

# JLABS: Building an innovative ecosystem

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Head JLABS @ Shanghai





# More Than 130 Years: Creating Value Through Innovation

3

business segments

Over

250

operating companies

Selling products  
in more than

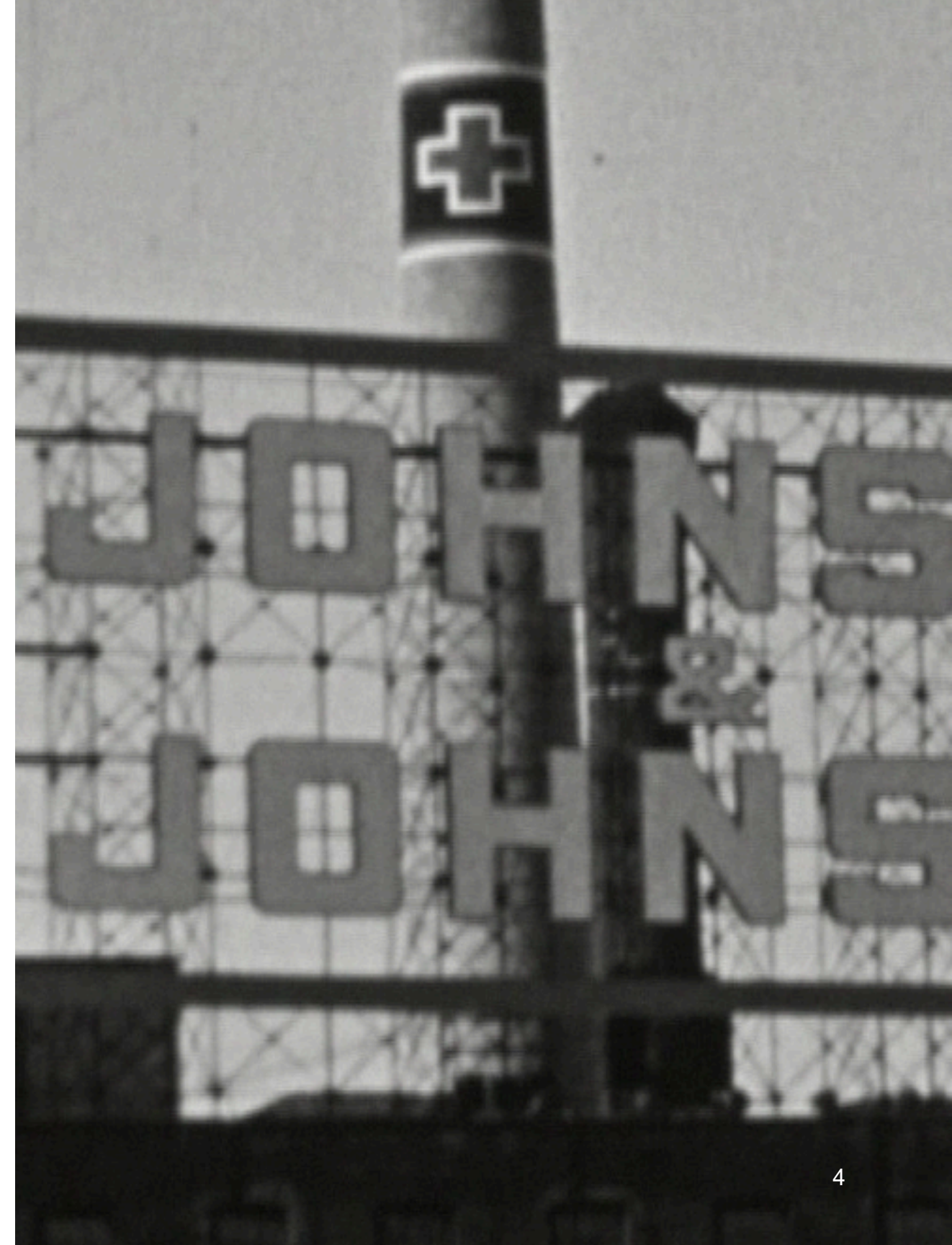
175

countries

Over

130,000

employees worldwide





