



**Johnson & Johnson
Innovation Centers**

A new approach to advancing early stage innovation



When I took the helm

at a small biotechnology company, Tibotec, it was to develop a new molecular entity that I hoped would provide a breakthrough in combating multi-drug resistant forms of HIV. I saw an 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.

I quickly discovered that the task of bringing a new and differentiated medicine to patients globally is not an easy one. It requires more than great science and more than tenacity and courage. Without the help of strong collaborators with complementary expertise, it is nearly impossible. Today, Tibotec is part of Johnson & Johnson, and the relationship between Tibotec and J&J is what 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 with HIV living everywhere in the world.

When we launched the Johnson & Johnson Innovation Centers – in California, Boston, London and Shanghai – our aim was to contribute to the robust regional innovation ecosystems around the world and to meet the needs of entrepreneurs and scientists with expertise in medical technologies, consumer healthcare technologies, and therapeutics. Exchange of and support for new ideas is critical to bringing forward the new innovation our business is so dependent on, and to achieving our goals to transform world health.

The Innovation Centers bring together – in one place – scientific, financial, business development, legal and other resources from across our company. Through them, we provide a high degree of customization in structuring deals by combining a range of investment and collaboration options. We also provide the support and resources – from access to our facilities to mentorship and network relationships – that are critical to the success of entrepreneurs and innovators.

Fundamentally, the Johnson & Johnson Innovation Centers are about bringing forward highly differentiated new healthcare solutions that extend and improve lives by identifying the right partnerships and deal structures. Not just therapeutics, but also new diagnostics, medical devices, consumer products and integrated “beyond the pill” solutions. We look forward to getting to know you and to working with you to push the boundaries of what science and medicine can achieve.

Paul Stoffels

*Chief Scientific Officer and Worldwide Chairman, Pharmaceuticals
Johnson & Johnson*



TABLE OF CONTENTS

- 4 Introduction
- 7 Pharmaceuticals
- 8 Consumer Healthcare Technologies
- 9 Early Stage Investment in Devices and Diagnostics
- 10 Our Innovation Centers



How we can help **meet your needs:**

The Johnson & Johnson Innovation Centers bring together resources from across our company to help meet the needs of entrepreneurs and innovators.

Funding

We understand investment is required to bring new ideas and technologies forward. Through Johnson & Johnson Development Corporation, the venture capital subsidiary of Johnson & Johnson (jjdevcorp.com), and our other resources, we provide:

- Early stage research funding
- Seed funding
- Equity investments
- Licensing
- Collaborations

Business Model Development

Our science and technology experts are active members of both the scientific communities in which they operate and the broader Johnson & Johnson innovation community. We provide our partners with the mentorship and networking support they need, including:

- Access to and expertise with international markets
- Cross-sector expertise
- Pricing and reimbursement
- Market testing
- New company creation



Facilities & Operational Support

We offer a wide range of services and facilities to help start-up 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:

- Established regional incubators
- Janssen Labs flagship site and satellite operations
- Single bench tops, modular labs and office space for entrepreneurs
- Year-round innovator curriculum focused on business development and drug development

R&D Expertise

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, diagnostics and consumer products. Our scientists, technology experts, clinical researchers and other professionals 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.





We're interested in **building relationships** that **transform healthcare:**

The teams at the Johnson & Johnson Innovation Centers are interested in building relationships with entrepreneurs at start-up biotech companies, universities and institutes who are developing early stage, up to clinical proof of concept, innovations across **Pharmaceuticals, Medical Devices & Diagnostics, and Consumer Healthcare.** We focus on technologies and ideas that have the potential not just to advance healthcare, but to transform it.



Johnson & Johnson's traditional business development teams will continue to lead partnering activities with established biotechnology companies, mid-size and large pharmaceutical companies including licensing, commercial collaborations (regional and local), acquisitions and alliance management.

