ACCELERATING INNOVATION WORLDWIDE

Consumer, Medical Devices, Pharmaceuticals

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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 R&D resources from across our company to advance science and technology at all stages of innovation.

Fundamentally, Johnson & Johnson Innovation is about bringing forth highly differentiated new healthcare solutions that extend and improve lives. To do this, we identify the right partnerships and deal structures, and allow innovators to leverage Johnson & Johnson Innovation’s many resources.”

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 multi-drug 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 medicine 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 collaborative 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 PREZISTA®, INTELLENCE® and EDURANT®, which have improved the quality of life and significantly extended the lives of people all over the world who are living with HIV.

Paul Stoffels, M.D.
Chief Scientific Officer & Worldwide Chairman, Pharmaceuticals
JOHNSON & JOHNSON
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VISION:
To positively impact human health through innovation.

MISSION:
Create the leading global innovation network to generate transformational healthcare solutions through value-creating partnerships.
We are looking for ideas that align with our business priorities in our Pharmaceuticals, Consumer and Medical Devices sectors. In each sector, we focus on specific Therapeutic Areas of interest that have the greatest potential to improve the lives of patients and consumers, and contribute to our business.
Early-Stage Collaborations Across All Sectors

If you are with an early-stage company and seek a collaboration to advance a program that is pre-proof of concept in humans, make the connection with our Johnson & Johnson Innovation Center team. Our regional Innovation Centers are located around the globe in the life science hot spots of Asia Pacific, Boston, California and London. Each Innovation Center houses science and technology experts and has full and broad dealmaking capabilities, with flexibility to adapt deal structures and bring together resources from across our company, including:

- Early-stage research funding
- Licensing and collaborations
- Financing from Seed to Series B equity investments
- Cross-sector expertise
- International markets expertise
- Pricing and reimbursement
- Market testing

The teams located at the Johnson & Johnson Innovation Centers are interested in building relationships with regional entrepreneurs at startup companies, universities and institutes who are developing early stage innovations that are pre-proof of concept in humans across Pharmaceuticals, Medical Devices and Consumer.

At Johnson & Johnson Innovation, we have dedicated teams focused on dealmaking at all stages of innovation and across all three sectors. We are seeking innovations with the potential to make a transformational impact in the health and lives of people around the globe.
Mid- and Late-Stage Collaborations in Pharmaceuticals: Janssen Business Development

If you are with an established pharmaceutical company or midsized to large biotechnology company, seek collaboration or merger and acquisition discussions, or have a compound that has shown proof of concept in humans, make the connection with Johnson & Johnson Innovation, Janssen Business Development. We seek to identify the partner opportunities that will solve unmet needs and create real value in Johnson’s five defined Therapeutic Areas: Cardiovascular & Metabolism, Immunology, Infectious Diseases & Vaccines, Neuroscience and Oncology. We are focused on true collaborations and seek out relationships with partners who desire transparency and openness, which we believe leads to new ideas and better solutions. Our approach meaningfully integrates dealmakers with science leaders. This allows us to shape better deals and achieve in-market impact faster. Since no two deals are exactly alike, Janssen Business Development employs a flexible and adaptive approach to tailor the optimal deal structure to each unique partner opportunity. We create deals that draw on the full resources and capabilities of Johnson & Johnson to optimize success.

Our goal is to form active partnerships where we can bring the full strength of Johnson & Johnson to bear to create a long and valuable relationship.

Mid- and Late-Stage Collaborations in Medical Devices

Through close collaboration across our Business Development team, our Office of Medical Science and Technology and our broader Johnson & Johnson Innovation organization — including JDDC — we seek the best science and technology, wherever it is, to address unmet medical needs. Our legacy of establishing and fostering productive relationships with key external stakeholders globally is an integral part of our strategy. Each partnership is built on a shared vision with well-defined and agreed-upon goals and objectives, focusing on the success of the business, product or technology.

Mid- and Late-Stage Collaborations in Consumer Health

The Johnson & Johnson Consumer Companies believe in caring for people around the world by anticipating their needs, 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 JDDC are actively exploring the best science and technology to support our core franchises: baby, beauty, over-the-counter (OTC) and oral care. Our collaborators have the advantages of our strong R&D, marketing and manufacturing capabilities — as well as our global footprint. These capabilities — honed through the development of some of the best-known brands in world — are part of each conversation. We are seeking disruptive technologies across all our strategically important areas.
INVESTING

As the oldest corporate venture fund in the life science industry, Johnson & Johnson Innovation – JJDC, Inc. (JJDC) has been making strategic venture and equity investments in life science innovations for over 40 years.