# Over 250 Operating Companies



## Consumer Products



## Medical Devices

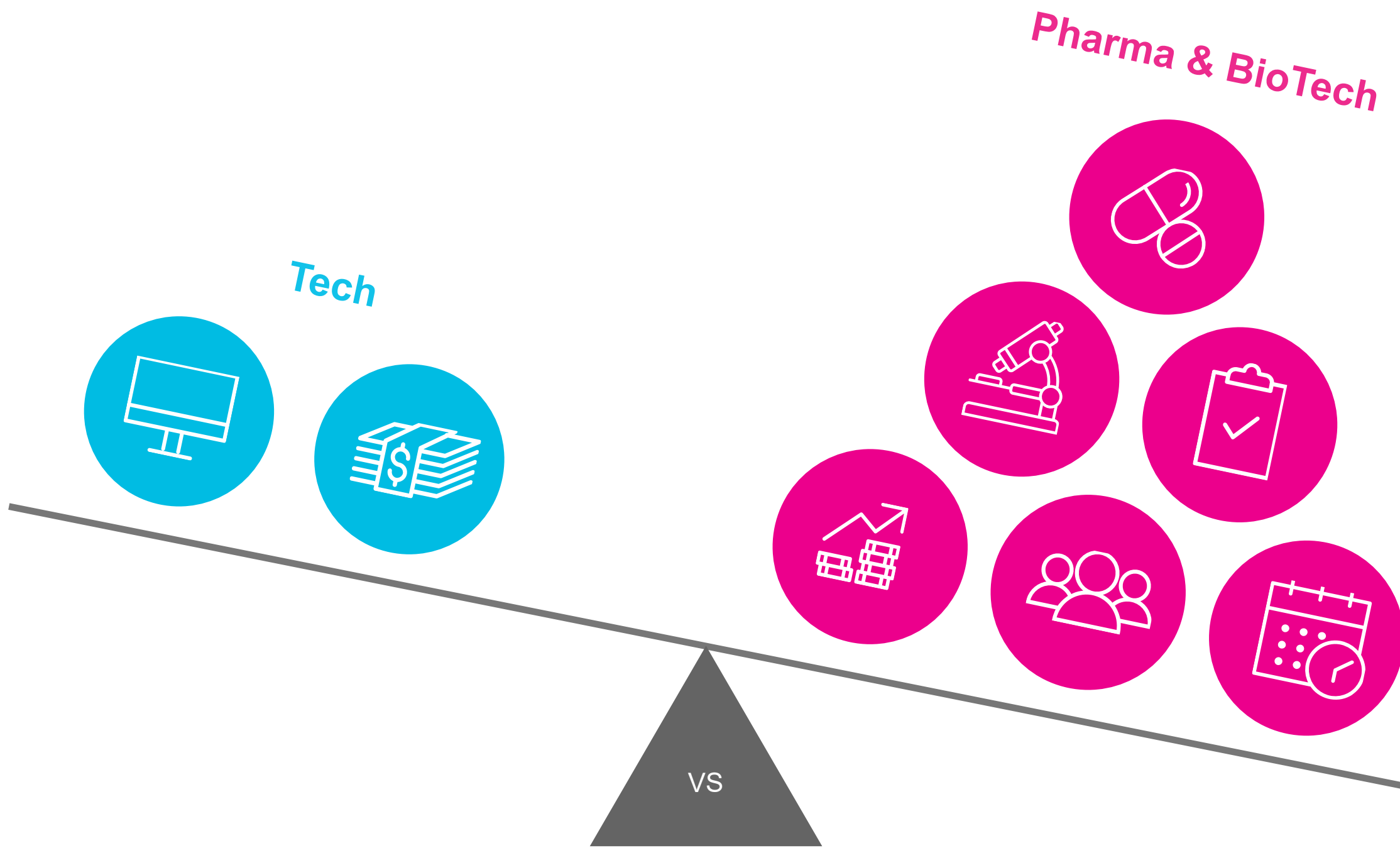


## Pharmaceuticals



Entrepreneurs are  
**breaking barriers**  
everyday

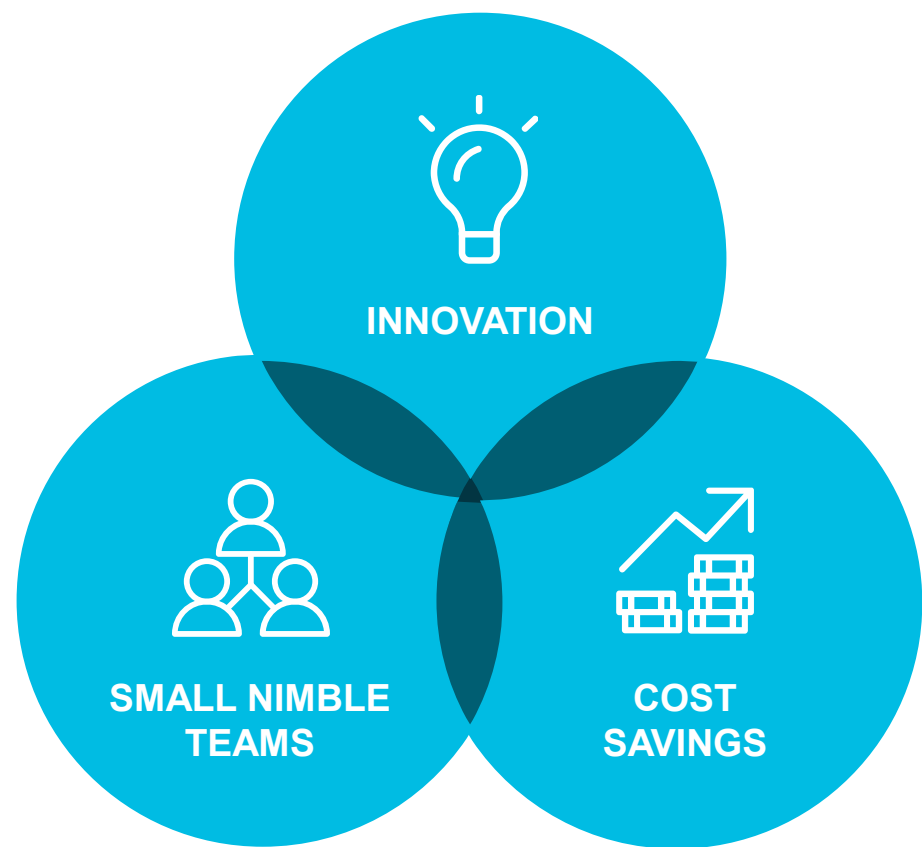






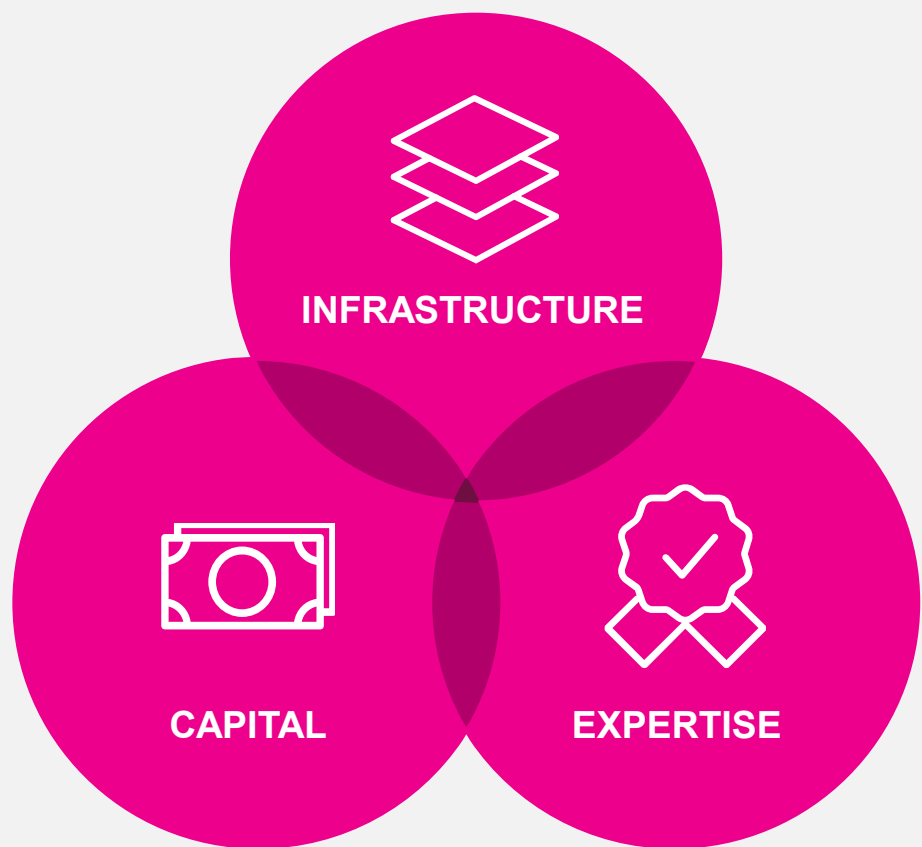
# We Need Each Other...

## Industry Needs



VS

## Entrepreneurs Need





# Global External Innovation Ecosystem



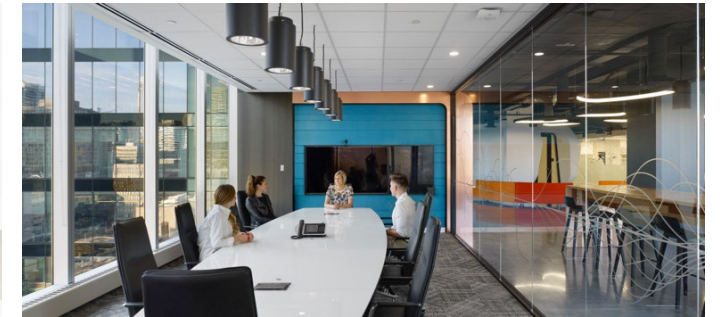
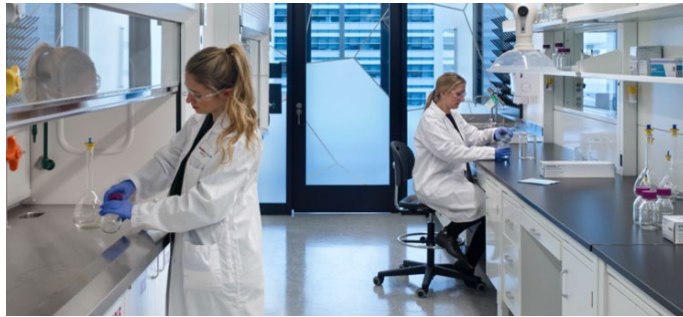


“

**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

# Comprehensive Global Solution to Support Innovation



## JLABS

### Life Science Incubators

- 13 sites across the globe
- 580+ Portfolio Companies
- >22% portfolio in discussions
- 135+ collaborations w/ J&J
- Engagement w/all sectors
  - Consumer health tech, medical devices and pharmaceutical