Our Johnson & Johnson business development team forges licensing agreements and collaborations for clinical proof of concept stage innovations that provide a strong fit within the company's focus areas and **the potential to make a transformational impact in the health and lives of people globally.**

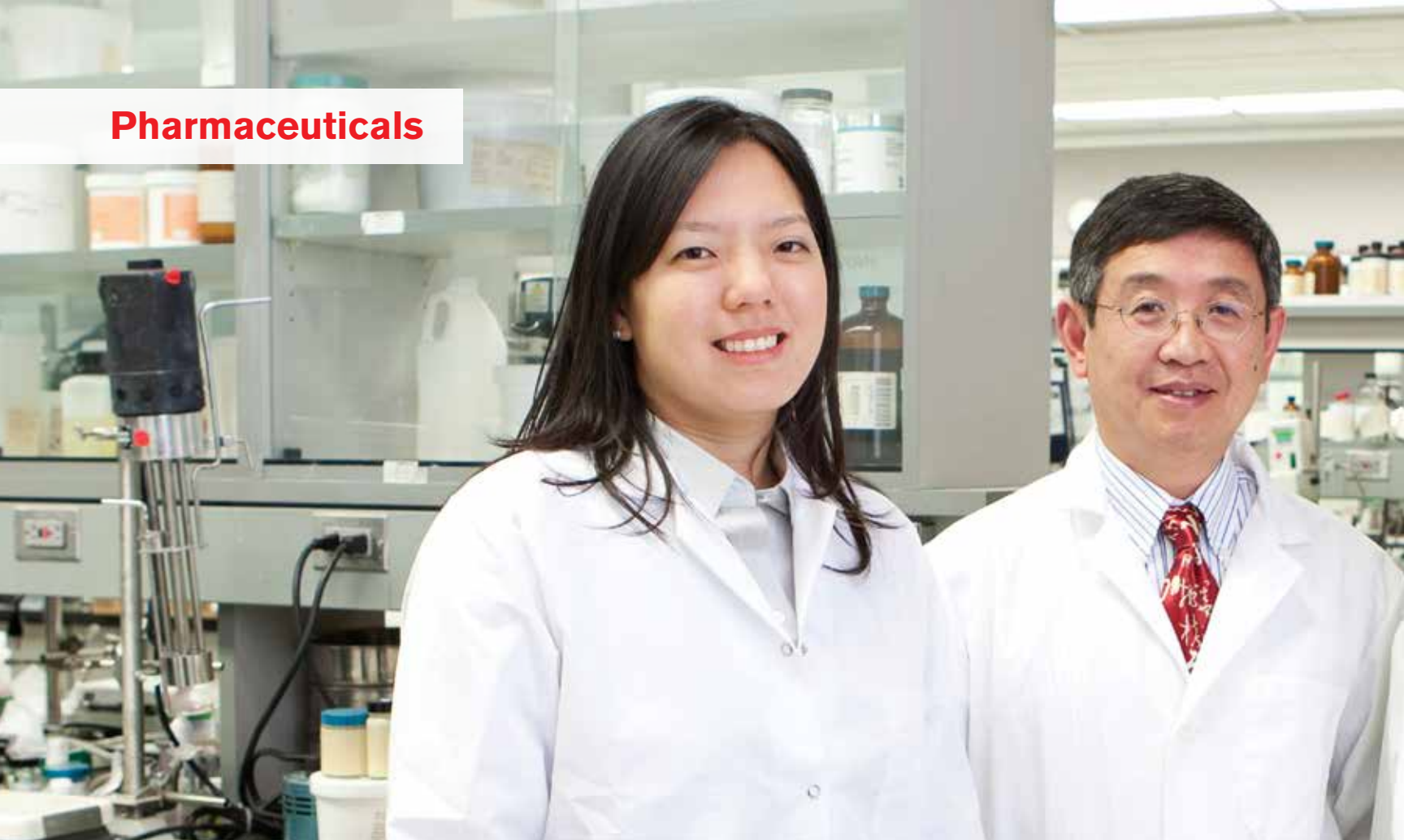


We're **broadly based:**

We are looking for ideas that align to our business priorities in our Pharmaceuticals, Consumer and Medical Devices & Diagnostics 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.



Pharmaceuticals



Our Janssen Pharmaceutical business is one of the most productive and innovative in the world. In the past 10 years, we have brought more differentiated pharmaceutical products to patients than any other company. The teams at the Johnson & Johnson Innovation Centers are interested in exploring early stage therapeutic and vaccine technologies up to clinical proof of concept in the following areas:

