



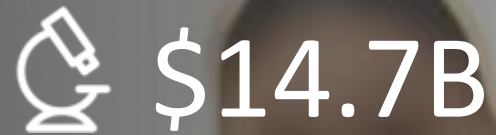
Johnson & Johnson Innovation – JLABS @ TMC

Rachel Rath, MBA, MPH
Director, BARDA Alliance
Interim Head JLABS @ TMC

More than 130 years of creating value through innovation



Business Segments



Invested in R&D in 2021


Selling products in more than



countries



People use our products worldwide everyday



Advancing New
Healthcare Solutions
through Collaboration

Johnson & Johnson INNOVATION



Collaborations

Incubation



Acceleration

Deep R&D expertise



Investments

Deals

360° global innovation capabilities

Through our regional teams, life science and health technology innovators have access to the breadth and depth of offerings that are unique to Johnson & Johnson.

Our global presence

Europe, Middle East & Africa

EMEA
Innovation Center
London, UK

JLABS @ BE
Beerse, Belgium

Other Locations
Denmark
France
Germany
Italy
Israel
The Netherlands
Spain
Switzerland
UK

JJDC Office
Tel Aviv, Israel

Asia Pacific

APAC Innovation
Center
Shanghai, China

JLABS @ Shanghai
Shanghai, China

Other Locations
Hong Kong
Japan
Singapore
South Korea

East North America

JLABS @ Toronto
Toronto, Canada

East NA
Innovation Center
Cambridge, MA

JPOD @ Boston
JLABS @ LabCentral
(affiliate site)
Boston, MA

JLABS @ M2D2
(affiliate site)
Lowell, MA

JLABS @ NYC
New York, NY

JPOD @
Philadelphia
Philadelphia, PA

JLABS @
Washington, DC
Washington, D.C.