## INNOVATION CENTERS

### Full Deal Teams

- 4 Innovation Centers 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

### J&J's Internal Venture Fund

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

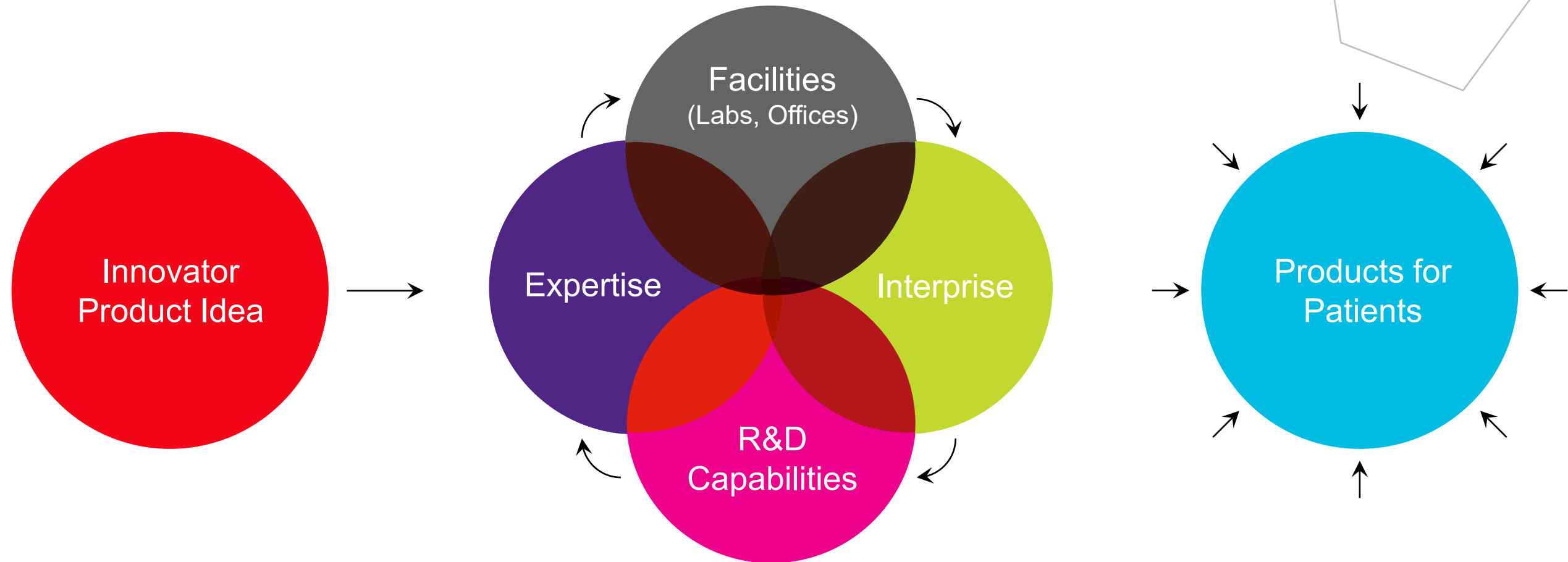
## JANSSEN BUSINESS DEVELOPMENT

### Late Stage Deals

- Works w/ established biotech and pharma companies at all stages of development
- Supports mid- and late-stage deals from any source
- Licensing and M&A Expertise
- Alliance Management
- 44+ years of leading licensing and M&A deals driving R&D portfolio



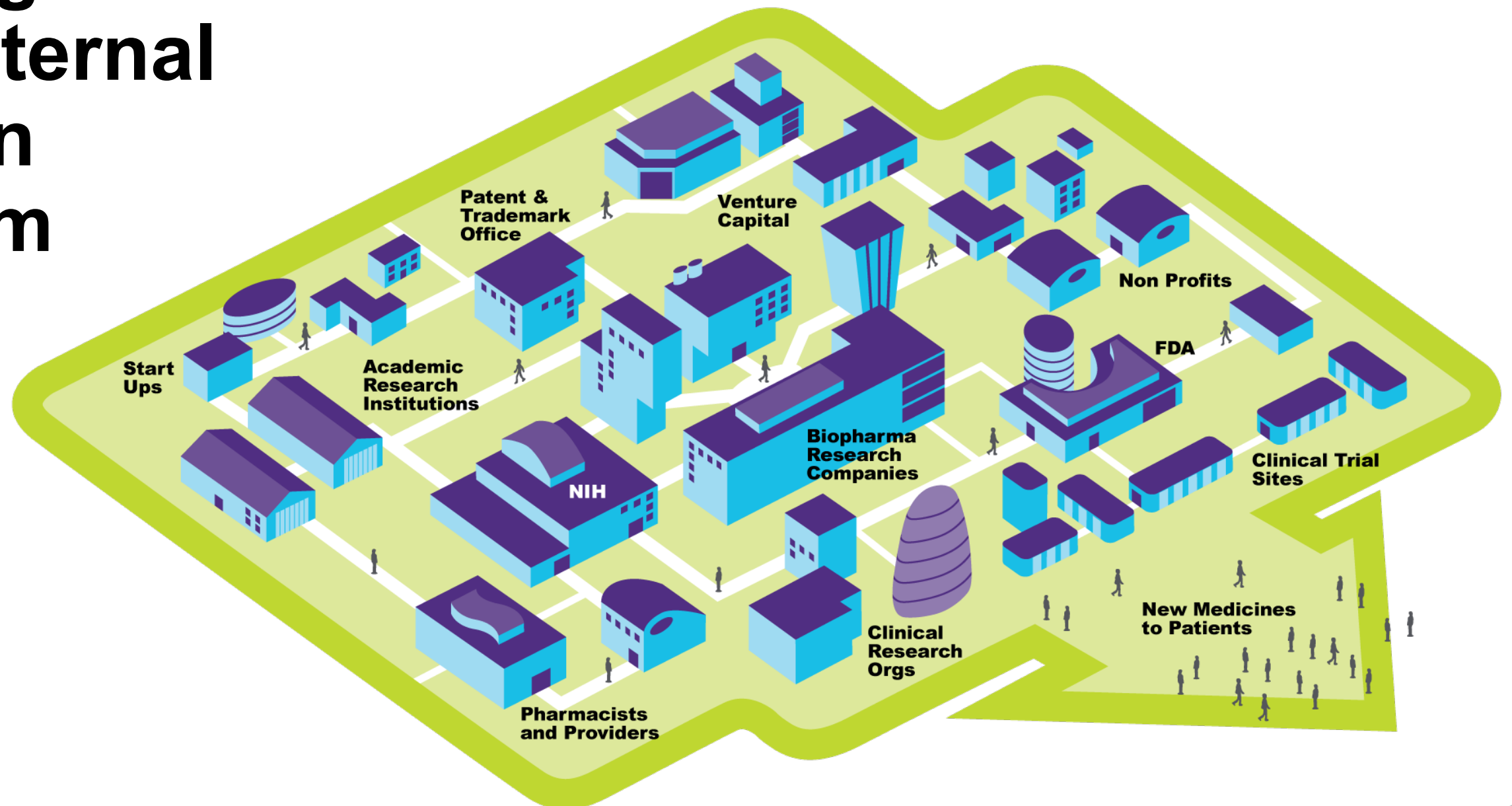
# We Form Value Generating Collaborations



