

# Accelerating Innovation Worldwide

# Johnson & Johnson is the largest and most diversified healthcare company in the world

More than **130** years creating **value** through **innovation**

**Three** business segments

**>250** Operating Companies.

Selling products in more than **175** countries.

Over **130,000** employees worldwide

# Full-year 2016 earnings

*2016 Worldwide sales*

**\$71.9B**

**2.6%↑**

**7.4%↑**

Adjusted  
operational  
worldwide sales

*Adjusted diluted earnings per share*

**\$6.73**

**8.5%↑**



# Full-year 2016 earnings

Worldwide *consumer* sales

**\$13.3B** | **4.3%** ↑ Adjusted operational worldwide sales

Primary contributors:



Worldwide *pharmaceutical* sales

**\$33.5B** | **11.5%** ↑ Adjusted operational worldwide sales

Products that contributed to growth:



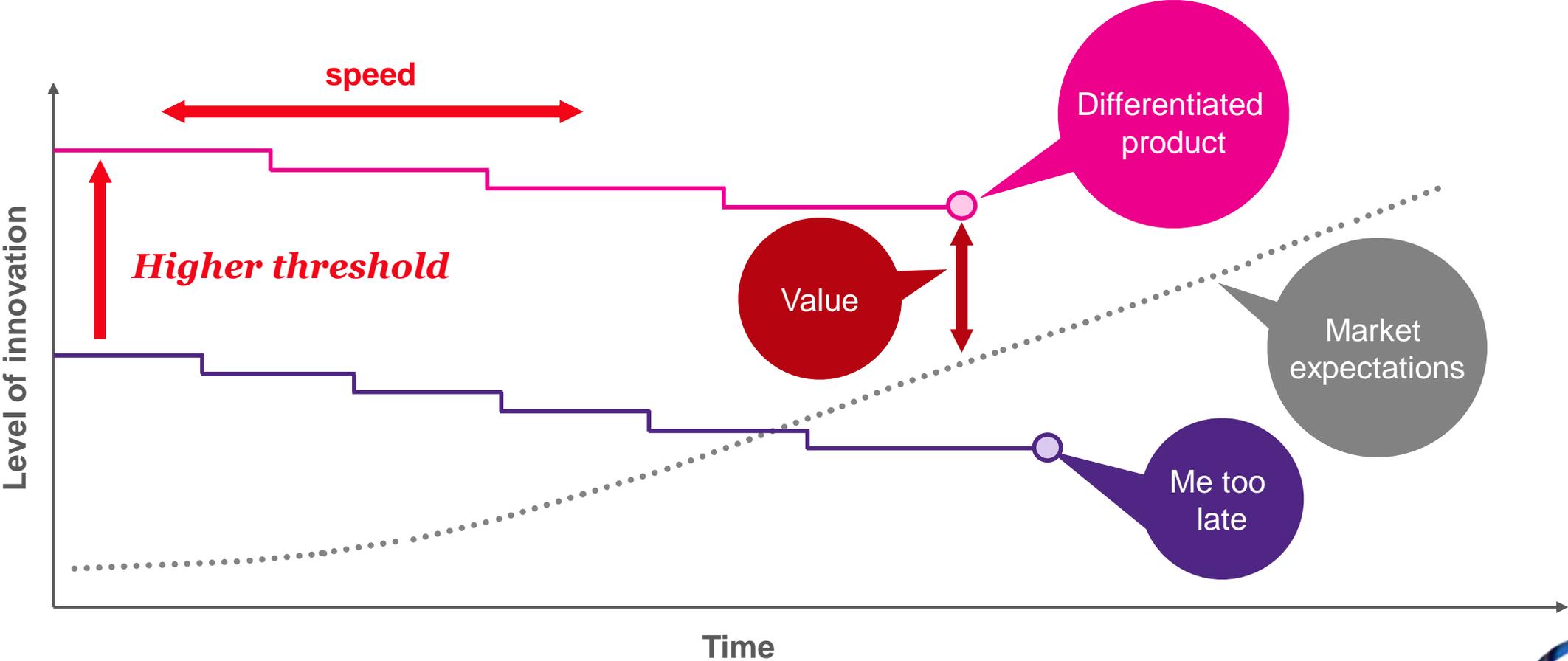
Worldwide *medical devices* sales

**\$25.1B** | **3.8%** ↑ Adjusted operational worldwide sales

Primary contributors:



