

# Advancing New Healthcare Solutions through Collaboration

# Shaping health and well-being since **1886**

Pioneering world-changing, mind-opening solutions for more than a century, always putting people first



# Pioneering scientific innovation

Collaborating across healthcare to accelerate the most promising science

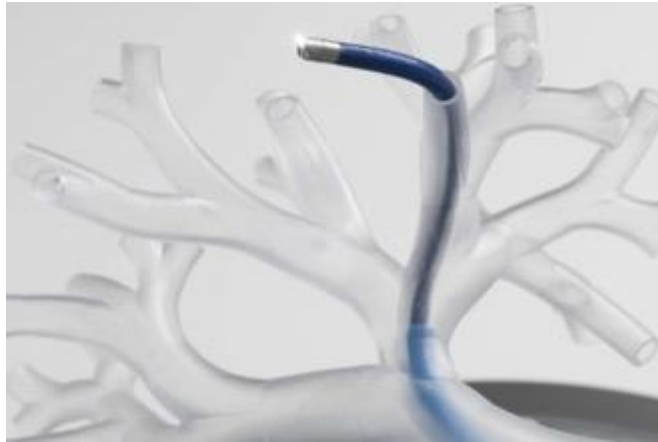


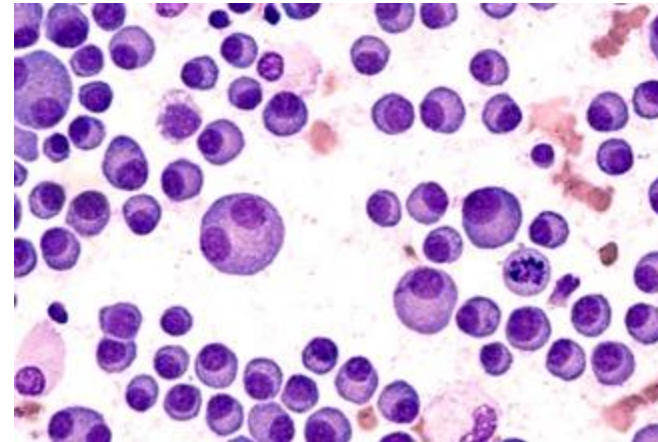
Image-guided, robotic-assisted bronchoscope to reach peripheral airway to enable improved diagnosis of early-stage cancer

First-of-its-kind robotic technology indicated to provide bronchoscopic visualization of and access to patient airways for diagnostic and therapeutic procedures



Customizable medical device to treat long-bone defects & traumatic injury

First-to-market implantable to be absorbed into the body and 3-D printed in just 10 days



Harnessing the power of a patient's immune system to treat cancer

Investigational CAR-T therapy for the treatment of patients with relapsed and/or refractory multiple myeloma and in earlier lines of treatment



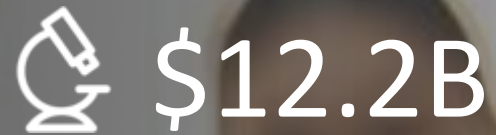
Cutting-edge eye lens technology that can change the future of vision care

Advances include multifocal contacts based on pupil size; intraocular lenses that adapt to our digital world; and implantable lens technology to help improve the way patients see after cataract surgery

# More than 130 years of creating value through innovation



Business Segments



Invested in R&D in 2020

Selling products in more than



countries



People use our products worldwide everyday

# Full year 2020 results



**\$14.1B**

## Worldwide Consumer Health Sales

Consumer Health worldwide reported sales increased 1.1% or 3.0% operationally<sup>1</sup>. Primary operational drivers:



**\$45.6B**

## Worldwide Pharmaceutical Sales

Pharmaceutical worldwide reported sales increased 8.0% or 8.2% operationally<sup>1</sup>. Primary operational drivers:



**\$23.0B**

## Worldwide Medical Device Sales

Medical Devices worldwide reported sales decreased (11.6)% or (11.4)% operationally<sup>1</sup>. Offsets decline:



For full financial data and non-GAAP reconciliation, please refer to Johnson & Johnson's earnings release issued on January 26, 2021, available at <http://www.investor.jnj.com/sales-earnings.cfm>.

