

Drug Discovery Ecosystem Summit

Presentation to the Office of the Prime Minister

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Johnson & Johnson

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Health

is

everything

Focused on delivering transformational therapies and medical technologies, we use our breadth and scale to change and save lives



>13K

Scientists and researchers globally

#3

Ranked pharma company for R&D investment in 2023¹

>460M

Patients globally treated with our products in 2022^{4,5}

\$15.1B

Invested in R&D in 2023^{2*}

20+

New novel therapies planned through 2030⁶

\$85.2B

2023 Total worldwide sales²

50+

New indications for existing therapies planned through 2030⁶

>130K

Dedicated employees worldwide³

External Innovation: Recognizing each collaboration is unique, we personalize support to our partners' needs at every stage



**Early-stage strategic
partnership & collaboration**



**Equity
investment**



**Incubation &
acceleration**



**Late-stage
partnerships**

Working together, we can strengthen the ecosystem and accelerate innovation for patients in Japan

The Council plays a critical role in convening stakeholders to address the challenges facing Japan



Continued investment in discovering, developing and providing access to tomorrow's medicines and cures



Ensuring the newly established Council will lead a **genuine, impactful discussion** with all relevant stakeholders to create a policy environment in Japan that rewards transformational innovation



Meaningful partnership with the government to set National Strategies with clear and measurable goals



Thank you



Appendix



We are building a world where
**complex diseases are prevented,
treated, and cured**

Where treatments are
**smarter and less
invasive. And solutions
are personal.**



We have a longstanding track record of proven success

Early-stage strategic partnership, collaboration & deal-making	Incubation & acceleration JLABS		Venture investing JJDC		Late-stage collaborations, partnering, & deal-making
~590+	11	1,000+	50+	68	40+
Collaborations ^(A)	JLABS sites worldwide	companies accepted since inception	year legacy	venture exits since 2014	years leading licensing/M&A deals across all development stages
\$1.2B+	>\$110B	58%	100+	\$3.5B+	\$43B+
in collaboration capital deployed as upfront payments since 2014 ^(A)	in secured and contingent funding	first-time entrepreneur-led	active portfolio companies	total capital deployed since 2014	invested \$43B+ in M&A and \$2B+ in upfront cash investment on major transactions ^(A) ^(C)
	34%	31%	41	50% / 50%	
	female-led	minority-led ^(B)	onboardings since 2014	of Global Portfolio is US / OUS	
	43	>8,000			
	Supporting 43 companies dedicated to anticipating potential health security threats through BLUE KNIGHT ^(A)	innovative ideas crowd-sourced across 90+ QuickFire Challenges, deploying >\$30M to 240+ awardees			

(A) Data from 2014-2023 for investments supported by Johnson & Johnson Innovation, Inc. Results have been recast to reflect the continuing operations of Johnson & Johnson.

(B) Individuals that self-identify as racially or ethnically diverse in the United States

(C) Includes J&J Innovative Medicine only

Johnson & Johnson's contribution to foster Drug Discovery and Development Ecosystem in Japan

Participation in acceleration and incubation program (20+)

Partner (examples)



Number of contracted projects (43)

Partner (Publicly available examples)



Project Albatross with University of Tokyo



Talent development

Deliver opportunities to both academia and pharmaceutical companies to bridge the gap



Establishment of a matching scheme

Match the seeds in academia and needs in the pharmaceutical companies respectively



Early-stage research

Maximize drug discovery opportunities in line with J&J's focus disease areas