Other Locations
Canada

West North America, Australia & New Zealand

West NA & ANZ
Innovation Center
San Francisco, CA

JLABS @ TMC
Texas Medical Center,
Houston, TX

JLABS @ MBC
BioLabs
(affiliate site)
Bay Area, CA

CDI @ TMC
Houston, TX

JLABS @ SSF
South San
Francisco, CA

JJIPO @ QUT
Queensland, Australia

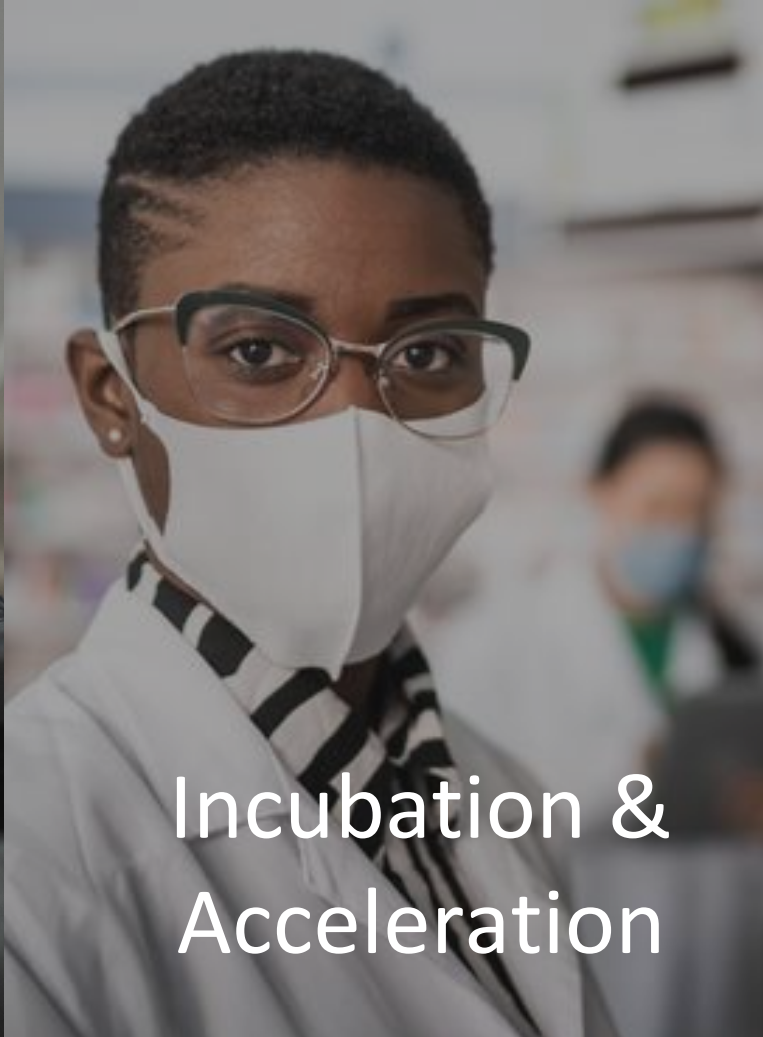
JJIPO @ Monash
Victoria, Australia

JLABS @ San Diego
La Jolla, CA

Other Locations
Australia



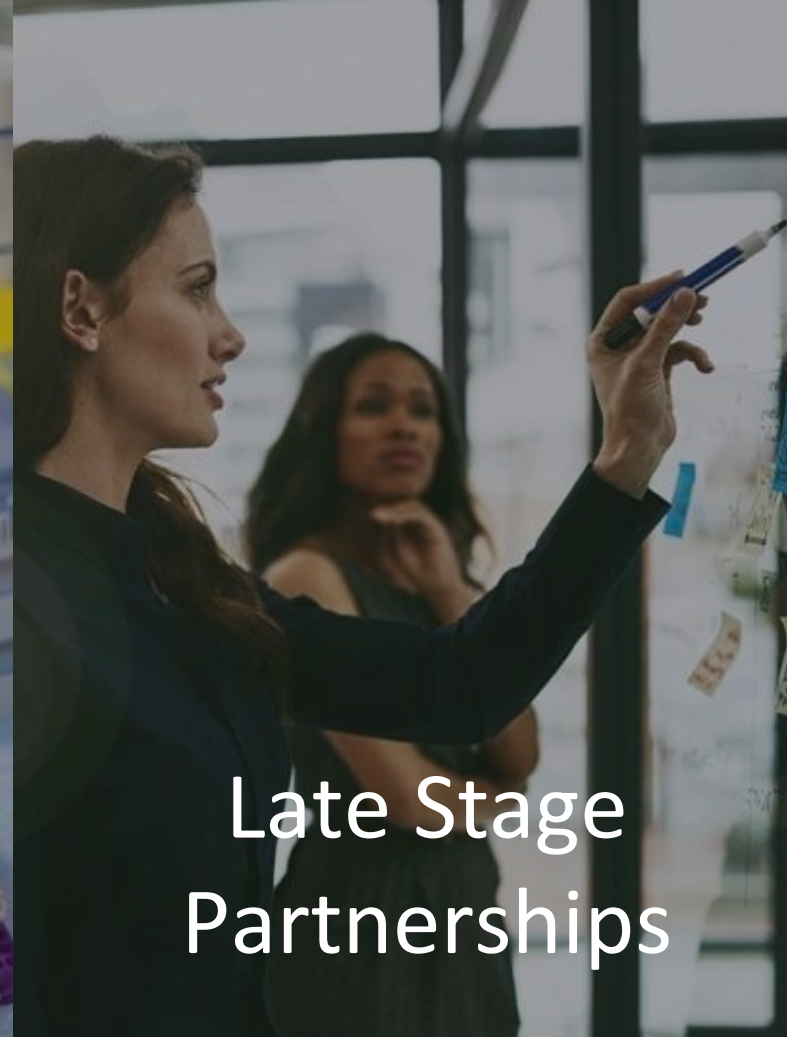
Early Innovation Partnering



Incubation & Acceleration



Venture Investment



Late Stage Partnerships

- 4 Innovation Centers in life science hubs
- Networks connecting ecosystems to create flexible collaborations, deals and investments
- ~680+ collaborations*
- \$2.1B+ in collaboration capital deployed since 2013*
- Deep scientific & commercial expertise

- 13 locations across the globe connecting residents into a vibrant innovation ecosystem, state-of-the-art lab amenities, offices and equipment
- 840+ companies supported since inception with 290+ having at least one deal and/or partnership with J&J
- 30% female-led companies, 30% minority-led companies

- Oldest corporate healthcare VC – nearly 50 years of experience
- Investing at all stages of innovation, from seed funding to Series A and beyond
- 160+ active portfolio companies
- Co-creation of new companies
- \$3.5B+ in capital distributed across companies and funds since 2013*†

