

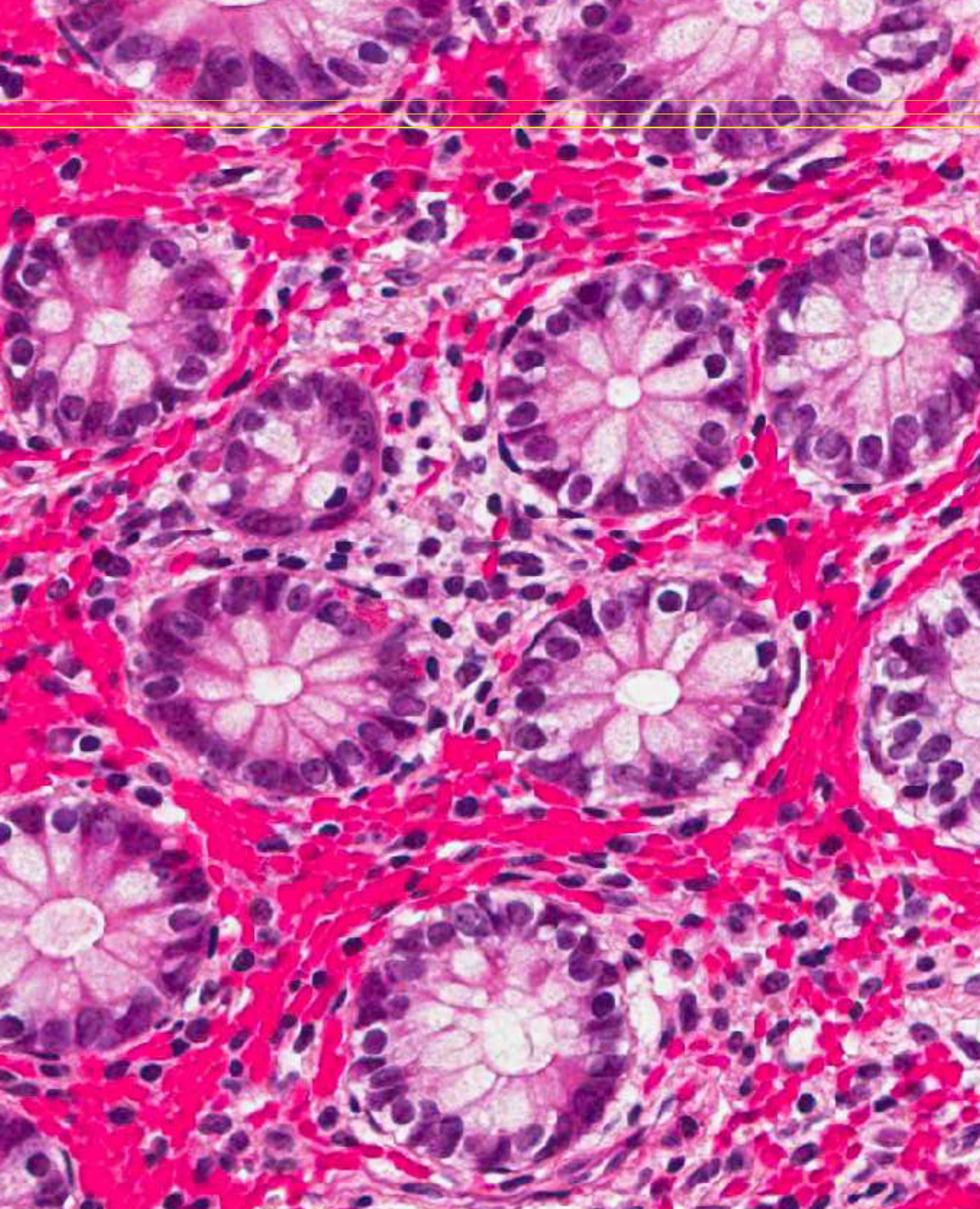


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REDEFINING TREATMENT BY Pioneering Pathway Science

janssen  Immunology

PHARMACEUTICAL COMPANIES OF 



It's a golden age for immunology.

A recent explosion in immunology insights has introduced incredible opportunity. New discoveries into immune system function are leading to profound learnings about drivers of disease. Insights indicate that common immune pathways are driving seemingly disparate diseases. Immune pathways science is clearly telling us to move beyond immunosuppression and toward mechanisms that restore immune balance or homeostasis.

Scientists and drug developers are acting on these insights: In 2018, there were nearly 85,000 immunology scientific publications, a fifty percent increase over 2008.¹ In addition, there are currently more than 2,000 immunology products in development across all stages.^{2,3}

Janssen scientists are contributing to these advances, pursuing a pathways-based approach to discovering and developing innovative medicines. Our vision is to restore health for the millions of people living with immune disease. Our approach to achieving this aspirational vision is systematic and evidence-driven. We start with deep insights into unmet medical needs. We then align distinct immune pathway insights against these unmet needs. Our goal is rebalancing the immune system to achieve long-term remission.