JJDC: Driving Innovation Through Venture and Equity Investing

JJDC has invested in hundreds of emerging life science companies developing healthcare solutions in areas of strategic interest to the Johnson & Johnson Family of Companies and plays a key role in the company’s strategy to bring new healthcare products to the people who need them. With a focus on a diverse range of opportunities in pharmaceutical, biotech, medical devices and consumer healthcare investing, JJDC doesn’t believe in a one-size-fits-all approach. We understand that each idea is unique and requires an equally distinct investment strategy. We customize each deal to fit the opportunity, ranging from Seed and Series A investments in the earliest stage startups to Series B investments and beyond in more mature companies. We also make private investments in public equity.

At JJDC we believe strongly in value-add investing and play an active role in the companies in which we invest to provide strategic direction and access to internal experts across the Johnson & Johnson Family of Companies.
COMPANY INCUBATION

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

We offer a wide range of educational and funding programs, as well as facilities and services to help startup companies thrive. Through our own facilities and a network of collaborations, our partners have access to an array of lab, office and other resources including:

- State-of-the-art equipment and core research labs including device and digital prototype labs for efficient discovery across therapeutics, devices and consumer
- Single bench tops, modular labs and office space with flexible terms for entrepreneurs to get started and grow
- Year-round innovator curriculum focused on commercial and business development

JLABS: A Big Company Platform for Emerging Healthcare Companies in North America

With facilities in San Diego, San Francisco, South San Francisco, Cambridge, Mass., and new sites opening in Houston and Toronto in 2016, Johnson & Johnson Innovation, JLABS (JLABS) provides a capital-efficient, resource-rich environment where emerging companies can transform the scientific discoveries of today into the breakthrough healthcare solutions of tomorrow. JLABS (JLABS) provides a capital-efficient, resource-rich environment where emerging companies can transform the scientific discoveries of today into the breakthrough healthcare solutions of tomorrow. JLABS is a "no-strings-attached" model, giving innovators the freedom to build value.

JLINX: Nurturing Early-Stage Companies in Europe to Accelerate Transformative Innovation in Human Health

Located in a fully dedicated facility on the Janssen Campus in Beerse, Belgium, venture-based Johnson & Johnson Innovation, JLINX (JLINX) offers startups a spectrum of flexible ways to grow and collaborate across the European life science ecosystem. We aim to catalyze scientific advances and accelerate breakthroughs by supporting entrepreneurs with access to a unique combination of expertise, state of the art facilities and venture capital resources. Our close collaboration with bioqube ventures will ensure day-to-day access to an experienced life science incubation and investor management team. Johnson & Johnson companies will not hold any specific rights to commercialized products by virtue of the JLINX relationship.

FutuRx: Robust Support to Maximize Your Success in Israel

With space for more than 10 biotech companies, FutuRx, located in the Weizmann Science Park, aims to bridge the gap between concept and proof of concept through its dedicated system and unique structure.
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, vaccines, medical devices and consumer products. We work with our collaborators to provide a broad range of R&D support across our Therapeutic Areas of focus from discovery and early development through clinical trial design and regulatory strategy.

Janssen Discovery Sciences

Discovery Sciences is a center of excellence focused on small-molecule drug discovery at Janssen R&D. Our scientists, together with a deep network of partners and collaborations, perform cutting-edge research from target identification and lead discovery through preclinical safety assessment to discover and develop transformational medicines. Every day we use our scientific expertise in drug discovery and preclinical development and our integrated suite of enabling technologies, platforms and tools to advance the research portfolio of Janssen’s five Therapeutic Areas: Cardiovascular & Metabolism, Immunology, Infectious Diseases & Vaccines, Neuroscience and Oncology.

Janssen BioTherapeutics

As the biologics innovation engine within Janssen Research & Development, Janssen BioTherapeutics (JBIO) aspires to translate scientific discoveries into transformational medicines that will make significant contributions to human health. As leaders in the development of monoclonal antibodies for the treatment of challenging and complex diseases, JBIO provides hands-on, end-to-end expertise and guidance throughout the various phases of the biologic discovery, development and commercialization life cycle.
OUR MODEL AT A GLANCE

How can we collaborate?

Innovation Centers

- 30+ Innovation Centers around the globe
- Jointly seek opportunities
- Provide R&D expertise
- Flexible Deal Structures
- Incubators
- 100+ companies in residence
- 7 facilities around the globe
- 30+ deals with all Family of Companies

Late-Stage Collaborations

- Mergers & Acquisitions
- 30+ late stage collaborations

3 Strong Sectors

- Consumer
- Medical Devices
- Pharmaceutical

CONTACTS

Make the Connection

REACH OUT TO US THROUGH ONE OF THE FOLLOWING CHANNELS:

Innovation Centers
E: jnjinnovation@its.jnj.com

Company Incubation/JLABS
E: jlab@its.jnj.com

Investing/JJDC
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Janssen Business Development
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Medical Devices Business Development
Susan Moreno
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Consumer Business Development
Peter Kerrane
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We seek to find the best science and technology, no matter where it is, to solve the greatest unmet needs of our time. We catalyze, support and invest in highly differentiated innovations that will turn into products that extend and improve lives everywhere.