



Partnering in Oncology

Sharing a Vision to Help Prolong and Improve Patients' Lives

Oncology Therapeutic Area

Janssen Research & Development, LLC





To Our Potential Partners

“We offer partners the depth of scientific understanding, the breadth of capabilities and resources, and the flexibility necessary to successfully shepherd innovative science through the drug discovery and development process.”

– Peter F. Lebowitz, M.D., Ph.D.
Global Head, Oncology Therapeutic Area,
Janssen Research & Development, LLC

Despite tremendous progress, cancer remains a growing unmet medical need. The World Health Organization reports that cancer is the leading cause of death in developed countries and the second leading cause in developing countries. That said, there are exciting ideas emerging in the fight against cancer: tumor immunotherapy, bi-specific antibodies and cancer interception, to name a few.

This is why we at Janssen are committed to pursuing the best science, wherever it is. We are dedicated to collaborating with partners across the globe who share our vision to make cancer a preventable and curable disease by providing transformational therapeutic and diagnostic solutions.

To achieve that vision, we take a disease-focused approach that brings together teams intensely focused on specific cancers with fully dedicated groups working on specific compounds. They are complemented by global centers of excellence in such key areas as biomarkers, companion diagnostics, biologics and global marketing, and are further enhanced by local expertise in regulatory and medical affairs.

This focused approach allows us to operate with singular intensity, much like a small biotechnology company, while marshalling the tremendous global resources and capabilities of one of the world’s largest healthcare companies. With this approach, we offer our partners the depth of scientific understanding, the breadth of capabilities

and resources, and the flexibility necessary to successfully shepherd innovative science through the drug discovery and development process, translating scientific opportunities into real-world solutions for patients.

We work closely with our colleagues in Business Development and the Johnson & Johnson Innovation Centers, regional hubs that foster promising early-stage opportunities, to establish collaborations in which each partner brings unique strengths and experiences to the table so that, together, we can achieve more than either of us could alone.

We hope that this brochure helps you learn more about our Oncology team—how we collaborate internally and with our external partners. But most of all, we hope it conveys our deep passion for scientific innovation and our commitment to bring together the best expertise worldwide to make promising treatments available to patients who are waiting for them. Whether you are an academic scientist working on an innovative concept or a biotechnology or pharmaceutical company in search of a development partner, we welcome your inquiries.

Peter F. Lebowitz, M.D., Ph.D.

Global Head, Oncology
Therapeutic Area

Patrik Ringblom

Global Commercial Strategy Lead
for Oncology

Introducing Janssen's Oncology Therapeutic Area

At Janssen, we are deeply committed to oncology as one of our five key therapeutic areas of focus. Our robust discovery program, development pipeline, and market leadership in hematologic malignancies and prostate cancer make oncology an important growth area for Janssen. Our goal is to bring forth truly transformational medicines in areas of unmet medical need. To achieve that goal, we are pursuing the best science, wherever it is.

Our strategy merges two complementary paths—to develop strong internal capabilities in all aspects of drug discovery and development, and to pursue partnerships that have the potential to advance science and, ultimately, patient care.

To that end, our global research and development program is driven by world-class experts in oncology, with diverse experience in clinical medicine, academia, and drug discovery and development. Every member of our team is deeply committed to making a meaningful difference in the lives of patients.

At Janssen, we recognize that, to deliver the transformative medicines that patients need, we must effectively manage the complexity of global drug development. That requires integrated, multi-functional expertise—expertise to work with partners to rapidly advance ideas, to take market and regulatory realities into consideration as drugs are being developed, and to help reduce the cycle time from the laboratory to the pharmacy shelf.

Four aspects of our organizational structure underpin our capabilities to effectively manage this complexity:

- **Areas of Focus** – Disease areas of intense focus and deep expertise, with the common goal of rapidly delivering to patients new therapies that provide meaningful clinical benefit.
- **Compound Development Teams** – Teams integrated into the disease area teams, but with the singular focus of developing a specific compound.
- **Innovation Centers** – Located in thriving life science and entrepreneurial communities to foster early-stage partnerships.
- **Business Development Team** – Focused on clinical-stage partnerships.
- **Global Commercial Organization** – Entities that market our products in more than 175 countries.

As a member of The Johnson & Johnson Family of Companies, Janssen's Oncology team also has access to tremendous global resources to accelerate drug development, yet our decentralized structure assures that we have the entrepreneurial agility to act quickly on opportunities that may help us advance cancer research to improve patient care.



