

Why partner with Johnson & Johnson

SMB Nijmegen, November 21st

Gideon Bevelander
Innovation Science Manager
Johnson & Johnson Innovation

More Than 130 Years: Creating Value Through Innovation

3

Business
Segments

\$81.6B

2018 sales across three
business segments

Selling products
in more than

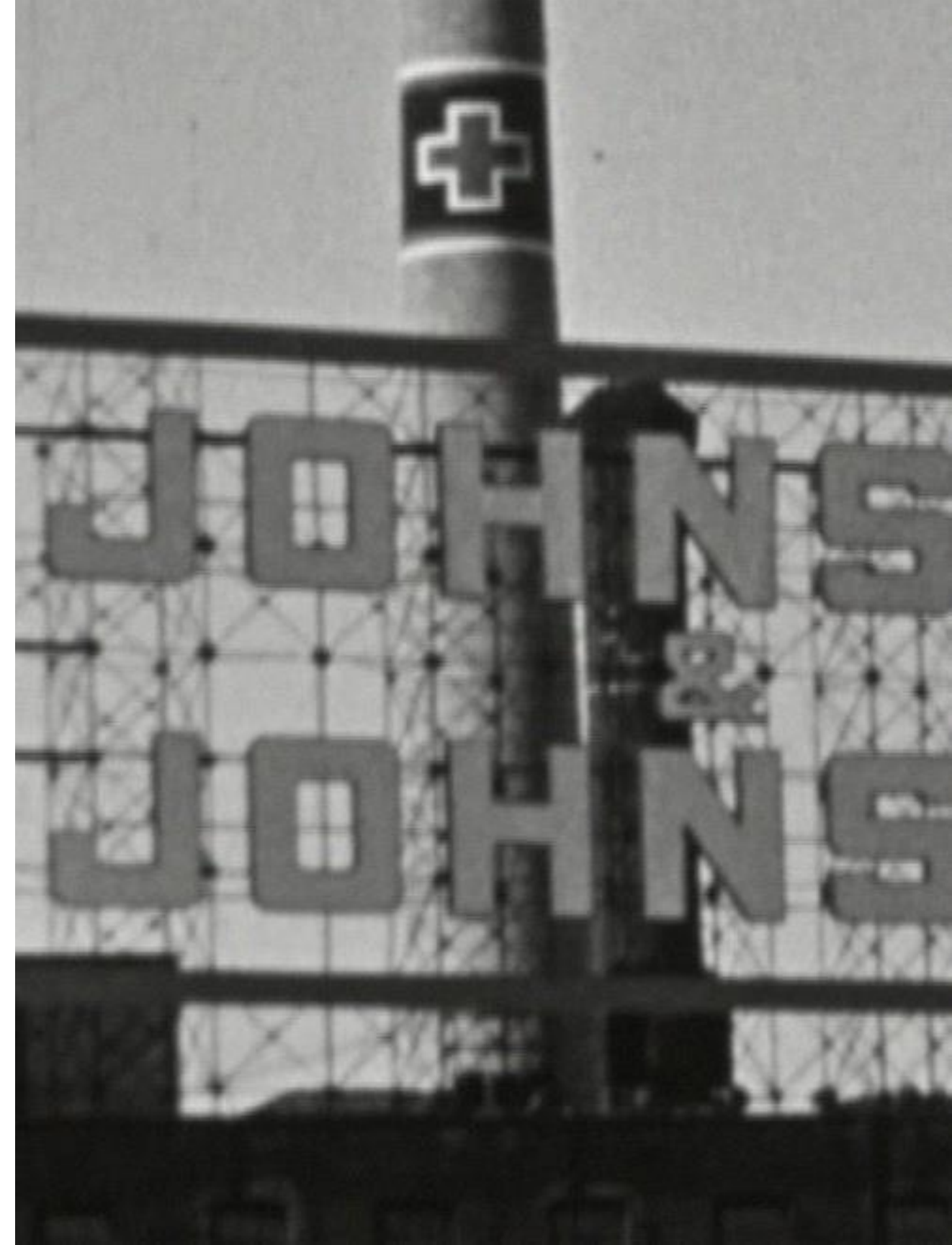
175

countries

Over

130,000