Advanced medicines for immune-mediated diseases have benefited millions of people worldwide, but the reality is that treatment for many millions more is still lacking. We believe our approach may address unmet need both through improving outcomes in diseases where there are advanced treatments available, and by unlocking entry to diseases like hidradenitis suppurativa, systemic lupus erythematosus and Sjogren's syndrome, where there are few or no advanced treatment options. Guided by the Johnson & Johnson Credo, we put patient needs as our first priority, operating with a relentless dissatisfaction with the status quo.

We intend to achieve our vision and lead in this important, high growth, and exciting Immunology Therapeutic Area by developing transformational therapies that help millions of people live free from disease. But we can't do it alone. That's why we're highly focused on finding and fostering the brightest minds, and partnering with innovators who can help us achieve more together than either of us could alone.

References:

- ¹ Pubmed search "Immunol" or "Immune" in 2018 vs 69,623 in 2013 and 55,055 publications in 2008.
- ² <http://gbiresearch.com/media-center/press-releases/immunology-attracting-high-level-of-investment-as-companies-look-to-build-on-success-of-marketed-products-says-gbi-research>. Licensing and co-development deals completed between 2006 and 2016 (GBI research report Jan 2017).
- ³ <http://gbiresearch.com/media-center/press-releases/immunology-attracting-high-level-of-investment-as-companies-look-to-build-on-success-of-marketed-products-says-gbi-research>. (GBI research report Jan 2017).

Whether you are currently a part of a biotechnology or pharmaceutical company or in academia, we hope this brochure helps you learn more about our team and approach.

We look forward to getting to know you and welcome your queries.

Sincerely,

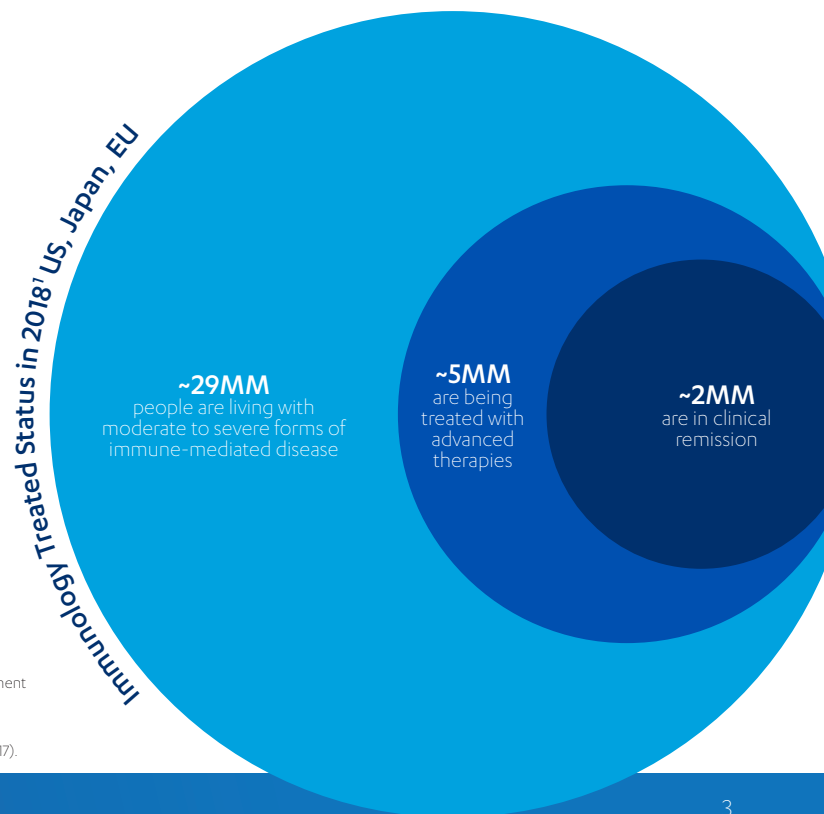
David Lee

Global Therapeutic Area Head, Immunology



Teri Lawver

Global Commercial Strategy Leader, Immunology



Our Organization

We're proud of the impact we've had on the treatment of immune-mediated disease. It's the output of a team whom we believe represents the best talent in the industry. Our Janssen Immunology team combines long-tenured experts, who led the work that built our current portfolio, with recent hires, who bring a fresh perspective built by establishing themselves as thought leaders in industry or academia before deciding to join us.

Our organizational structure encourages thoughtful and agile scientific advancement through internal capabilities as well as external partnerships. As a result, our Immunology portfolio and robust discovery, development and commercialization programs have propelled our Therapeutic Area to an unmatched leadership position poised for continued growth.