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



# Navigating the Global External Innovation Ecosystem



# Pharmaceuticals



## Immunology

- Rheumatoid Arthritis
- Inflammatory Bowel Disease
- Psoriasis



## Infectious Diseases & Vaccines

- Hepatitis
- Respiratory Infections



## Oncology

- Prostate Cancer
- Lung Cancer
- Hematologic Malignancies



## Neuroscience

- Mood Disorders
- Alzheimer's Disease



## Cardiovascular & Metabolism

- Diabetes
- Thrombosis



## Pulmonary Hypertension

- Pulmonary Arterial Hypertension

# Medical Devices



## Cardiovascular

- Atrial Fibrillation
- Structural heart conditions



## Obesity

- More durable interventions
- Prevent or reduce morbidities



## Osteoporosis

- Minimize osteoporosis fracture rate
- Improve healing



## Surgical Oncology

- Improved treatment options
- Minimally invasive procedures



## Osteoarthritis

- Early interventions
- Better surgical outcomes



## Other

- Vision Care
- Diabetes
- 3D Printing
- Digital Surgery

# Consumer Health



## Baby Care

- Healthy Sleep Habits
- Massage and Sensory Enrichment
- Safe Bug Care Products
- Environmental Skin Protection



## Oral Care

- Enamel Repair
- Microbial Control for Prevention of Oral Conditions
- Functional Barriers for Tooth Protection
- Whitening Technologies
- Oral Health Diagnostics



## Feminine Care

- Novel Solutions for Feminine Hygiene



## Beauty

- Healthy Skin
- Therapeutic Hair Care



## OTC

- Pain
- Digestive Health
- Allergy
- Smoking Cessation



## Compromised Skin

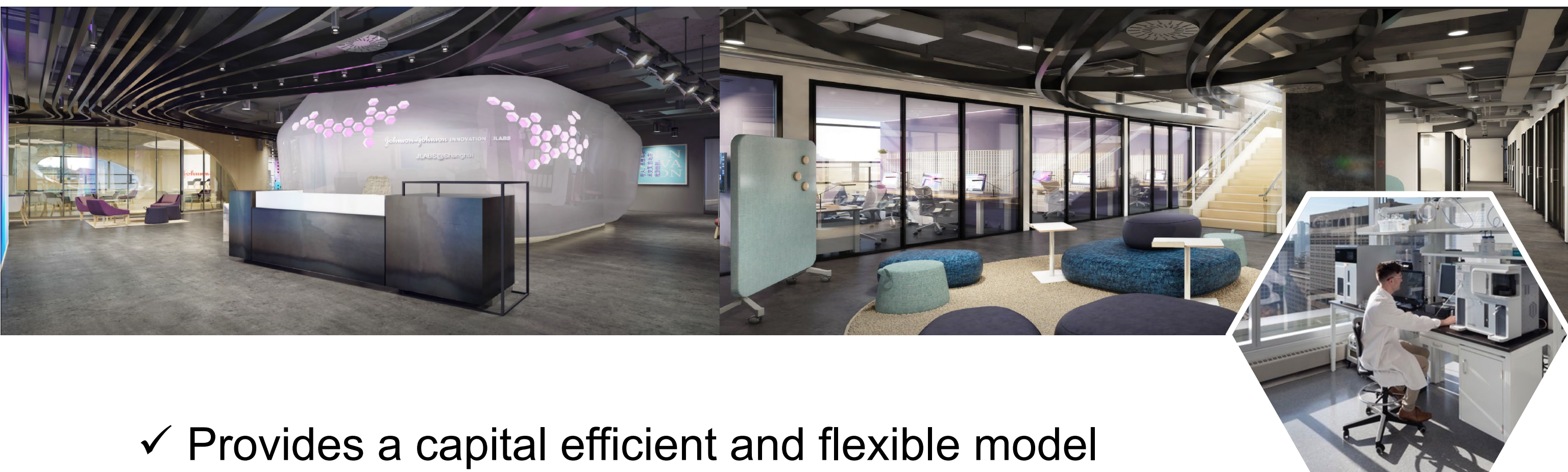
- Bug Bites, Burns, Cracked Skin
- Infection Reduction, Protection
- Accelerate & Monitoring Healing