employees worldwide





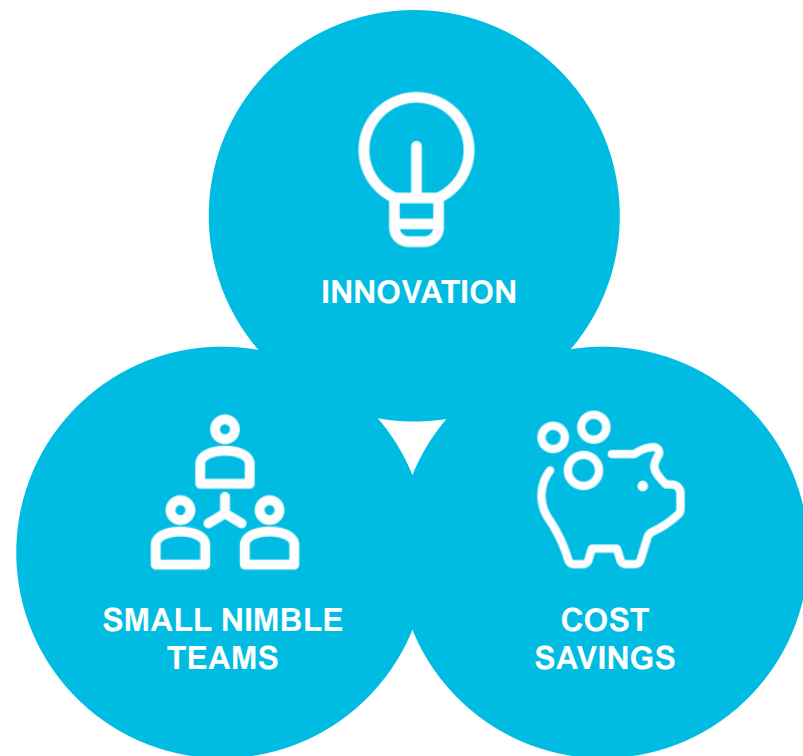
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Innovation at Johnson & Johnson is about creating strong networks of people who can combine resources, ideas and technologies in a new way.

Paul Stoffels, MD
Chief Scientific Officer

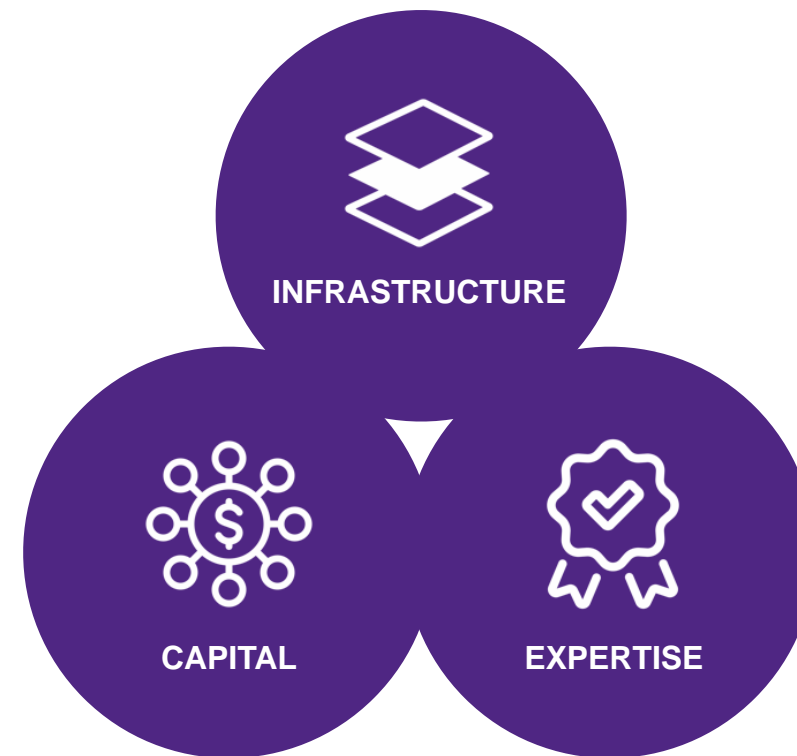
We Need Each Other...