Cardiovascular and Metabolism

- Type 2 Diabetes
- Heart Failure

Immunology

- Rheumatoid Arthritis
- Inflammatory Bowel Disease
- Psoriasis
- Pulmonary

Infectious Diseases and Vaccines

- Hepatitis
- Respiratory Infections

Neuroscience

- Mood Disorders
- Alzheimer's Disease

Oncology

- Prostate Cancer
- Lung Cancer
- Hematologic Malignancies

Consumer Healthcare Technologies



We develop and commercialize a broad range of consumer products used in baby care, skin care, oral care, wound care and women's healthcare. We also produce both nutritional supplements and over-the-counter pharmaceutical products, and wellness and prevention platforms. The Johnson & Johnson Innovation Center teams are interested in exploring early stage ideas and technologies in the following areas:

Well-being & Beauty

- Baby care
- Body care
- Facial skin care
- Sun care
- Feminine personal care

Health & Healing

- Allergy care
- Compromised skin
- Cough & cold care
- Digestive health
- Oral care
- Pain care

Early Stage Investment in Devices and Diagnostics



Johnson & Johnson has developed some of the most innovative medical devices that improve medical care and meet the needs of healthcare professionals. The Johnson & Johnson Innovation Center teams are interested in investing in early stage technologies in the following areas:

- General Surgery
- Biosurgery
- Orthopedics
- Vision Care
- Infection Care
- Diabetes
- Energy
- Cardiovascular
- Ear, Nose, Throat
- Neuroscience
- Aesthetics

Our Innovation Centers

BOSTON

A regional hub for collaborations through Eastern North America

One Cambridge Center, 7th Floor, Cambridge, Massachusetts, 02142

Phone: 617 225-4718

Robert Urban, Head, Boston Innovation Center



SCIENTIFIC EXPERTS

IMMUNOLOGY	ONCOLOGY	CV METABOLIC	NEUROSCIENCE	ID/VACCINES	
Michael Elliott	Pamela Carroll	Jim Tobin	Jeffrey S. Nye	Nicola La Monica	

New Ventures/Transactions

Michelle Browner
David Brush
Thomas Luby
Kuldeep Neote

J&J Development Corp.

V. Kadir Kadhiresan
Marian Nakada

Janssen Labs

Kara Bortone
Melinda Richter



Our Innovation Centers

CALIFORNIA

A regional hub for collaborations throughout Western North America

99 El Camino Real, Menlo Park, CA 94025

Phone: 650-847-4403

Diego Miralles, Head, California Innovation Center



SCIENTIFIC EXPERTS

	IMMUNOLOGY	ONCOLOGY	CV METABOLIC	NEUROSCIENCE	
	Jackie Papkoff	Arturo Molina	Thomas "Gus" Gustafson	Guy Seabrook	

New Ventures/Transactions

Sarah Bodary
 Michael Flaschen
 Beth Hill
 Thorsten Melcher
 Mary Wheeler

J&J Development Corp.

Jeff Calcagno
 Mike Chuisano (NJ)
 Renee Ryan
 Brad Vale
 Asish Xavier

Janssen Labs

Kara Bortone
 Melinda Richter

Our Innovation Centers

LONDON

A regional hub for collaborations throughout Europe and Israel

J&J Innovation 1 Chapel Place, London W1G 0BG

Phone: +44 (0) 207 573 4500

Patrick Verheyen, Head, London Innovation Center



SCIENTIFIC EXPERTS

IMMUNOLOGY	ONCOLOGY	CV METABOLIC	NEUROSCIENCE	ID	VACCINES	CONSUMER
Ian Anderson	Michael Meyers	Karin Conde-Knape	Declan Jones	Kenny Simmen	Anthony Williamson	Elena Fernandez-Kleinlein

New Ventures/Transactions and Alliance Management

- Roger Bone
- Joni Catalano-Sherman
- Anne Connolly
- Anthony Gemmell
- Daniel Janse
- Johan Verbeeck

J&J Development Corp.

- Jeanne Bolger
- Zeev Zehavi

Incubation

- Kurt Hertogs

Our Innovation Centers

SHANGHAI

A regional hub for collaborations throughout Asia and beyond



COMING IN 2014

“We believe that the best way to advance innovative solutions is through collaboration and exchange of ideas.”

– Paul Stoffels

*Chief Scientific Officer and Worldwide Chairman, Pharmaceuticals
Johnson & Johnson*

“Science and technology are creating unprecedented opportunities to transform healthcare. By meeting the needs of early stage entrepreneurs and scientists, the Innovation Centers help to bring new ideas to life.”

– Hussein Manji

Global Therapeutic Head, Neuroscience

Connect with us:

We want to connect with you.