†Includes capital calls and tranches

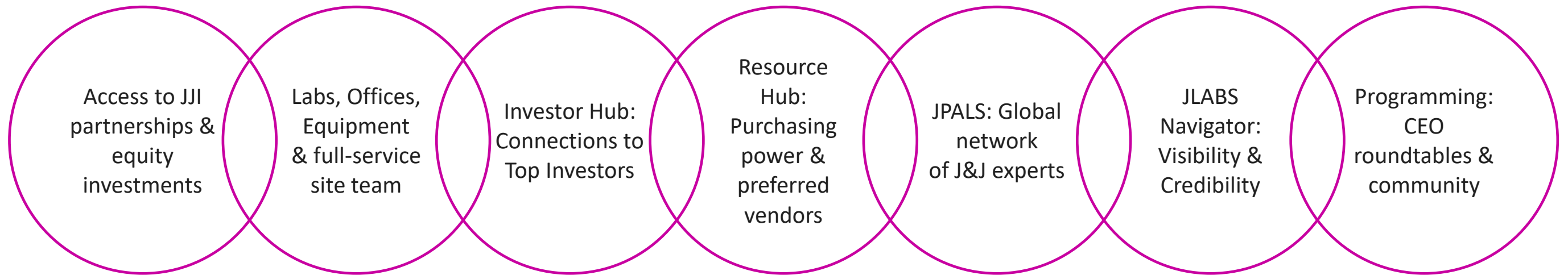
- Licensing, M&A expertise and alliance management, embedded across all business segments
- 40+ years of leading licensing and M&A deals, working with companies at all stages of development

Incubation & acceleration with JLABS

- Locations across the globe connecting residents into a vibrant innovation ecosystem, state-of-the-art lab amenities, offices and equipment
- 840+ portfolio companies since inception with 290+ having at least one deal and/or partnership with a J&J company*
- 30% female-led companies, 30% minority-led companies

A comprehensive model to accelerate innovation

JLABS



No-strings-attached

- ✓ Get started fast without significant funding
- ✓ Know-how & connections to be partner ready
- ✓ Get to go/no-go decisions sooner
- ✓ Better bottom line for investors

The JLABS difference

13 JLABS sites across the globe

100+

Investment firms engaged through our Investor Hub

836+ Portfolio Companies (current & alumni)



571

Pharmaceuticals



159

Medical Devices



106

Consumer Health



87

Cross-sector

\$63.7B Financing & Strategic Relationships (secured & contingent)

47 Publicly traded

38 Companies acquired

270 JLABS companies with at least 1 deal with Johnson & Johnson



Johnson & Johnson Innovation - JLABS companies make headlines

The biotech unicorns are back: Alector burnishes its \$1.3B valuation in an IPO that generates \$176M in cash

Black-Owned Businesses Acclimate and K'ept Health Make Most of JLABS Resources – *Johnson & Johnson Innovation's D.C. Incubator Helps Startups that Target Health Disparities*