A key aspect of our organization is the tight integration between the Research & Development and global commercial strategy teams. Bringing together multifunctional expertise at all stages of drug development sets the stage for strong commercial success by effectively managing market, access, and regulatory realities. Our global commercial team sets the strategy that is executed at the regional and country level, and provides a backbone of support for marketing and market access teams in more than 150 countries.

- **AREAS OF FOCUS:** Our Disease Area Strongholds (DAS) and Pathway Area Strongholds (PASs) facilitate a strong focus at the intersection of high unmet need and actionable science across our portfolio. Our DASs are in Gastroenterology, Rheumatology and Immuno-Dermatology, and are complemented by our Interleukin (IL)-23 PAS and Autoantibody PAS.
- **COMPOUND DEVELOPMENT TEAMS:** These cross-functional teams comprise experts who are singularly focused on developing a specific compound from New Molecular Entity (NME) declaration through all stages of development, including lifecycle management activities.
- **DISCOVERY:** Discovery organizations are embedded in both the Immunology Therapeutic Area and the larger Janssen Research & Development organization, providing dual engines of innovation that bring together deep disease understanding and immunology expertise as well as complementary depth of expertise in drug development across modalities as we work to discover promising novel therapeutics, combination therapy opportunities and co-diagnostic solutions.
- **TRANSLATIONAL SCIENCE AND MEDICINE:** Our Translational Science and Medicine (TSM) organization is embedded end-to-end throughout the development lifecycle of our transformational medicines. From Discovery to first-in-human and proof-of-concept/relevance studies through scientific support of late development and marketed products, TSM applies leading-edge scientific insights gained through biomarker technologies, computational biology, disease and pathway expertise, and more. We ensure that these insights from the bedside are translated back to the bench.
- **DATA SCIENCES:** Understanding the importance of analytical insights, we've dedicated a group to generating and synthesizing diverse data to inform and drive disease understanding, clinical trial design and pipeline decision-making.

Our Portfolio and Pipeline

For over two decades, we have been a world leader in the development of transformational medicines, establishing one of the strongest portfolios and pipelines in the industry. Our portfolio includes 5 internally developed, marketed products, representing more than 30 indications, most of which are first-in-class.

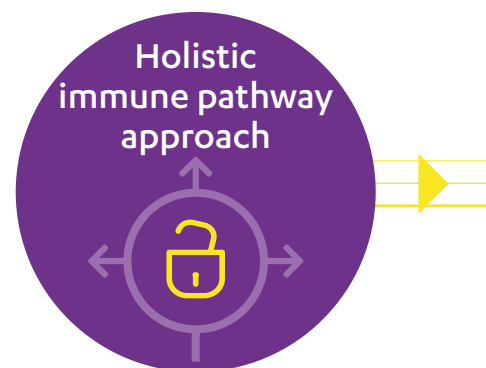
At any point, we have approximately 20 first-in-class Phase 2 or 3 programs underway.

We have 6 novel first-in-class compounds in clinical development, including novel modalities.

We developed:

- **THE FIRST FULLY HUMAN MONOCLONAL ANTIBODY THAT SELECTIVELY BLOCKS THE P19 SUBUNIT OF IL-23.**
- **THE FIRST FULLY HUMAN MONOCLONAL ANTIBODY TARGETING THE P40 SUBUNIT OF IL-12 IL-23.**
- **THE FIRST FULLY HUMAN MONOCLONAL ANTIBODY TARGETING TNF-A.**

We will not rest until we create more firsts that improve health for the patients suffering with immune diseases around the world.



Global Capabilities, Benefitting Patients Around the World

At the Janssen Pharmaceutical Companies of Johnson & Johnson, we're working to create a lifetime of vibrant health for all. We seek scientific breakthroughs wherever they occur, leveraging internal expertise and embracing external science to bring the best solutions to the people who need them.

As part of Johnson & Johnson, the world's largest healthcare company, we have access to cross-functional, global resources that can accelerate our work, while our decentralized structure maintains our dexterity, so we remain swift and flexible when the right opportunities arise.

Janssen employs more than a third of Johnson & Johnson's 130,000 employees, in more than 150 countries around the world. Janssen Research & Development comprises approximately 11,300 scientists and researchers globally. Our level of Research & Development investment ranks among the highest in the pharmaceutical industry.⁴

While Janssen employees are located around the world, our main Immunology Research & Development centers are in Spring House, Pennsylvania, and La Jolla, California.

Wherever we're located, we're focused on scientific breakthroughs for better patient outcomes. We share the belief that "patients are waiting" and there is no time to waste.

