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

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

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

**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

NewCo Formation and R&D Partnerships
JJIC
Market Engagement & Acceleration
JJDC
Licensing and M&A
JLABS
Equity Investments
JBD
Johnson & Johnson
make the CONNECTION
Global JJI network for external innovation

- **JLABS**
  - **Toronto**
    - Toronto, Canada
  - **Boston**
    - Innovation Center
    - Cambridge, MA
    - JLABS Boston
      - Lab Central
      - (JLABS @LabCentral)
  - **New York**
    - JLABS New York
      - (JLABS @NYC)
      - Opening 2018
  - **Houston**
    - Texas Medical Center
      - (JLABS @TMC)
  - **Bay Area**
    - QB3 (JLABS @QB3)
  - **San Francisco**
    - (standalone)
    - (JLABS @SSF)
  - **San Diego**
    - La Jolla
      - (flagship/standalone)

- **EMEA Innovation Center**
  - London, U.K.
  - FutuRx
    - Israel, Weizmann Science Park

- **Asia Pacific Innovation Center**
  - Shanghai, China
  - JLINX
    - Beerse, Belgium

- **California Innovation Center**
  - Menlo Park, CA

- **Australia**

- **Japan**

- **Singapore**

- **Innovation Center (IC)**
- **IC Satellites**
- **JLABS**
- **Incubator Partner**
- **JLINX**
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.
Thank you