<sup>1</sup> Non-GAAP measure; excludes the impact of translational currency.

Caution Concerning Forward-Looking Statements: This document contains "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995 regarding future operation and financial performance. You are cautioned not to rely on these forward-looking statements, which are based on current expectations of future events. For important information about the risks and uncertainties that could cause actual results to vary materially from the assumptions, expectations, and projections expressed in any forward-looking statements, review the "Note to Investors Concerning Forward-Looking Statements" included in the Johnson & Johnson earnings release issued on January 26, 2021, as well as the most recently filed Johnson & Johnson Reports on Forms 10-K and 10-Q. Johnson & Johnson does not undertake to update any forward-looking statement as a result of new information or future events or developments.



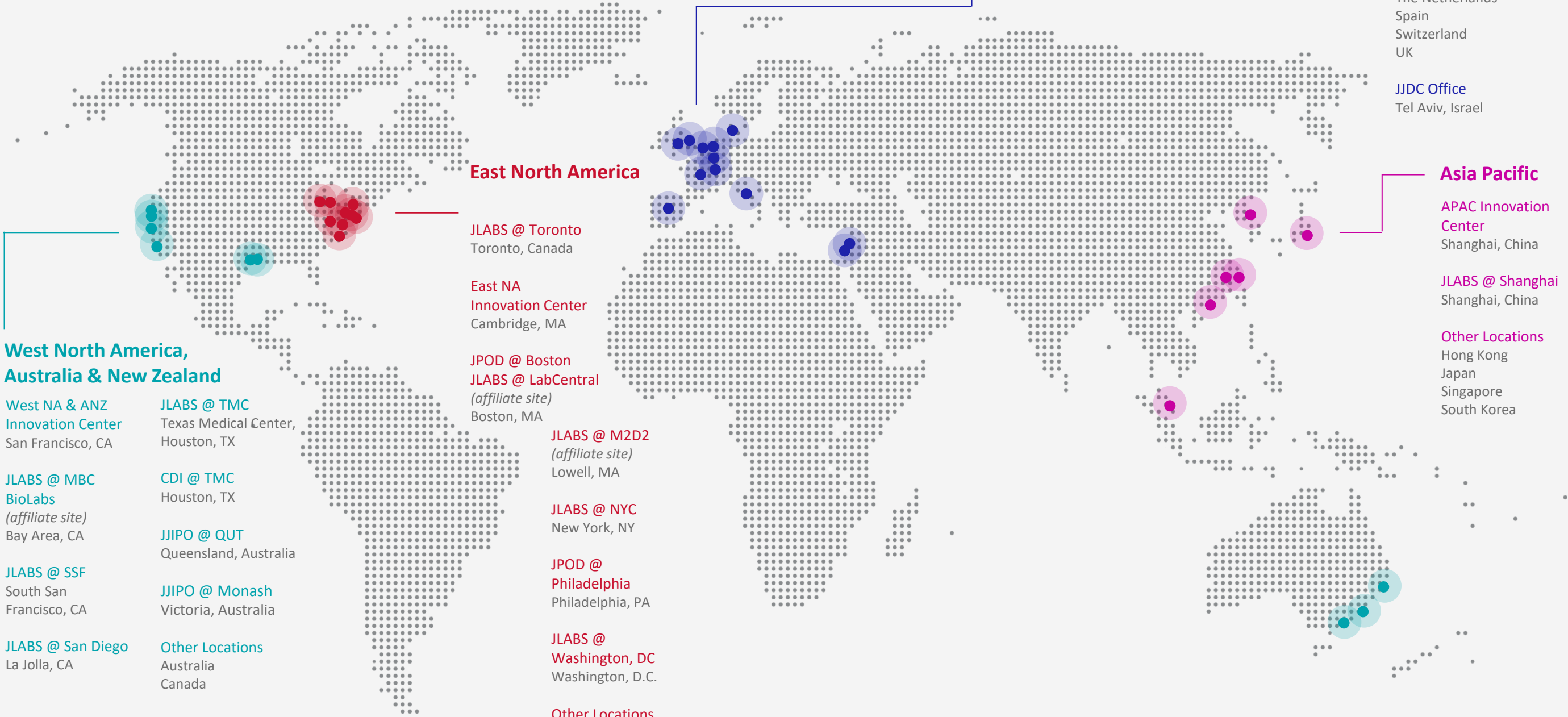
Innovator

We need each other.