Email us: jjinnovation@its.jnj.com

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

Or visit our website for more information: www.jjinnovation.com



Driving Innovation through Life Science Venture Investing

As the oldest corporate venture fund in the life science industry, Johnson & Johnson Development Corporation (JJDC) has been making strategic investments in life science innovations for over 40 years. 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.

Realizing the Full Potential of Each Idea

JJDC invests in companies with technologies that we believe have the potential to make a significant impact on patient health. With a focus on a diverse range of opportunities in pharmaceutical, biotech, medical device, diagnostic 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. At JJDC we believe strongly in value-add investing and play an active role in the companies in which we invest.

We provide not only strategic direction, but also access to internal experts across the Johnson & Johnson Family of Companies who can provide counsel across a broad spectrum of areas, including technical, scientific, manufacturing, clinical and regulatory. This approach allows the companies in which we invest to leverage Johnson & Johnson's broad and deep R&D and therapeutic area experience in order to maximize value creation.

How We Define Success

We define success as driving innovation to bring truly differentiated healthcare products to the people who need them. JJDC invests in companies that provide the best opportunities to create new opportunities for Johnson & Johnson across all of its businesses. For us, there are several potential outcomes that define success including acquisition by Johnson & Johnson or another type of strategic relationship. Throughout our 40 year history, JJDC has made investments in many companies that have ultimately become part of our core businesses. Since 2001, Johnson & Johnson's operating units have signed licensing, distribution or other collaboration agreements with over 25 JJDC portfolio companies.

continued on back



Since 2001, Johnson & Johnson's operating units have signed licensing, distribution or other collaboration agreements with over 25 JJDC portfolio companies.

Johnson & Johnson

DEVELOPMENT CORPORATION

We Are Where the Innovators Are

We know that the next big medical breakthrough can happen anywhere, which is why JJDC has a global team. Through our investor team around the world, we are collaborating with people like you in the development of new healthcare solutions with the potential to significantly impact patient health. Our teams can be found at Johnson & Johnson Innovation's four regional centers located in the life science

hot spots of California, Boston, London and Shanghai, as well as our offices in New Jersey and Tel Aviv. Our Innovation Center teams comprised of science and business experts function as a catalyst for innovation between the inventor and Johnson & Johnson Innovation and each center has integrated capabilities to scout, evaluate, fund and onboard new science.

Johnson & Johnson Development Corporation Contacts

Menlo Park, CA

Brad Vale

bvale@its.jnj.com

Jeff Calcagno

jcalcagn@its.jnj.com

Renee Ryan

rryan@its.jnj.com

Asish Xavier

axavier2@its.jnj.com

New Brunswick, NJ

Mike Chuisano

mchuisa1@its.jnj.com

Boston, MA

Kadir Kadhiresan

vkadhire@its.jnj.com

Marian Nakada

mnakada@its.jnj.com

London, UK

Jeanne Bolger

jbolger@its.jnj.com

London, UK & Tel Aviv, Israel

Zeev Zehavi

zzehavi@its.jnj.com

Shanghai, China

Bo Liu

bliu40@its.jnj.com

Johnson & Johnson

DEVELOPMENT CORPORATION

Partnering With Janssen Pharmaceuticals

Caring for the health and well-being of people throughout the world is an extraordinary business.

Johnson & Johnson is the world's most comprehensive health care company, bringing together consumer health products, medical devices and diagnostics, and pharmaceuticals to improve the lives of people around the world. With a strong vision, a culture of caring, and the resources to invest in the future, we are committed to taking health and well-being to a new level.

At Johnson & Johnson, the decentralized way we operate our businesses combines the best qualities of smaller companies – an entrepreneurial drive for growth and proximity to customers – with the resources, know-how and investment capital of a well-respected Fortune 500 company. This strategic approach gives us a strong sense of ownership and an agility and accountability seldom seen in large multinational corporations.

This agility is also true at Janssen, which is the global identity for the pharmaceutical companies of Johnson & Johnson. Uniting our many pharmaceutical operating companies under a global brand signifies that we are one team working together for patients worldwide, while our therapeutic area model allows us the flexibility to take prudent risks on innovative ideas and invest in completely new ways of doing things. This model has opened many doors to prospective business partners with new product ideas and new technologies.

The Janssen Pharmaceutical Companies of Johnson & Johnson have a long tradition of successful partnerships. They are an essential and integral part of our research and business strategy. Each partnership is built on a shared vision with well-defined and agreed upon goals and objectives, focusing on the success of the product or the technology.