J&J bets up to \$780M on Cidara's Universal Influenza Treatment

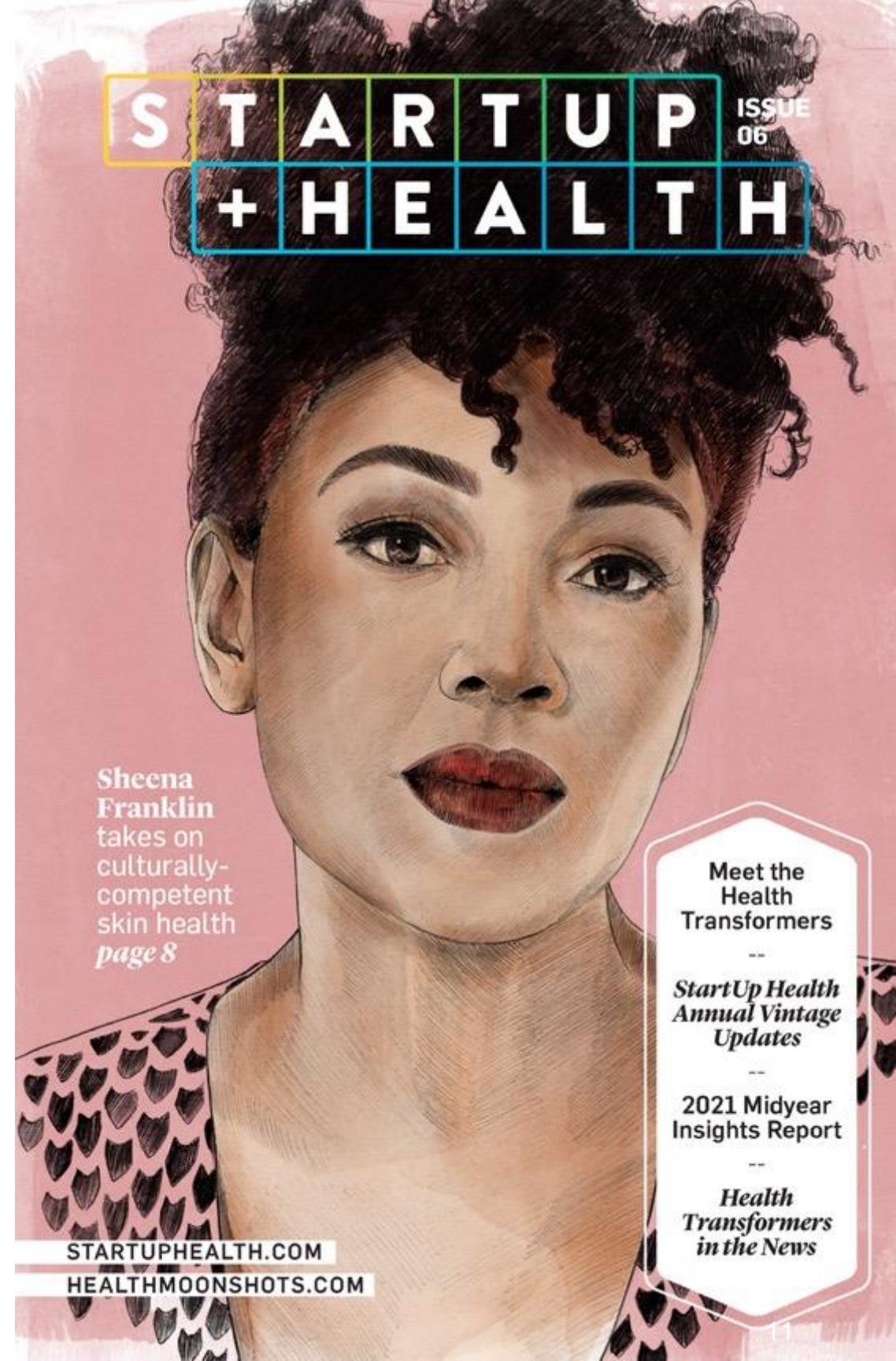
Huma: This start-up doubled the reach of some UK hospitals during Covid — and investors are taking note

Neuron23 uncloaks with \$113.5M to tackle CNS disorders through genetic mutations

Forbes Asia 100 to watch – NDR and Us2.ai

Arcturus: Singapore's co-developed vaccine candidate is in 'good shape' for delivery in 2021

San Diego's Locanabio raises \$100 million for treatments aimed at degenerative diseases



Sheena Franklin takes on culturally-competent skin health *page 8*

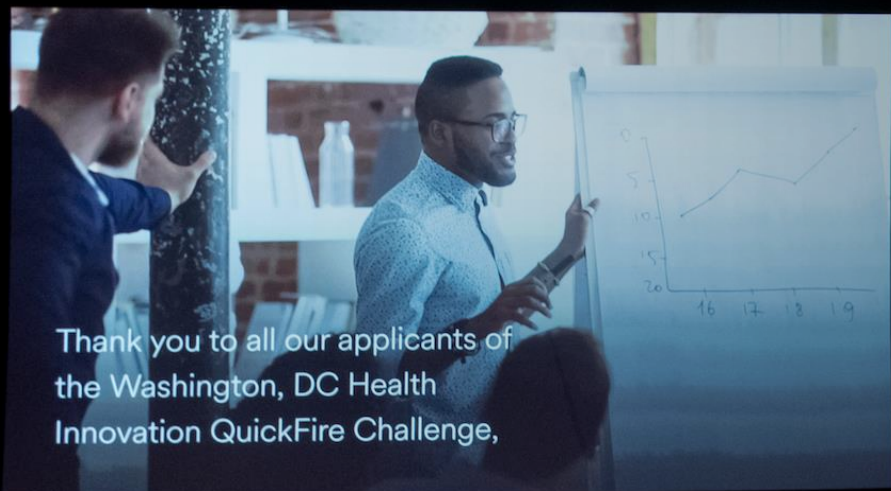
Meet the Health Transformers

StartUp Health Annual Vintage Updates

2021 Midyear Insights Report

Health Transformers in the News

The diversity of your network matters



Thank you to all our applicants of the Washington, DC Health Innovation QuickFire Challenge,