Industry

# Johnson & Johnson Innovation – A Global Network

# Our global presence



## 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
- JLABS @ San Diego  
La Jolla, CA
- JJIPO @ Monash  
Victoria, Australia
- Other Locations  
Australia  
Canada

## 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

## 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



# Regional innovation teams

- 4 Innovation Centers in life science hotspots
- Broad networks across regions connecting innovation ecosystems to create flexible collaborations, deals and investments
- 600+ collaborations over the past 8 years
- >\$1B deployed since 2013
- Deep scientific and commercial expertise integrated within our regional teams

# Incubation & acceleration with JLABS

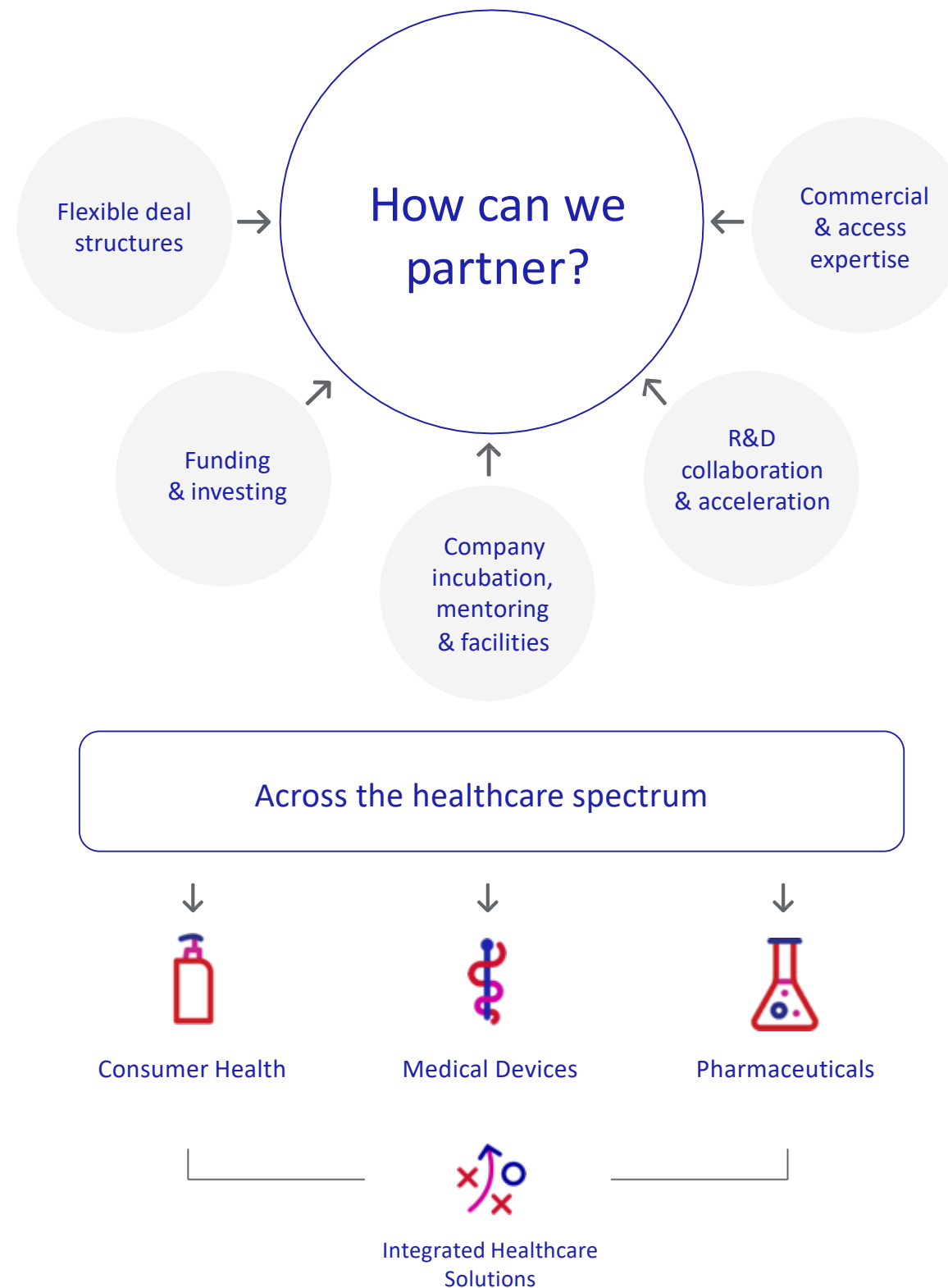
- 13 locations across the globe connecting residents into a vibrant innovation ecosystem, state-of-the-art lab amenities, offices and equipment
- 750+ portfolio companies with more than 200 having at least one collaboration with J&J
- 31% female-led companies, 30% minority-led companies

