JLABS
E: jlab@its.jnj.com
Innovation Center, South San Francisco, California, USA

Carolyne Zimmermann, MBA
Interim Head, Johnson & Johnson Innovation, West North America, Australia & New Zealand
E: jnjinnovation@its.jnj.com

Lung Cancer Initiative

Avrum Spira, M.D., M.S.C.
Global Head, Lung Cancer Initiative
E: aspira@its.jnj.com

Innovation Center, London, UK

Sir Harpal Kumar, MA, MEng, MBA, DSc, FMedSci
Head, Johnson & Johnson Innovation, EMEA (Europe, Middle East & Africa)
E: jnjinnovation@its.jnj.com

World Without Disease Accelerator

Ben Wiegand
Global Head, WWDA
E: bwiegan@its.jnj.com

Innovation Center, Boston, MA, USA

Michal Preminger, Ph.D., MBA
Head, Johnson & Johnson Innovation, East North America
E: jnjinnovation@its.jnj.com

Global Public Health

Jaak Peeters
Global Head, Global Public Health
E: gph@its.jnj.com

Innovation Center, Shanghai, China

Dan Wang, M.D., MBA, MPH
Head, Johnson & Johnson Innovation, APAC (Asia Pacific)
E: jnjinnovation@its.jnj.com

Health Technology

Oliver Hsiang
Global Head, Health Technology Partnerships & Corporate Development
E: ohsiang@its.jnj.com
Janssen R&D Leadership Contacts

Janssen Research & Development
Mathai Mammen, M.D., Ph.D.
Global Head, Research & Development

Cardiovascular & Metabolism
James F. List, M.D., Ph.D.
Global Therapeutic Head, Cardiovascular & Metabolism

EARLY STAGE – INNOVATION CENTERS
Mark Erion, Discovery
E: merion@its.jnj.com
Thomas Gustafson, West US & ANZ
E: tgustaf5@its.jnj.com
Jim Tobin, East US
E: jtobin3@its.jnj.com
Shamina Rangwala, Europe
E: srangwal@its.jnj.com

LATE STAGE – JBD
Sarah Brennan
E: sbrennan@its.jnj.com
Scott Lundeen, Scientific Licensing
E: slundeen@its.jnj.com
Hamish Ross, Scientific Licensing
E: hross@its.jnj.com

Oncology
Peter Lebowitz, M.D., Ph.D.
Global Therapeutic Head, Oncology

EARLY STAGE – INNOVATION CENTERS
Joseph Erhardt, Discovery
E: jerhardt@its.jnj.com
Sylvaine Cases, West US & ANZ
E: scases@its.jnj.com
Bob Radinsky, East US
E: rradinsk@its.jnj.com
Sonal Patel, Europe
E: spate203@its.jnj.com
Stefan Hart, Asia Pacific
E: shart16@its.jnj.com

LATE STAGE – JBD
Deborah Watson
E: dwatson4@its.jnj.com
Mike Ryczyn, Scientific Licensing
E: mrycyzyn@its.jnj.com
Immunology

David M. Lee, M.D., Ph.D.
Global Therapeutic Head, Immunology

EARLY STAGE – INNOVATION CENTERS
Jennifer Towne, Discovery
E: jtowne1@its.jnj.com
Jackie Benson, West US & ANZ, Asia Pacific
E: jbenson4@its.jnj.com
Michael Elliott, East US, Europe
E: melliot2@its.jnj.com

LATE STAGE – JBD
Johan Verbeeck
E: jverbee2@its.jnj.com
Simon Blake, Scientific Licensing
E: sblake5@its.jnj.com

Neuroscience

Husseini K. Manji, M.D., F.R.C.P.C.
Global Therapeutic Head, Neuroscience

EARLY STAGE – INNOVATION CENTERS
David Bredt, Discovery
E: dbredt@its.jnj.com
Guy Seabrook, West US & AZ
E: gseabroo@its.jnj.com
Eric Schaeffer, East US
E: eschaef7@its.jnj.com
Declan Jones, Europe
E: djone119@its.jnj.com
John Issac, Europe
E: jisaac5@its.jnj.com

LATE STAGE – JBD
Lucinda Warren
E: cwarren4@its.jnj.com
Gregor Macdonald, Scientific Licensing
E: gmacdon1@its.jnj.com