INDUSTRY NEEDS

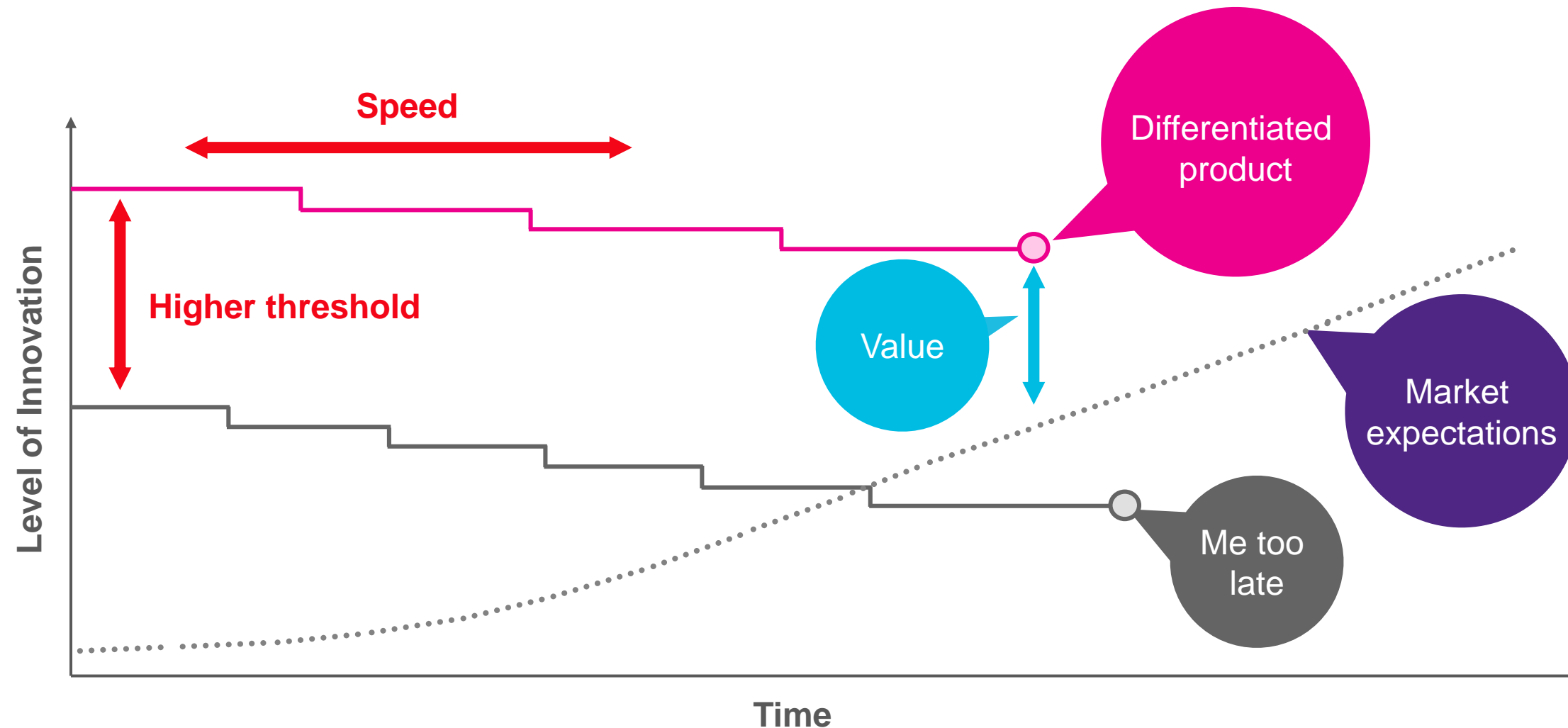


VS

ENTREPRENEURS NEED



Innovation Level Necessary for Success Has Dramatically Increased



High-Priority Areas That Address Significant Unmet Needs

Areas of Interest



Pharmaceuticals

- Immunology
- Neuroscience
- Oncology
- Cardiovascular & Metabolism
- Infectious Diseases & Vaccines
- Pulmonary Hypertension