# Venture investment with JJDC

- 47+ years of strategic healthcare investing
- 45+ investments in 2020
- Co-creation of new companies
- \$500M+ capital deployed in 2020



# Key ingredients for a successful collaboration



# Priority Areas for Partnering



# Pharmaceuticals: Areas of interest



## Cardiovascular, Metabolism & Retina

- Cardiovascular & Thrombosis
- Retinal disease
- NASH
- Renal disease



## Immunology

- Gastroenterology
- Rheumatology & Maternal-fetal immunology
- Immuno-dermatology
- IL-23 pathway
- Autoantibody pathway



## Pulmonary Hypertension

- Pulmonary Hypertension Group 1 to 5
- Adjacent rare cardiopulmonary diseases (including progressive fibrotic interstitial lung disease, bronchiectasis, alpha-1 antitrypsin deficiency, others)



# Pharmaceuticals: Areas of interest



## Infectious Diseases & Vaccines

- Viral hepatitis & adjacent liver diseases
- Prevention & treatment of viral & bacterial respiratory infections & Acute Respiratory Distress Syndrome (ARDS)
- Novel vaccines, viral vectors & adjuvants & vaccine technologies



## Oncology

- Prostate cancer
- Hematologic malignancies
- Solid tumors (e.g., lung cancer, bladder cancer, colorectal cancer)
- Immuno-oncology



## Neuroscience

- Neurodegeneration, including Alzheimer's disease, Parkinson's disease & multiple sclerosis
- Neuropsychiatry, including depression, treatment resistant depression, bipolar disorder & schizophrenia
- Neuroimmune pathways



# Pharmaceuticals: Areas of interest



## Discovery, Product Development & Supply

- Small molecule & protein therapeutics
- mRNA & siRNA therapeutics
- Cell & gene therapeutics
- Data & analytics



## Data Science

- Drug Discovery: AI & Machine Learning (ML) to drive:
  - High-value biological insights & targets
  - Reduced cycle time & improved NME quality
- Drug Development: AI & ML to drive:
  - Improved clinical trial design, including early detection, better endpoints & patient stratification
  - Accelerated clinical trial operations
  - Enhanced Diversity & Inclusion
- Real-World Evidence (RWE) & external control arms to augment regulatory submissions & internal decisions
- Digital health & treatments, Software as a Medical Device & decentralized trials to enhance care





# Medical Devices: Areas of interest

## Technologies



3D Printing



Advanced Imaging &  
Visualization



Bio-materials



Contact Lenses



Digital Technology &  
AI/ML



Infection Prevention



Robotic Surgery &  
Digital Solutions



Tissue Ablation



Tissue Regeneration



# Medical Devices: Areas of interest

## Preparation, prevention, intervention and recovery



**Cardiovascular**



**Neurovascular**



**Obesity**



**Osteoarthritis**



**Osteoporosis**



**Surgical Oncology**



**Cataract & Refractive  
Surgery**



# Consumer Health: Areas of interest



## Self Care

- Allergy
- Diagnostics & personalization
- Digital therapeutics
- Naturals & microbiome
- Pain
- Smoking cessation
- Women's health



## Skin Health

- Acne/Clear skin
- Aging skin
- Resilient skin
- Protected skin
- At-home diagnostics & personalization
- Sustainability