Discovery and Platforms

Richard Tillyer, Ph.D.
Global Head, Discovery, Product Development & Supply (DPDS)

Julian Bertschinger
E: jbertsc@its.jnj.com
Janssen R&D Leadership Contacts

**Infectious Diseases & Vaccines**

James Merson, Ph.D.
Global Therapeutic Head, Infectious Diseases

Johan Van Hoof, M.D.
Global Therapeutic Head, Vaccines

**EARLY STAGE – INNOVATION CENTERS**

Debbie Law, Discovery
E: dlaw2@its.jnj.com
Kenny Simmen, Global (Europe)
E: ksimmen1@its.jnj.com
Nicola La Monica, US & ANZ
E: nlamonic@its.jnj.com

**LATE STAGE – JBD**

Marianne De Backer
E: mbacker@its.jnj.com
Philippe Alen, Business Licensing
E: palen@its.jnj.com
Kristien Bonroy, Scientific Licensing
E: kbonroy@its.jnj.com

**Pulmonary Hypertension**

Martin Fitchet, M.D.
Global Therapeutic Head, Pulmonary Hypertension

Nicolas Franco
E: nfranco9@its.jnj.com
Joerg Laeuffer, Scientific Licensing
E: jlaeuff1@its.jnj.com
Data Science

**Najat Khan, Ph.D.**
Global Head, Janssen R&D Strategy & Operations  
E: nkhan31@its.jnj.com

Mark Curran, Immunology  
E: mcurran3@its.jnj.com

Joseph Lehar, Oncology  
E: jlehar@its.jnj.com

Vaibhav Narayan, Neuroscience  
E: vnaray16@its.jnj.com

Guna Rajagopal, Genomics  
E: grajagop@its.jnj.com

Emma Huang, J&J Innovation  
E: bhuang26@its.jnj.com

Janssen Business Development

**Patrick Verheyen**
Global Head, Janssen Business Development

Global Public Health

**Brian Woodfall, M.D.**
Interim Head R&D, Global Public Health  
Global Head, Development, Janssen Infectious Diseases

Haresh Mirchandani  
E: hmirchan@its.jnj.com
Consumer R&D Leadership and Business Development Contacts

**Global Consumer R&D**

**Josh Ghaim, Ph.D.**  
Chief Technology Officer,  
Johnson & Johnson Family of Consumer Companies

**Consumer External Innovation**

**John Bell**  
VP, External Innovation & Business Models

**EARLY STAGE – INNOVATION CENTERS**

Stephanie Robertson  
Senior Director, Consumer Scientific Innovation (West US)  
E: srober18@its.jnj.com

Stefanie Dhanda  
Senior Director, Scientific Innovation, Consumer (East US)  
E: sdhanda@its.jnj.com

Elena Fernandez-Kleinlein  
Senior Director, Scientific Innovation, Consumer (Europe)  
E: efernkle@its.jnj.com

Tyrone Mao  
Senior Director, Scientific Innovation, Consumer (Asia Pacific)  
E: tmao2@its.jnj.com

**Consumer Business Development**

**Peter Kerrane**  
Worldwide VP, Strategy & Business Development  
E: pkerrane@its.jnj.com

Brian Shuster  
VP, Consumer Business Development  
E: bshuster@its.jnj.com
Medical Devices R&D Leadership and Business Development Contacts

Medical Devices R&D

Peter Shen, Ph.D.
Global Head of Research & Development, Johnson & Johnson Medical Devices Companies

Medical Devices R&D Heads

Beth McCombs
Vice President, R&D, Ethicon

Rob Laird
Vice President, R&D, DePuy Synthes

Avi Shalgi
Vice President, R&D, Cardiovascular & Specialty Solutions

Medical Devices Business Development

Susan Morano
Global Head of Business Development, Johnson & Johnson Medical Devices Companies

Jennifer Kozak
VP, Business Development, New Growth Platforms
E: jkozak@its.jnj.com

Noam Krantz
WW VP, Business Development, Ethicon
E: nkrantz@its.jnj.com

Christine Knoblauch
VP, Business Development, DePuy Synthes
E: cknobla2@its.jnj.com

Biren Mehta
VP, Business Development, Cardiovascular & Specialty Solutions
E: bmehta5@its.jnj.com
Vision R&D Leadership and Business Development Contacts