# Innovation level necessary for success has dramatically increased



“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*

# Areas of interest

- Baby Care
- Beauty
- Compromised Skin
- Oral Care
- Feminine Personal Care
- OTC

*Consumer*

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

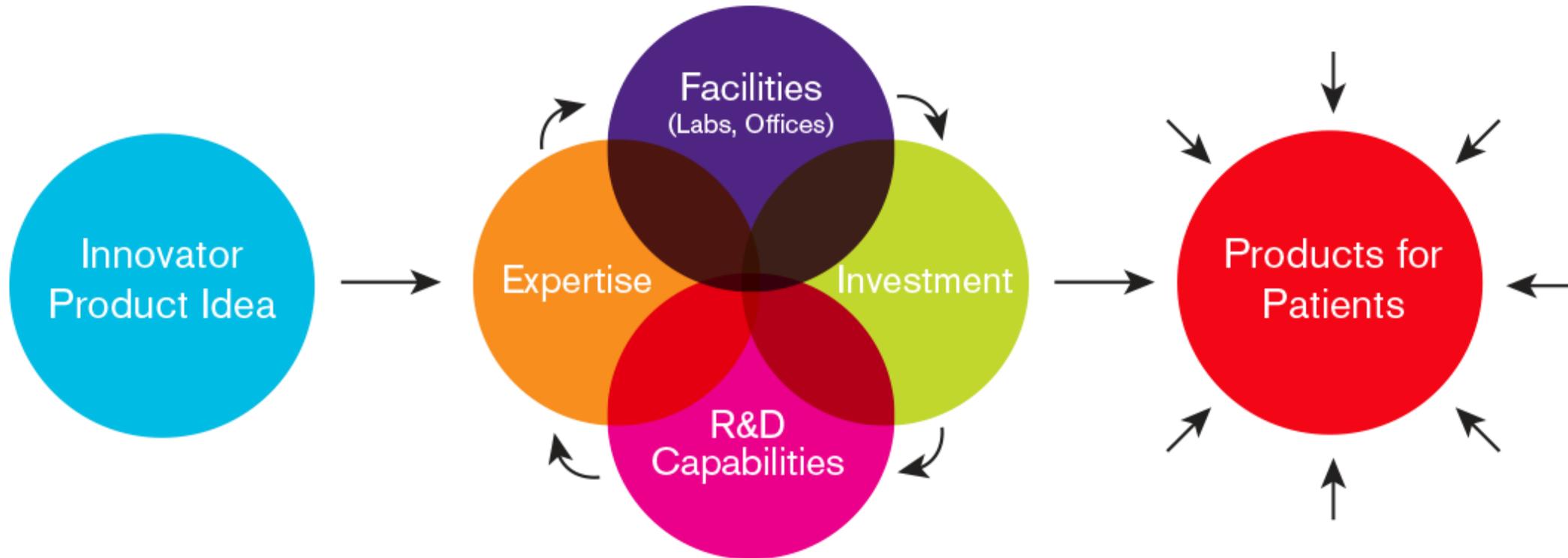
*Pharma*

*Med Devices*

- Cardiovascular
- Surgical Oncology
- Obesity
- Osteoarthritis
- Osteoporosis
- Other