Medical Devices

- Cardiovascular
- Osteoarthritis
- Surgery
- Obesity
- Osteoporosis
- Other



Consumer Health

- Self Care
- Skin Health




Vision

- Glaucoma
- Contact Lens
- Surgical
- Dry eye



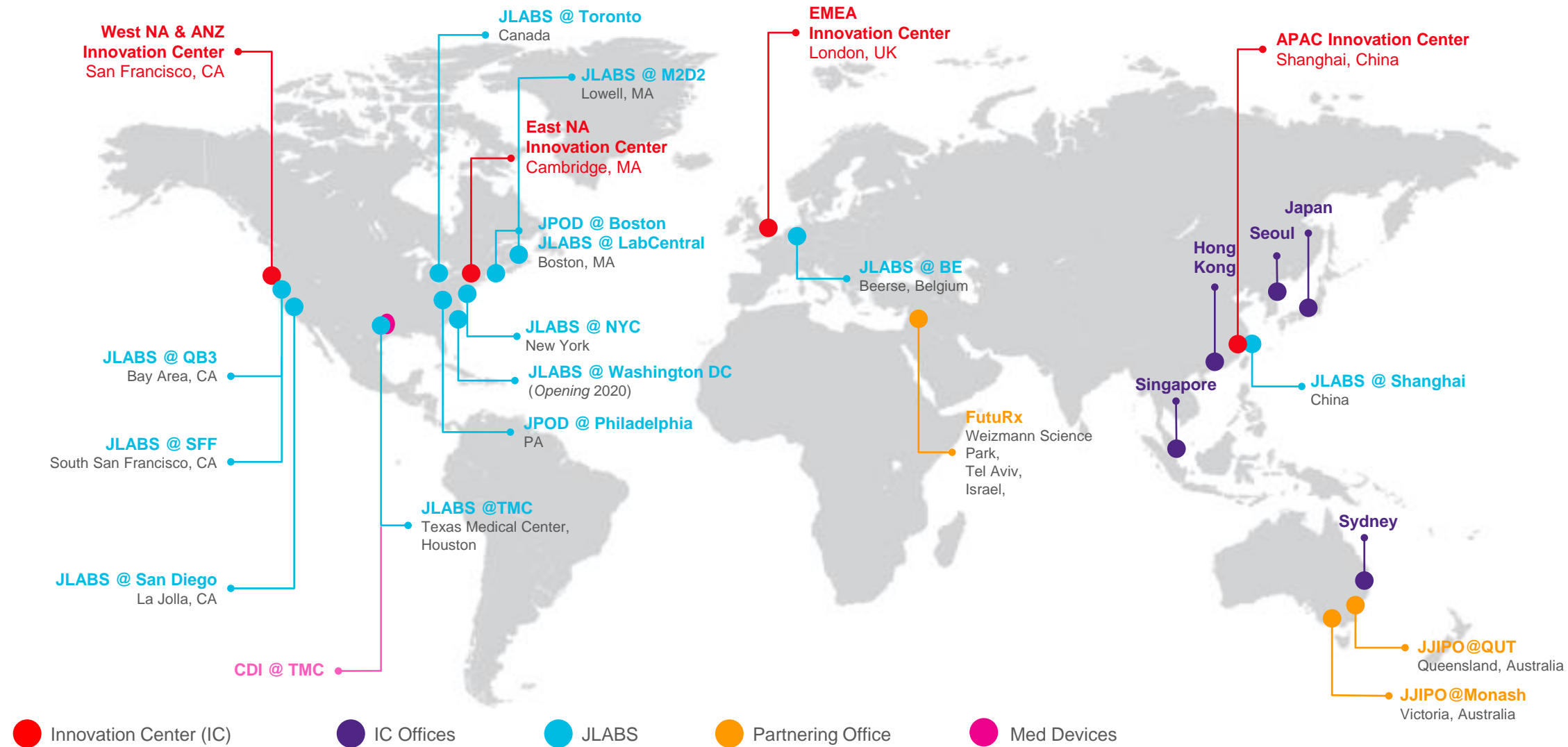
Cross Sector

- Health Tech
- Disease Interception & Prevention (WWDA)
- Lung Cancer
- Platforms



Johnson & Johnson Innovation – A Global Network

Global Johnson & Johnson Innovation Network 2019



Comprehensive Global Solutions

Engagement with innovators spanning - consumer, health tech, medical devices, vision care, pharmaceutical and cross sector



INNOVATION CENTERS

Early Stage Acceleration

Full Deal Teams -

- 4 Innovation Centers in life science hotspots on 3 Continents
- Broad networks across region connecting innovation ecosystems into the central IC hub to create flexible collaborations
- 400+ deals done over the past six years
- >\$1B deployed since 2013

JJDC

Strategic Investors

Johnson & Johnson Corporate Venture Arm -

- 45+ years of strategic healthcare investing
- Partnership w/ Innovation Centers to form new companies on rise
- \$450M in 2018

JLABS

Life Science Incubators

- 13 locations across the globe, including 2 JPODS in North America
- 520+ Portfolio Companies
- 120+ collaborations w/ Johnson & Johnson