# We aim to prevent, detect and intercept early-stage lung cancer

- Next-generation, image-guided, robotic bronchoscope
- Examination of entire bronchial tree
- Locate, biopsy, diagnose and treat

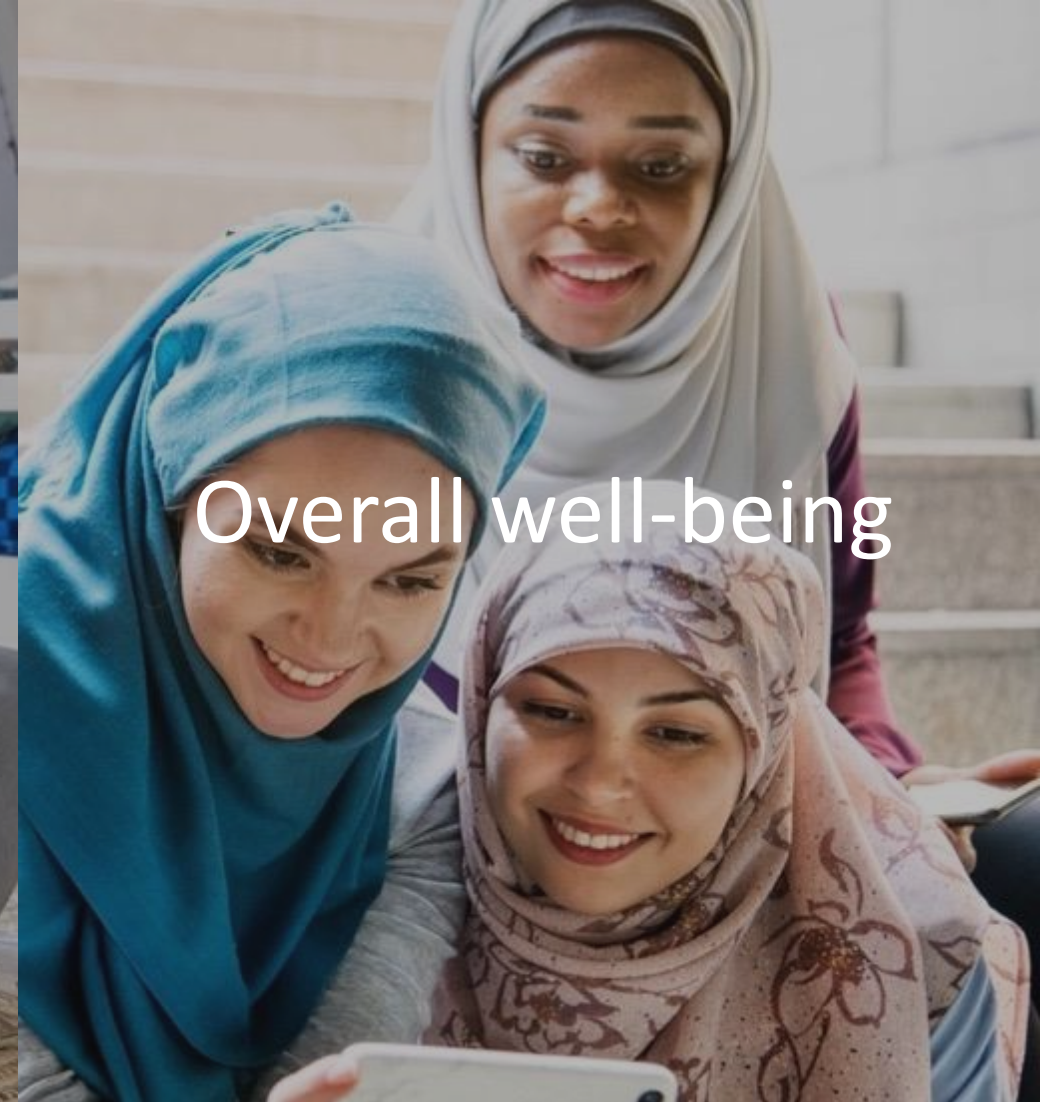




Years of life



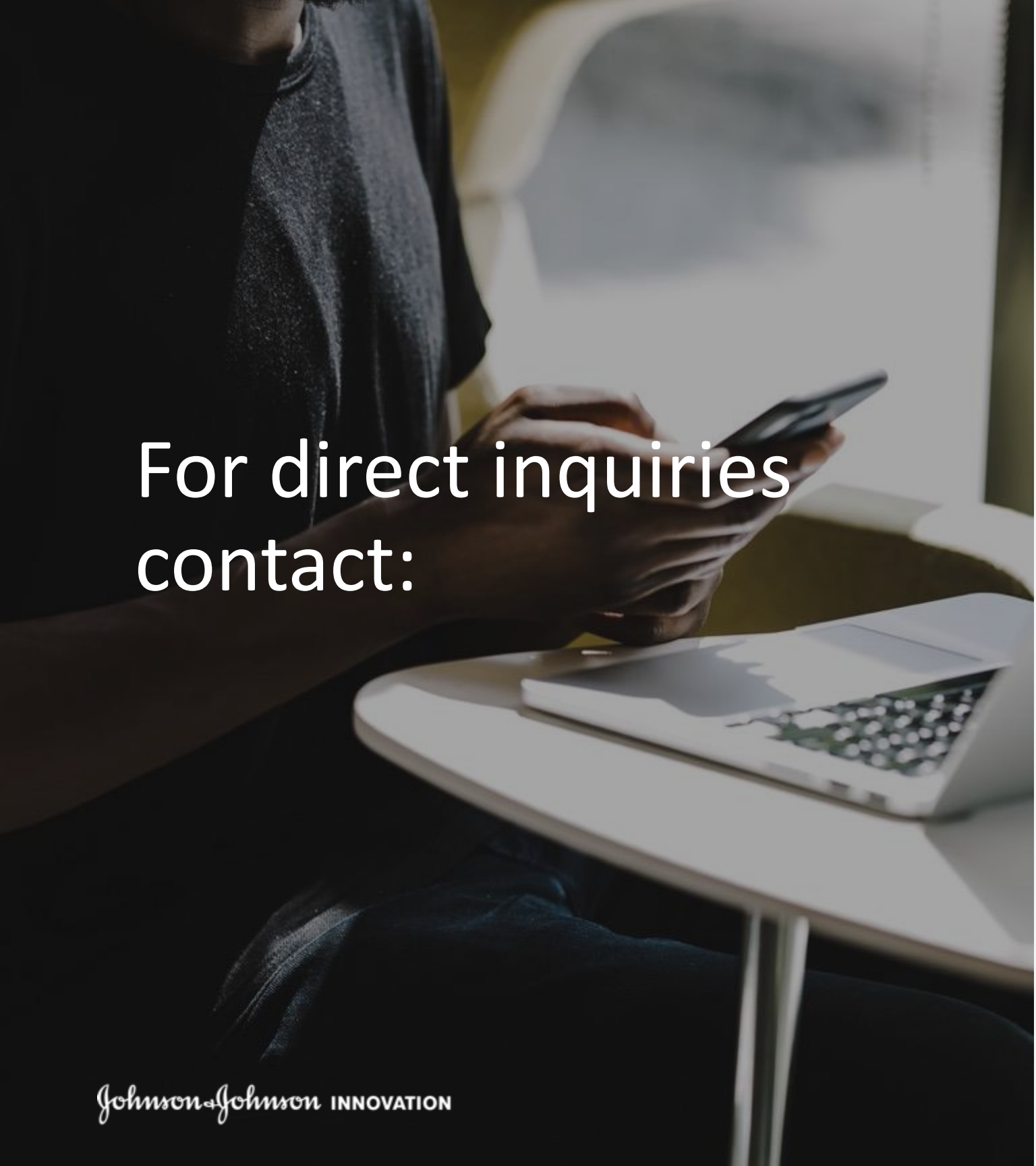
Quality of life



Overall well-being

## Our shared goal

Harnessing innovation for the health of everyone, everywhere

A person is sitting at a white desk, looking at a smartphone. A laptop is open on the desk in front of them. The background is slightly blurred, showing a white chair and a window.

For direct inquiries  
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