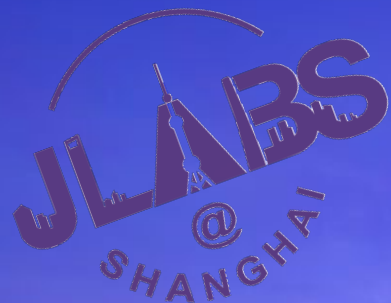
# Catalyzing Innovation to Deliver Transformational Solutions to People Globally

# JLABS – a “no-strings attached” incubator



- ✓ Provides a capital efficient and flexible model
- ✓ Co-working space that have offices as well as labs





Johnson & Johnson INNOVATION | JLABS  
JLABS @ Shanghai



**JLABS @ Shanghai**  
**Opened 27 June 2019**

**WET LABS  
& PRIVATE  
OFFICES**



**OPERATIONAL  
MANAGEMENT**

**EQUIPMENT &  
STORAGE**



# Investor Hub



## The Future – Powered by JJDC

With the commitment and backing of JJDC, Investor Hubs are launching across all JLABS locations. The power of JJDC is bringing along investors of all types and focuses – unlocking unlimited potential for JLABS portfolio companies. We started with one in Toronto and now have more than **125+ investor groups** across North America! JJDC will be a physical presence, fostering mentorship and investment for JLABS portfolio companies, bringing along an extensive network of syndicate investors.

JJDC is the strategic venture arm of Johnson & Johnson, they invest across all sectors and at all stages, from seed-level start-ups to Series B and beyond.



# JPALS



















Access to expertise, mentorship and connections to support your growth



## Powered by Johnson & Johnson experts

JLABS residents and alumni have access to a wealth of Johnson & Johnson internal expertise in pharmaceuticals, medical devices, consumer products and cross sector initiatives through the JPAL program. JPALS provide resident companies with a forum to explore potential areas of partnership within Johnson & Johnson, as well as mentorship, coaching and contacts to support their growth.

## 230+ JPALS at 40 Locations

 <div>Ibraheem Badejo</div> <div></div>	 <div>David Cataldo</div> <div></div>	 <div>Marian Nakada</div> <div></div>
 <div>Denise DeFranco</div> <div></div>	 <div>Edlynne Laryea</div> <div></div>	 <div>Nicholas Pachuda</div> <div></div>
 <div>Mauricio Futran</div> <div></div>	 <div>Jill Applebaum</div> <div></div>	 <div>Anuk Das</div> <div></div>

 [LEARN MORE ABOUT JPALS INNOVATION](#)

# Resource Hub

Big company benefits for small companies



## Powered by JLABS Partners

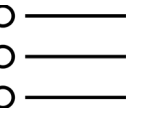
Support for small companies comes in many different forms. At Johnson & Johnson Innovation, JLABS we work with external partners to provide a strong community of resources for our residents. This network is strengthened by our internal procurement team who is leveraging the J&J network of external providers, to help deliver benefits that reduces costs, increases access and improves knowledge of the residents.

The Resource HUB serves as a key center to connect preferred providers to JLABS companies.



- Human Resources
- Lab Supplies
- Equipment
- IT Support
- Financial Services
- Web Services
- Compound Libraries
- Insurance
- Relocation Services
- And...

# Funding Opportunities



Access to expertise, mentorship and connections to support your growth



**180** Investor Events  
Facilitated by JLABS



**1,900** Investor Meetings  
Facilitated by JLABS





# Programs

Capacity building and connections for early stage companies



## JLABS Programs

Programs at JLABS provide an experience beyond the bench for scientists and entrepreneurs. Our programs allow JLABS residents, alumni, and the innovation ecosystem to make connections and gain valuable insights through workshops, networking events, access to J&J experts, and more. Programs include:

- Funding Series
- Science First
- Educational Workshops
- Health Tech @ JLABS Programming
- Meet with...
- Networking Events
- Community Engagement
- Lunch & Learns



# Webinars

Capacity building and connections for early stage companies



## JLABS Webinars

Our Webinar series will add to our already robust programs that seek to provide quality learning opportunities to bridge knowledge gaps, connect innovators with potential partners, empower resident companies to succeed, and ultimately accelerate breakthrough solutions to the significant healthcare challenges faced today.

- Educational Workshops
- Science First
- Operations Workshops
- Getting ready for investment
- Sector specific
- Johnson & Johnson specific sessions

## What to Expect



### Sign up

Signing up for our Webinars is as easy as registering for any JLABS event and is available as an alternative to in-person attendance on Eventbrite.



### Stream

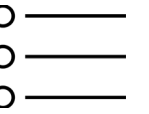
Lower costs to stream vs. in-person attendance.



### Record

If the time of the live event doesn't fit your schedule, by registering for the Webinar, you'll receive a recording of the event to view at your convenience.

# Health Tech @ JLABS



## Catalyzing Health Tech Companies:

- Convergence of the health care and technology industries is under way...Health Tech @ JLABS can help entrepreneurs navigate this new paradigm
- Provide unique insights on consumer, payer and provider pain points that health tech entrepreneurs may encounter
- Mentorship, tailored programs, healthcare partner and aligned industry meetings, health tech experiences and leadership development for health tech companies in the following categories.