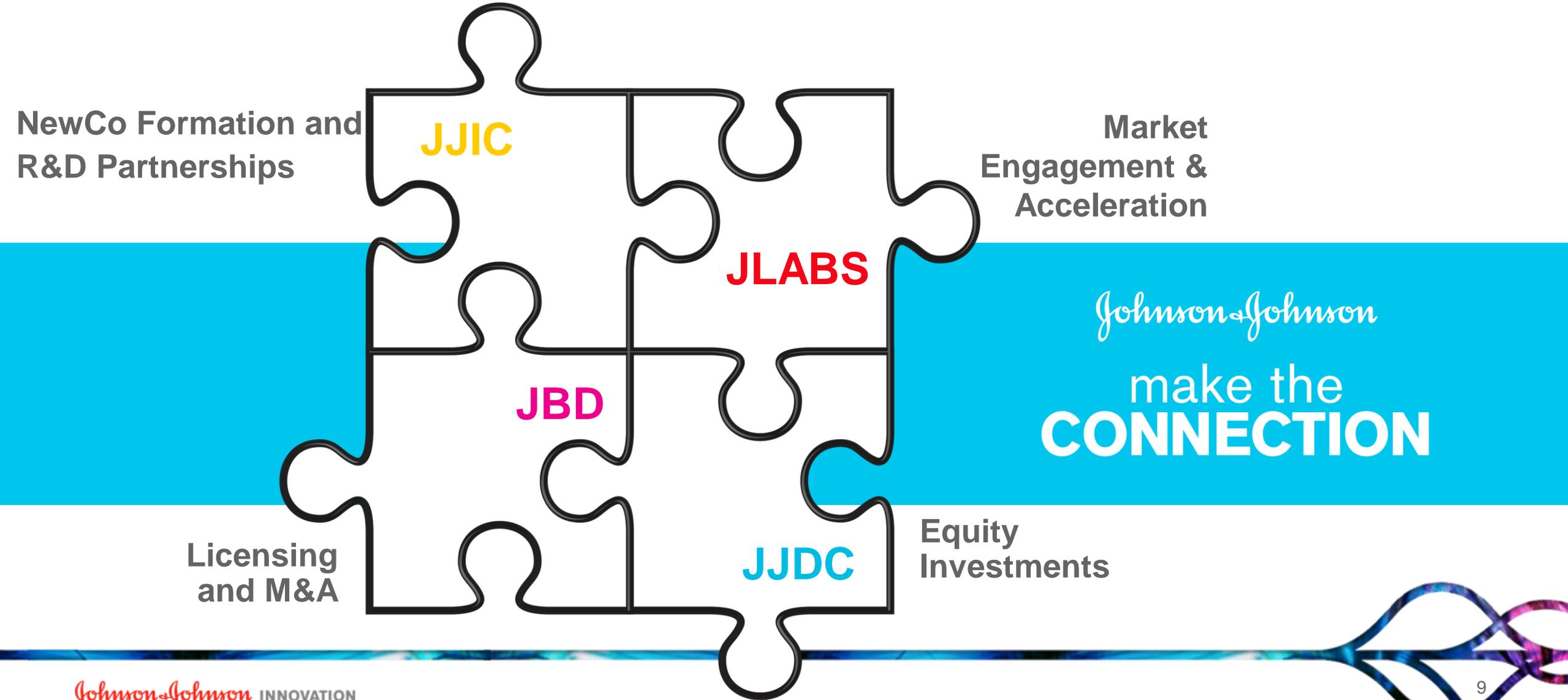
# Accelerating Innovation

Johnson & Johnson Innovation Providing access to...