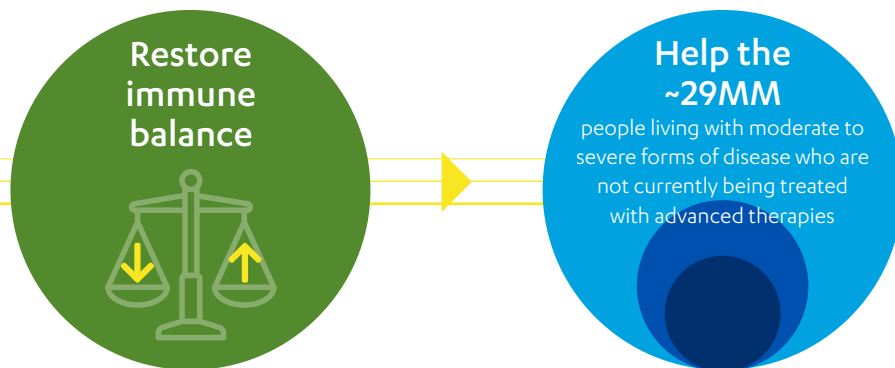
Designing a New Path

As we work to set new standards for how immune-mediated disease is treated, our strategy focuses on four innovation areas:

- **UNLOCKING NEW PATHWAYS, MECHANISMS, AND REGIMENS FOR PATIENTS WITH LIMITED OR INADEQUATE TREATMENT OPTIONS**
- **SAFER, NOVEL ORAL THERAPIES, INCLUDING BOTH SYSTEMIC AND TISSUE-SELECTIVE THERAPIES**
- **NOVEL MECHANISMS AND MODALITIES TO ACHIEVE SUPERIOR SUSTAINED RESPONSES AND REMISSIONS IN ESTABLISHED INDICATIONS**
- **DELIVERING SAFE AND EFFECTIVE COMBINATION THERAPIES WITH THE POTENTIAL TO MAKE A GREATER IMPACT**

We are also exploring the development of tools that will better allow us to measure disease activity in patients, including:

- **SENSORS (DIGITAL HEALTH, ACTIGRAPHY)**
- **NOVEL BIOMARKERS**
- **NEW ENDPOINTS**
- **NEW PATIENT-REPORTED OUTCOMES**



This is how we are aiming to usher in a new era for immunology, together: By aggressively pursuing scientific advancement and investing in new technologies and treatment modalities. By generating therapies that seek to restore the balance of the immune system. By addressing unmet need. By developing medicines that treat many diseases, outperform today's solutions and provide options for patients living with forms of immune-mediated disease for which insufficient or no treatments are currently available.

Reference:

⁴ PricewaterHouseCoopers. "2018 Global Innovation 1000 Study." <https://www.strategyand.pwc.com/innovation1000>

Pursuing the Best Science

Driven by a relentless dissatisfaction with the status quo, our mission is to redefine treatments for immune diseases by delivering transformational therapies and regimens to patients with immune-mediated disease. To get there, we need to push the boundaries of science and creativity – and we know we can't go it alone. The brightest minds and most innovative partners **must** be part of our efforts.

Prospective partners

Partnerships established today drive the solutions of tomorrow. Our business development team is eager to engage in diverse opportunities and explain our entry points and demonstrated success.

We have the scientific expertise and global operations to bring ideas in through multiple doors and to turn them into drug candidates and patient therapies for patients around the globe. Our partners experience openness toward flexible deals, access to senior management and cross-functional experts, and integration into our research and development and commercial processes.

In addition to the **business development team** within our Immunology Therapeutic Area, there are immunology experts at each of the **Johnson & Johnson Innovation Centers**. These offices operate in some of the world's leading scientific hotspots, with deep ties into the scientific community and a focus on identifying the next big breakthrough.

Johnson & Johnson also supports emerging science through the **JLABS** global network of open innovation ecosystems, and JJDC, the strategic venture capital arm of Johnson & Johnson, which provides strategic direction and access to internal experts across our family of companies to drive investment at all stages.

We're keen to partner with those whose thinking will bring new solutions to the field of medicine.

To discuss partnership opportunities, please contact us at [jnjinnovation.com/partnering/pharmaceuticals](https://www.jnjinnovation.com/partnering/pharmaceuticals).

Join our team

In this golden age of immunology, we believe science will evolve and expand even further, with new insights and innovations disrupting current thinking.

Our team is rapidly growing, and we have the right size and agility, the global reach, and the support of Janssen Pharmaceuticals and Johnson & Johnson to fuel continued growth. We recognize that our strength lies in our diverse workforce, and in bringing together varied training and experience, all focused on making a difference in the lives of patients worldwide.

If you're considering a move to Janssen, please learn more and apply at careers.jnj.com.



Individuals depicted are models, for illustrative purposes only.



A global organization with a local focus, backed by the size and reach of Johnson & Johnson.

150+ countries

40,000+ employees

17 manufacturing sites

Individuals depicted are models for illustrative purposes only.

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www.janssenrd.com
www.janssen.com/immunology

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