The partnership interest for our Janssen businesses are in small molecules as well as in large proteins, peptides, monoclonal antibodies and vaccines. Our technical and medical professionals in our Business Development Groups serve as experts and initial points of contact for technology, drug discovery, drug delivery, preclinical and clinical leads.

Our licensing process is clear, flexible and transparent. We value open communication, sound implementation, and a solid relationship with our partners built on trust, recognition and mutual respect.

To learn more about partnership opportunities with Janssen, see the back page for a list of individual contacts representing the various therapeutic areas in the pharmaceuticals group, along with other points of contact within Johnson & Johnson.



...bringing together consumer health products, medical devices and diagnostics, and pharmaceuticals to improve the lives of people around the world.

Janssen Pharmaceuticals Contacts

Immunology

Simon Blake, Ph.D.
sblake5@its.jnj.com

Infectious Diseases/Vaccines

Vanitha Sekar, Ph.D.
vsekar@its.jnj.com

Cardiovascular/Metabolic

Scott Lundeen, Ph.D.
slundeen@its.jnj.com

Neuroscience

Ginger Smith-Swintosky, Ph.D.
vswintos@its.jnj.com

Oncology

Linda Mulcahy, Ph.D.
lmulcahy@its.jnj.com

Alliance Management

Robert Wills, Ph.D.
rwills@its.jnj.com

If projects fall outside of the listed therapeutic areas, a prospective partner may contact:

Robert Wills, Ph.D.
rwills@its.jnj.com

Other Points of Entry

Johnson & Johnson Group of Consumer Companies

Robert O'Neil
roneil@its.jnj.com

Johnson & Johnson Medical Devices and Diagnostics

Orthopaedics

Aileen Stockburger
astockbu@its.jnj.com

Surgery

Susan Morano
smorano1@its.jnj.com

Providing a big company platform for emerging life science companies

Janssen Labs supports emerging companies through the tenuous time between early discovery and having the necessary resources to move a product through the pipeline. Our capital-efficient and flexible platform provides early stage companies with many of the advantages of being at a big company while preserving an entrepreneur's equity and freedom to drive their technology forward. Janssen Labs' professional operational management and programming resources free up time for entrepreneurs to build value for their discoveries instead of being sidetracked by getting their business up and running.

Our 40,000 square foot flagship facility opened in early 2012 in San Diego at Janssen's West Coast Research Center. Through recent expansion, Janssen Labs has established satellite locations Janssen Labs @QB3 with San Francisco-based California Institute for Quantitative Biosciences and Janssen Labs @Lab Central with Boston-based LabCentral. Janssen Labs now hosts

more than 50 companies in the United States.

Janssen Labs provides a variety of offerings between the flagship and satellite facilities including singular bench tops, modular wet lab units and office space on a short-term basis, allowing companies to pay only for the space they need, with an option to quickly expand when they have the resources to do so. Companies residing at Janssen Labs also have access to core research facilities hosting specialized capital equipment, as well as shared administrative areas. Additionally, Janssen Labs produces a year-round curriculum designed to assist innovators along the product development continuum.

Janssen Labs is a "no strings attached" arrangement. There is no first look, no first right of refusal and no equity assigned to Johnson & Johnson or Janssen. This allows resident companies to maintain complete entrepreneurial freedom as they drive their innovations forward.



...supports emerging companies through the tenuous time between early discovery and having the necessary resources to move a product through the pipeline.

Janssen Labs Contacts

San Diego

[Kara Bortone, Ph.D.](#)

kbortone@its.jnj.com

[Chelsea Hewitt](#)

Chewitt4@its.jnj.com

[Alan Kolder](#)

akoder@its.jnj.com

[Madelaine Holden](#)

mholden3@lts.jnj.com

[Jamie Thorpe](#)

jthorpe1@lts.jnj.com

[Christina Lonergan](#)

clonerga@lts.jnj.com

Bay Area

[Melinda Richter](#)

Mricht23@its.jnj.com

[Minh Miran](#)

MMiran4@its.jnj.com

[James Viola](#)

jviola1@lts.jnj.com

Europe

[Aurelie Gaudin](#)

agaudin@lts.jnj.com

*For all company inquiries,
please contact:*

[Kara Bortone, Ph.D.](#)

kbortone@its.jnj.com

Janssen Labs

Janssen Research & Development, LLC