**Mobile Wellness Management**



**Engagement with the Patient Consume**



**Disease Interception and Prevention**



**Smart Devices for Therapy Delivery**



**Healthy Aging**

## Health Tech @ JLABS Companies



# Small Companies Get Big Company Benefits

## Activating Collaborative Local Ecosystems

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

## Assets & Experts

providing big company support

## Funding Series

connecting capital with innovators to increase the volume and velocity of deal flow

## Cross-Sector Focus

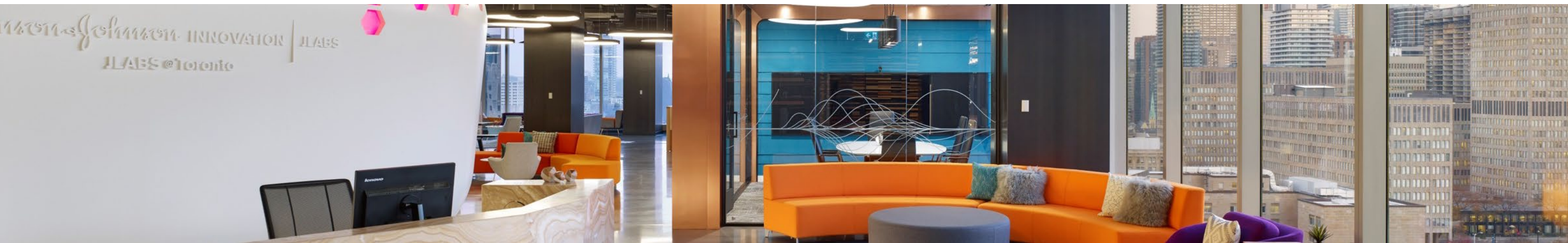
building an environment for solutions not just products

## 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

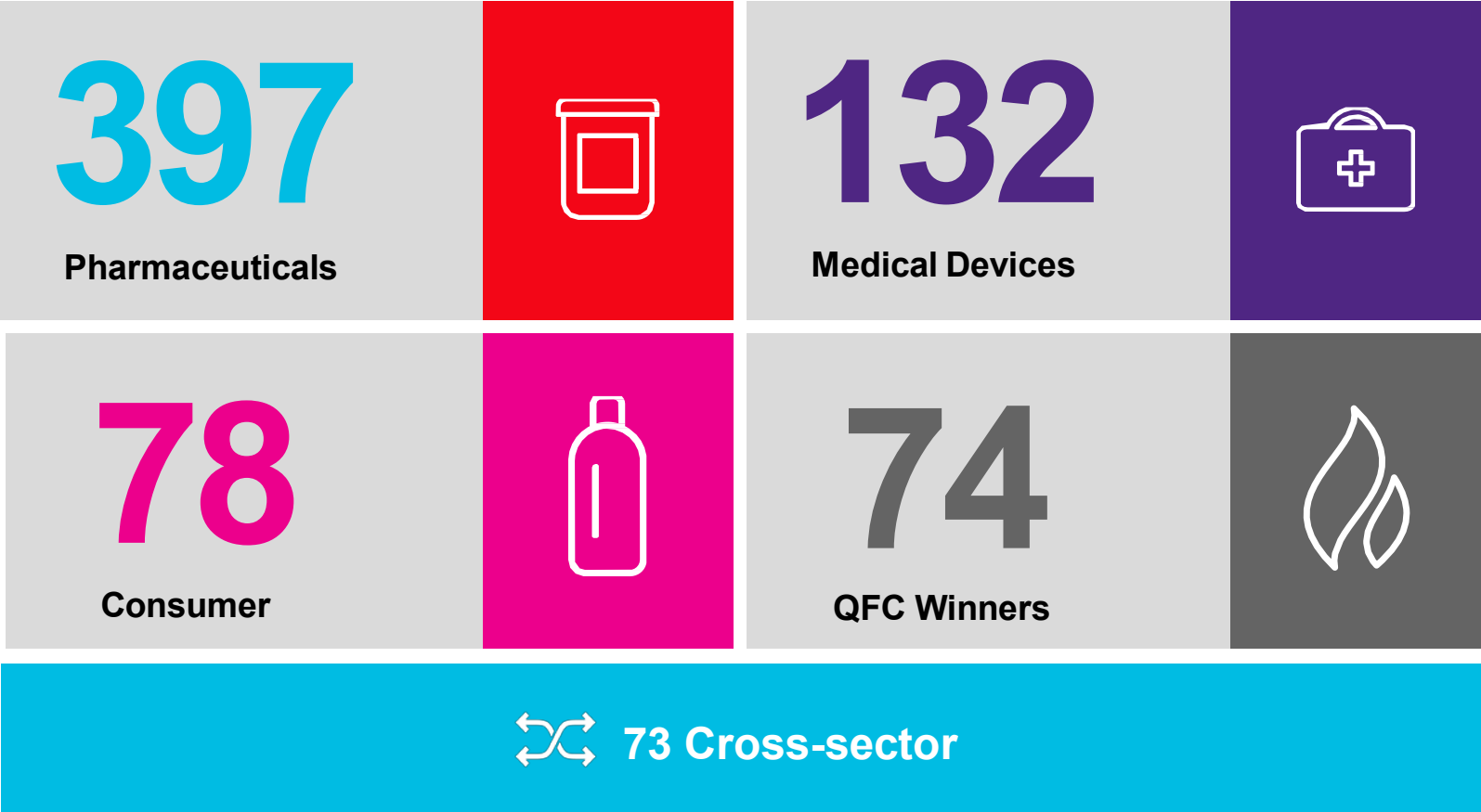




# Global Portfolio

607

Total Portfolio Companies



# JLABS NAVIGATOR

## The entire JLABS portfolio at your finger tips

- Customized solution for you to search & find the JLABS companies that are working in your areas of interest
- Have all of the information at your fingertips to be able to connect with them.