**Vision R&D**

Xiao-Yu Song, M.D., Ph.D.
Global Head of Research & Development, Johnson & Johnson Vision

**Vision R&D Heads**

David Turner
Head of R&D, Contact Lens Platform

Griffith Altmann
Head of R&D, Surgical Instrumentation

Manohar Raheja
Head of R&D, Ophthalmic Implant Platform

**Vision Business Development**

JD Moore
Global Head of Business Development, Johnson & Johnson Vision

Troy Wu
Senior Director, Business Development, Surgical
E: twu29@its.jnj.com

Matthew Rieke
Senior Director, Business Development, Surgical
E: mrieke@its.jnj.com

Tonja Danowski
VP, Business Development, Vision Care
E: tcurtis2@its.jnj.com

**Vision External Innovation**

**EARLY STAGE – INNOVATION**

Leonard Borrmann
Head of External Innovation (West US)
E: lborrmann@its.jnj.com

Hassan Chaouk
Director of External Innovation (East US)
E: hchaouk@its.jnj.com
Our Global Reach

🌟 Johnson & Johnson World Headquarters, New Jersey

🔴 Innovation Centers – San Francisco, Boston, London, Shanghai
### Major R&D Facilities

<table>
<thead>
<tr>
<th>City</th>
<th>Country</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beerse</td>
<td>Belgium</td>
</tr>
<tr>
<td>Shanghai</td>
<td>China</td>
</tr>
<tr>
<td>Haifa</td>
<td>Israel</td>
</tr>
<tr>
<td>Cincinnati</td>
<td>United States</td>
</tr>
<tr>
<td>Raynham</td>
<td>United States</td>
</tr>
<tr>
<td>Spring House</td>
<td>United States</td>
</tr>
</tbody>
</table>

### JLABS Locations

<table>
<thead>
<tr>
<th>Location</th>
<th>City/District</th>
</tr>
</thead>
<tbody>
<tr>
<td>JLABS @ BE</td>
<td>Beerse, Belgium</td>
</tr>
<tr>
<td>JLABS @ Toronto</td>
<td>Toronto, Canada</td>
</tr>
<tr>
<td>JLABS @ Shanghai</td>
<td>Shanghai, China (Opening in 2019)</td>
</tr>
<tr>
<td>JLABS @ MBC BioLabs</td>
<td>Bay Area, CA</td>
</tr>
<tr>
<td>JPOD @ Boston</td>
<td>Boston, MA</td>
</tr>
<tr>
<td>JLABS @ NYC</td>
<td>New York, NY</td>
</tr>
<tr>
<td>JLABS @ TMC</td>
<td>Houston, TX</td>
</tr>
<tr>
<td>JLABS @ San Diego</td>
<td>La Jolla, CA</td>
</tr>
<tr>
<td>JLABS @ LabCentral</td>
<td>Boston, MA</td>
</tr>
<tr>
<td>JPOD @ Philadelphia</td>
<td>Philadelphia, PA</td>
</tr>
<tr>
<td>JLABS @ SSF</td>
<td>South San Francisco, CA</td>
</tr>
<tr>
<td>JLABS @ M2D2</td>
<td>Lowell, MA</td>
</tr>
<tr>
<td>JLABS @ Washington DC</td>
<td>Washington, D.C. (Opening in 2020)</td>
</tr>
</tbody>
</table>

### Network Locations

<table>
<thead>
<tr>
<th>Location</th>
<th>City/District</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global Public Health Operations</td>
<td>Ghana, Kenya, Nigeria, South Africa</td>
</tr>
<tr>
<td>JJIPO @ Monash</td>
<td>Australia</td>
</tr>
<tr>
<td>JJIPO @ QUT</td>
<td>Australia</td>
</tr>
<tr>
<td>FutuRx</td>
<td>Israel</td>
</tr>
<tr>
<td>JJIPO @ Seoul Bio Hub</td>
<td>South Korea</td>
</tr>
<tr>
<td>CDI @ TMC</td>
<td>Houston, TX</td>
</tr>
<tr>
<td>JJIPO @ QUT</td>
<td>Australia</td>
</tr>
<tr>
<td>JJIPO @ Seoul Bio Hub</td>
<td>South Korea</td>
</tr>
</tbody>
</table>