57% First-time entrepreneurs

43% Serial entrepreneurs

31% Female-led companies

30% Minority-led companies

JLABS @ TMC

115 Portfolio Companies (current & alumni)



66

Pharmaceuticals



37

Medical Devices



12

Consumer Health



11

Cross-sector

\$3.8B Financing & Strategic Relationships
(secured & contingent)

6 Publicly
traded

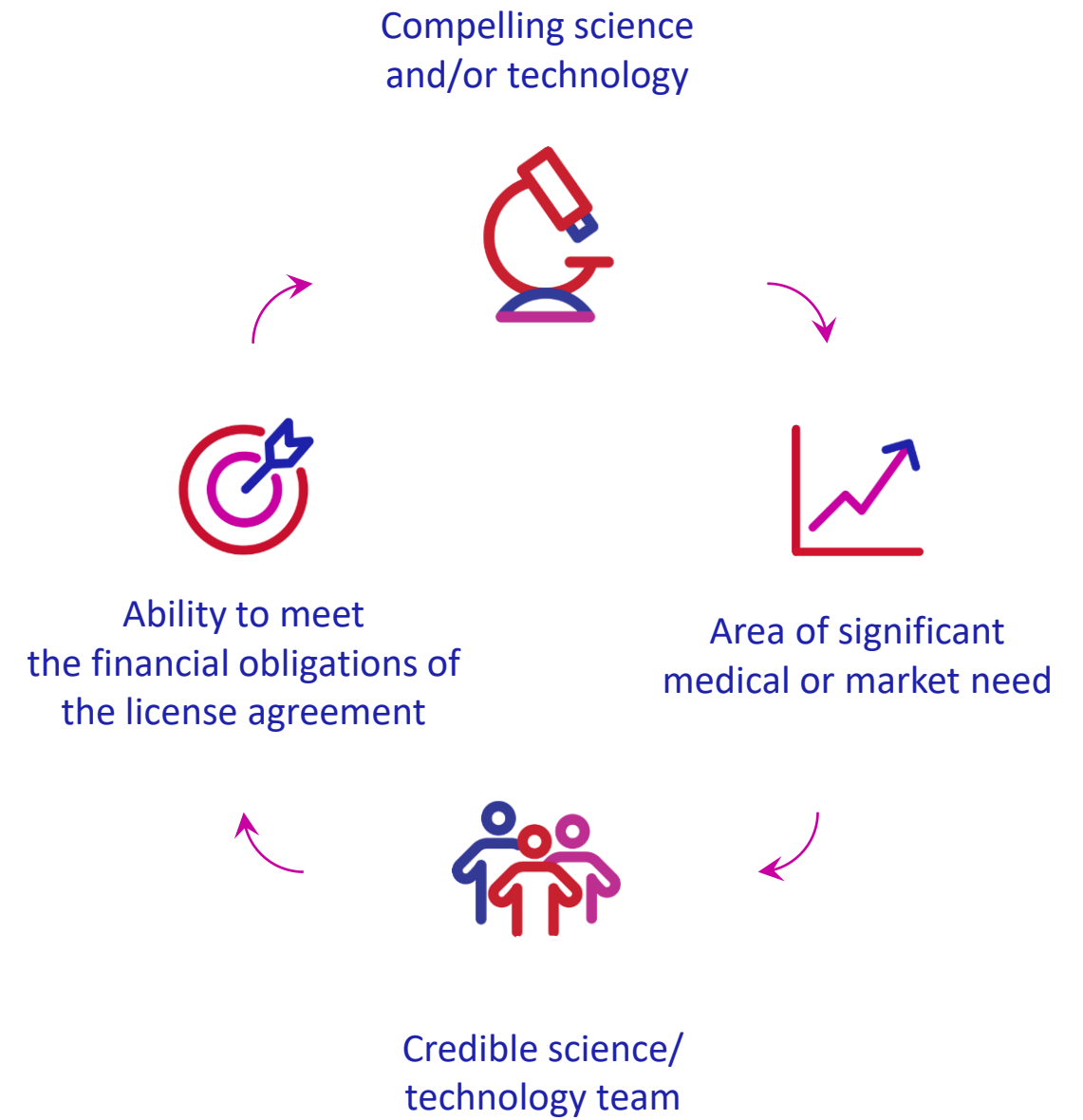
3 Companies
acquired

27 JLABS companies with at least 1
deal with Johnson & Johnson



Selection Criteria & Process

1. Submit non-confidential company information
2. Undergo internal Johnson & Johnson selection process
3. Notification of accept or reject





QuickFire Challenges

Crowdsourcing innovation to seek out and inspire innovators addressing great unmet medical need aligned with Johnson & Johnson's strategic areas of interest.