BUSINESS DEVELOPMENT

Late Stage Deals

- Supports mid - and late-stage deals from any source
- Business Development teams in Janssen, Johnson & Johnson Medical Devices and Johnson & Johnson Consumer
- Licensing, M&A Expertise and Alliance Management
- Janssen Business Development (JBD) works with established biotech and pharma companies at all stages of development. JBD has 40+ years leading licensing and M&A deals driving R&D portfolio

External Innovation Across Johnson & Johnson



World Without Disease Accelerator

Prevention, Interception and Cure Strategies and Solutions

- Focused on discovery, development and delivery of disruptive products, technology and business models to advance the elimination of disease
- Capabilities in areas including microbiome, immunosciences, data sciences & predictive biomarkers and behavioral neurobiology
- Technical expertise underpins scientific strategy



Lung Cancer Initiative at Johnson & Johnson

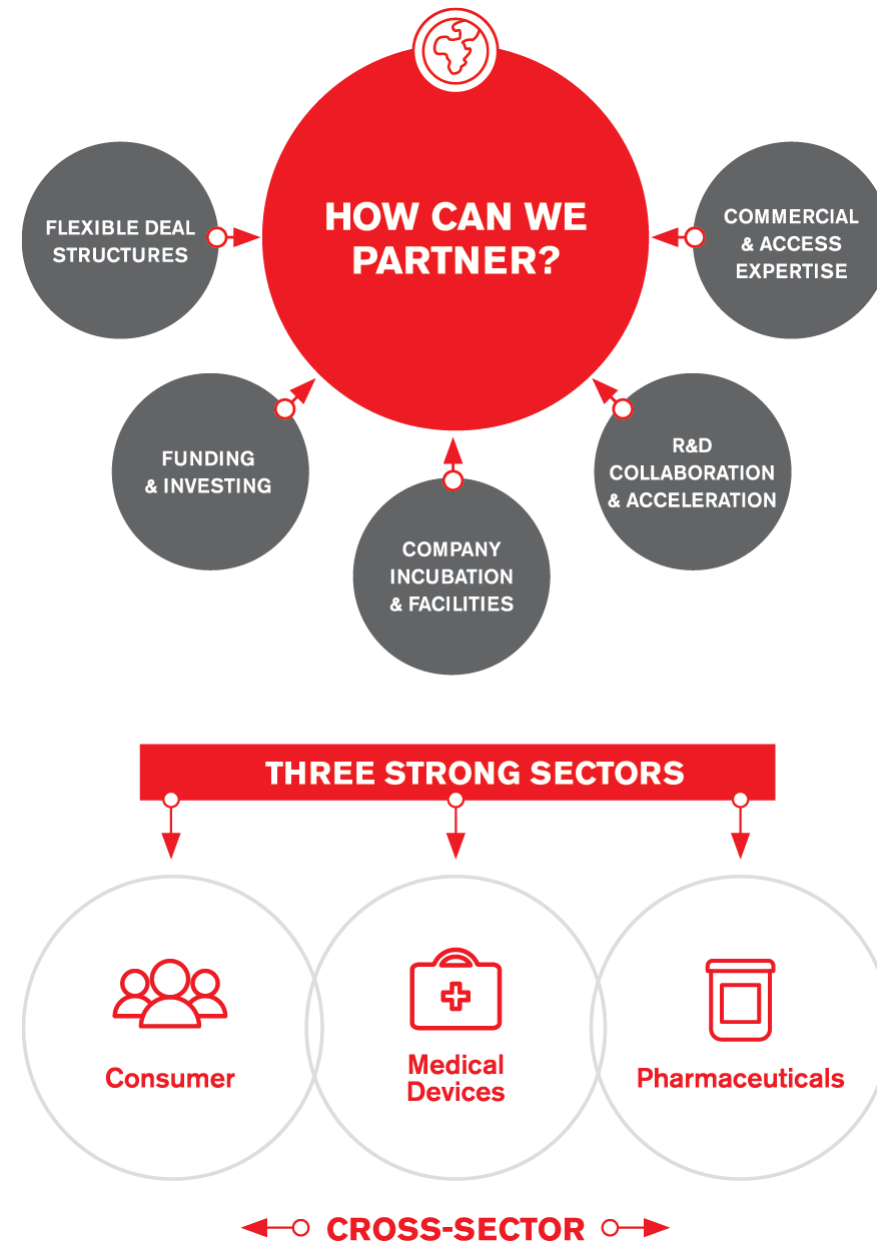
Cross-Sector Initiative to Prevent, Intercept and Cure Lung Cancer