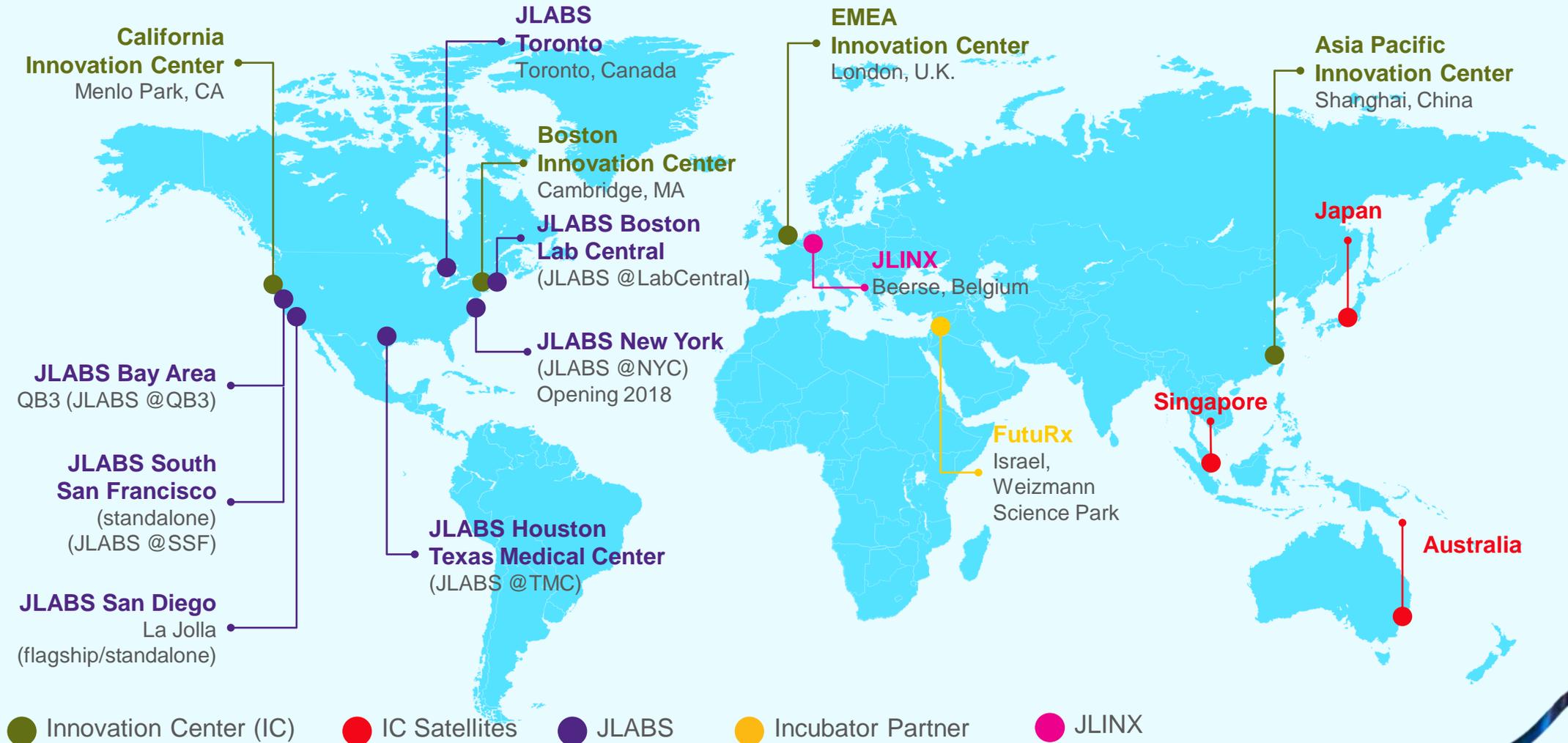


Advancing innovative **products** by enabling access to a full range of incubation 'ingredients' supplied by network of strategic partners

# Johnson & Johnson Innovation | Comprehensive Solution for a Region



# Global JJI network for external innovation



# JLABs

# About JLABS

Flagship, 40,000 sq. ft. incubator  
launched in San Diego in **Jan 2012**

Grown to 8 facilities across  
6 life science hubs

Expanded to Houston TX:  
CDI @TMC **Oct 2016**

Expanded to Lowell MA:  
JLABS @M2D2 in **Dec 2016**

Opening in NYC  
JLABS @NYC in **Q2 2018**

160 companies in residence



# About JLABS

## Customizing a Specialized Hub for Life Science Innovation

- ***Bench to Bedside Partners***  
building a coalition of academic institutions, hospitals & industry organizations
- ***Centralized Infrastructure***  
providing core capabilities so innovators can dedicate precious capital to the science
- ***Educational Programming***  
building skills, knowledge & networks to empower and enable the local innovation community
- ***Funding Series***  
connecting capital with innovators to increase the volume and velocity of deal flow
- ***Assets & Experts***  
providing big company support
- ***Cross-Sector Focus***  
building an environment for solutions not just products
- ***Branding a Leading Cluster***  
utilizing corporate resources to brand, launch & promote a region's innovation
- ***No Strings Attached***  
promoting open innovation to support entrepreneurs build equity and value

# QuickFire Challenge

Our vision is to unleash the competitive spirit of the **innovation ecosystem** to **create healthcare solutions**, with inspiring the best in science and technology by providing **real world challenges and granting a variety of awards.**

The screenshot shows a LinkedIn challenge post. The main image is a photograph of surgeons in an operating room, with the text 'CDI @ TMC QuickFire Challenge' overlaid. On the right side of the post, it says 'Challenge ended' and 'Up to \$400,000 USD'. Below this, there are social media share icons for Facebook, Twitter, LinkedIn, and Email. A list of focus areas is provided: 'Cardiovascular', 'Obesity', 'Osteoarthritis', and 'Surgical Oncology'. At the bottom right, there is a purple 'Apply now' button. At the bottom left, there is a navigation menu with links: 'The Challenge', 'Rewards and benefits', 'Focus areas', 'Timeline', 'Why this matters', and 'Sponsors'.

# Thank you