Awardees may receive grant funding, access to world-class lab facilities, programs and resources, and mentorship from industry experts.

Learn more and discover the latest opportunities at <http://jji.jnj/challenges>.



QuickFire Challenge

To date, Johnson & Johnson Innovation has:

 **\$15M+**
Awarded in prizes

 **170+**
Awardees named worldwide

 **80+**
Challenges Launched

Collaborating through public-private partnerships

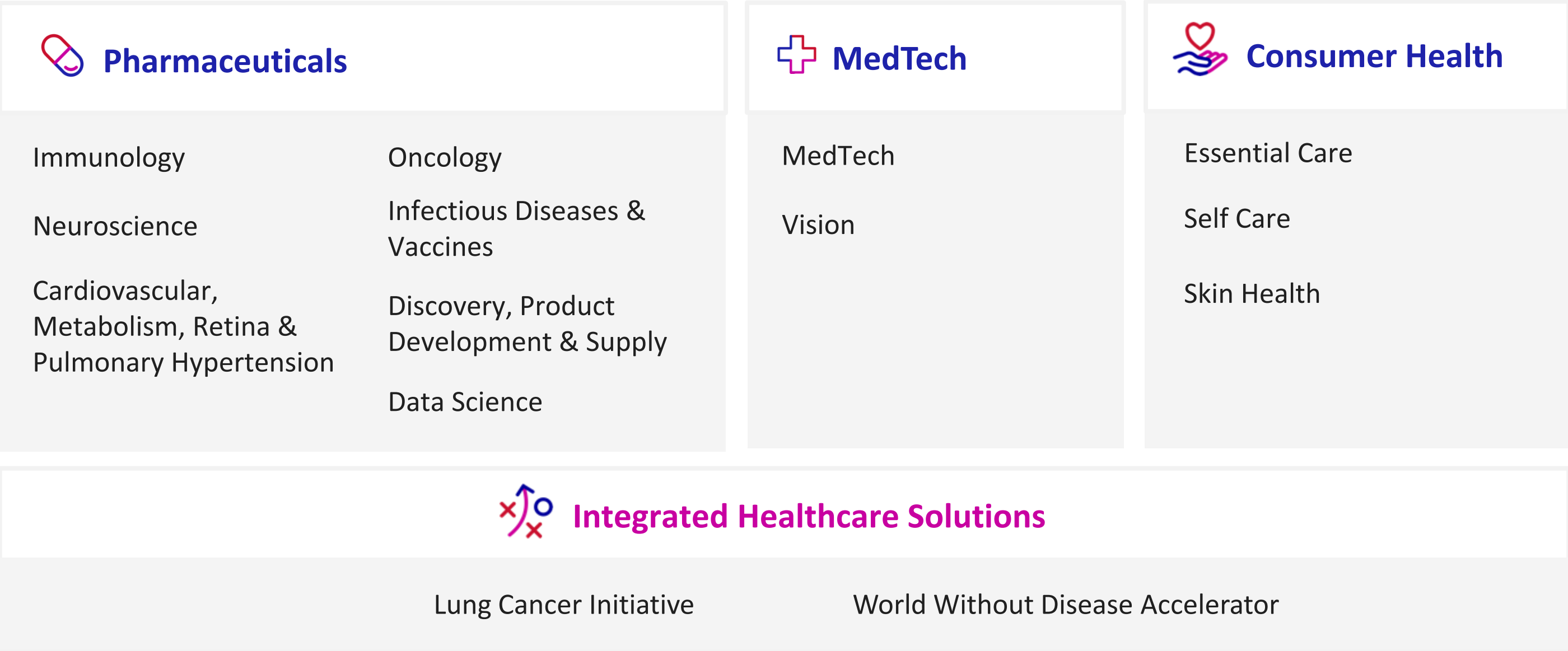


Dedicated to **anticipating** potential health security threats, **activating** the global innovation community, and **amplifying** scientific and technological advancements with the aim to prepare for and respond to our rapidly evolving global health environment.



Priority Areas for Partnering

Areas of interest across our 3 business segments



#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



Email us
rrath4@its.jnj.com



Follow us on Twitter
[@JNJInnovation](https://twitter.com/JNJInnovation)



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