- Formed in 2018 to transform standard of care for lung cancer
- Develop holistic solutions for lung cancer through consumer products, diagnostic, medical devices and pharmaceuticals
- Strategic collaborations with academic medical centers

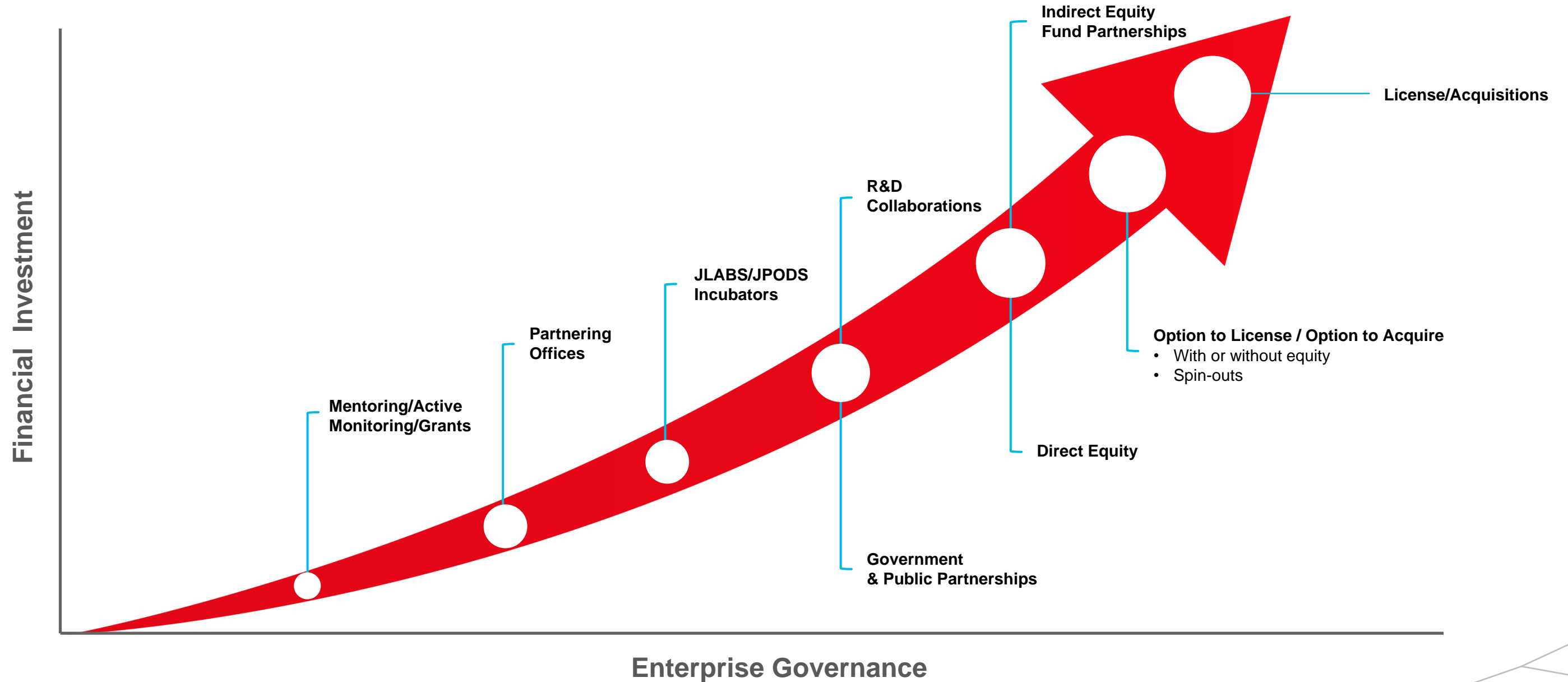
Our Model to Accelerate Innovation

Our Co-Creation Model

Advancing innovative **products & solutions** by enabling access to a full range of incubation and acceleration 'ingredients' supplied by a network of strategic partners



Flexible Deals



#MakeTheConnection

- Meet up at local, regional and global Partnering Events
- Contact us and submit your ideas through our online Challenges
- Engage with us and our collaborators through Social Media
- Explore our Website and get to know our Leadership
- Visit our Locations across the globe



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