<https://jlabs.jnjinnovation.com/JLABSNavigator#/>

The screenshot displays the JLABS Navigator web application interface. At the top, there is a search bar and filter options for 'Current Resident' and 'Alumni'. Below this, a summary bar shows the total number of companies (591) and counts for various sectors: Pharmaceuticals (386), Medical Devices (129), Consumer (76), Cross-Sector (71), and New (25). The main section, 'Explore Companies', features three maps: 'US West & South', 'US Northeast & Canada', and 'Europe'. Each map shows the number of companies in different regions, color-coded by sector: Pharma (pink), Medical Devices (orange), and Consumer (green). Below the maps, there are sections for 'New Companies' and 'Lead Product Stage'. The 'New Companies' section lists Visgenx (dry AMD therapy), AsiaBiome (Microbiome, Live Bio-therapeutics), and Asyia Diagnostics (diagnostic). The 'Lead Product Stage' section shows a progress bar for Pharmaceuticals, with counts for Biomarkers (6), Discovery (Research, TI/TV) (131), and Lead (H2L-LO) (63). On the right, a detailed view for 'VisiPlate' is shown, including its website, location (Philadelphia), and a description of its product: 'Nanoscale drainage implant for open angle glaucoma'. It also lists key personnel: Rui Jing Jiang (Company Contact) and Nicholas Pachuda (Site Head).

**7** YEARS OF  
*innovation*

*When we say “No Strings Attached” we mean it. JLABS companies have done deals with...*

- ORBIMED
- BRISTOL-MYERS SQUIBB
- PFIZER
- SAM VENTURES
- SR ONE
- SOFINNOVA
- GOOGLE VENTURES
- CELGENE
- POLARIS VENTURES
- THIRD ROCK
- MERCK
- NOVARTIS
- AMGEN
- ABBVIE
- ATLAS VENTURES
- MRM
- ARCH VENTURES
- VERSANT VENTURES
- BAYER
- ILLUMINA
- DRAPER FISHER JURVESTON
- KLEINER PERKINS CAUFIELD & BYERS

**\$22.8B**

**Secured collectively, by  
JLABS companies**

*Through financing and  
strategic relationships*



**180**

*Investor events  
facilitated by JLABS*



**1,900**

*Investor meetings  
facilitated by JLABS*

*JLABS companies are  
moving and shaking with:*

**23** IPOs

**17** acquisitions

**133**

*JLABS Companies Executing  
deals with members of the  
JOHNSON & JOHNSON  
FAMILY OF COMPANIES*

*Of the alumni companies who responded to our survey*

**88%** ARE STILL IN BUSINESS  
OR HAVE BEEN ACQUIRED

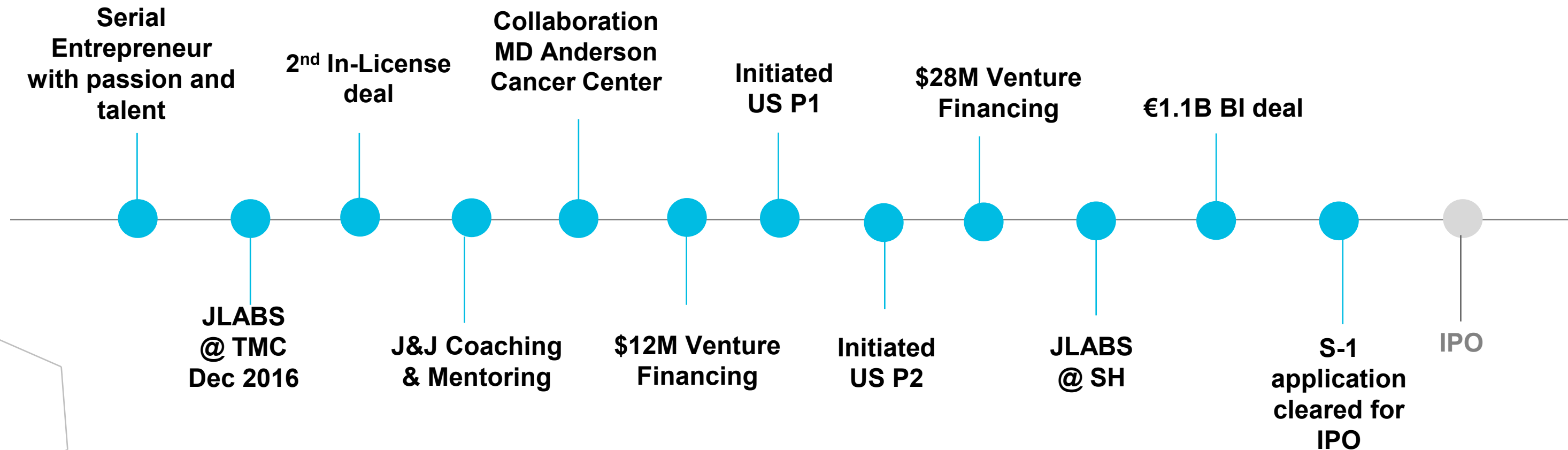
Here's how their teams have grown:





# Building a global biotech in Korea

Time | 4 years





**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**



# Thank You



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