In Pursuit of the Best Science

Our Cutting-Edge Research Platforms

At Janssen, we fully leverage our centers of excellence in biomarkers, companion diagnostics and biologics, putting us at the forefront of cutting-edge science that is shaping the future of cancer research. Our research platforms include:

- Tumor immunotherapy
- Next-generation circulating tumor cells
- Next-generation biologics, such as bi-specifics
- Companion diagnostics
- Driver pathways, such as next-generation kinase inhibitors
- Cancer interception

Janssen’s focus on specific tumor types enables our Oncology research and development group to concentrate on areas of the greatest unmet medical need, bringing the most compelling science to bear to develop transformational therapeutic solutions. While our work with compounds begins with our areas of focus (hematologic malignancies, prostate cancer and lung cancer), we are fully committed to developing compounds in our pipeline for other tumor types with great unmet need, if we have strong scientific evidence of their potential.

Our structure creates a focused drug development strategy that informs prioritization, optimizes investment and ensures the best chance of success. Within each area of focus, our discovery and clinical development teams (including biomarkers and translational medicine) and



our commercial capabilities are integrated and strategically aligned. This ensures that the resources, insight and expertise needed to deliver new advances are fully dedicated and optimized through every stage. Our disease area teams also function as a “magnet” for attracting specialized talent and forming essential partnerships to develop the most promising assets.

Please see the accompanying inserts for details on our disease area of focus.

Discovery Research

Translational Medicine

Full Development

Computational Tools

Pre-clinical Modeling

Biomarkers

Global Clinical Organization

Regulatory

Commercial

E X T E R N A L I N N O V A T I O N

Seeking the Best Ideas, Wherever They Are

Based on the belief that partnerships are essential to drive change, innovation and transformation, Johnson & Johnson companies enter into more than 150 partnerships each year with outside organizations.

As a member of The Johnson & Johnson Family of Companies, Janssen understands that no one company or single institution can solve the challenges of cancer, but if we bring the finest scientific minds together from across academia, clinical practice and industry, we may one day transform cancer into a preventable or curable disease.

Janssen's Oncology research and development team is committed to ensuring the success of our collaborations. Our Innovation Centers and Business Development teams of scientific, transaction and alliance management experts engage in diverse and varied partnerships at all levels of the development process. Our decentralized structure gives us adaptability and flexibility, so that we can work effectively with a variety of partners in academia and industry to create the best business model for each collaboration.

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– Patrik Ringblom
Global Commercial Strategy Lead
for Oncology

When you combine these attributes with the capabilities, resources and passion to translate innovative science into real-world treatments, you have a winning formula for improving the lives of patients worldwide.

Innovation Centers: Strategically Located to Foster Collaboration

As part of The Johnson & Johnson Family of Companies, we believe that the best way to move innovative solutions forward is through collaboration and idea exchange. To advance this belief, Johnson & Johnson opened Innovation Centers in major science and technology hubs throughout the world to focus on early-stage partnerships. By putting ourselves in key locations with thriving life science and entrepreneurial communities, the world becomes our laboratory to support and accelerate the best science.

Our Innovation Centers house science and technology experts—including senior, experienced oncologists—who are active members of their scientific communities. They are working to identify and bring forward early-stage collaborations on a local basis in areas that are of interest to our company. Each regional center also has broad capabilities

and flexibility to negotiate and customize partnership structures to meet the needs of each collaboration opportunity. Please see the accompanying inserts for more information on our Innovation Centers.

If you have an opportunity that you feel may be of interest to The Johnson & Johnson Family of Companies, we invite you to submit it to jninnovation@its.jnj.com.



*Anticipated to open in Q1 2014

What you can expect when you partner with Janssen Oncology:

- A willingness to discuss flexible deal structure and terms
- Senior management endorsement early in the process
- Rapid deployment of global cross-functional teams
- Seamless integration within Janssen R&D and commercial process

Cover art

Fran McGee, *Sunrise Over Hawaii*
Artwork from Gilda's Club New York City

An actress by trade, Fran McGee is best known for her roles in Oscar®-winning movies "Good Fellas," "Bullets Over Broadway," "Home Alone 2," and most recently "Craiglist Joe!" In 2004 Fran was diagnosed with cancer and has turned to modalities of holistic healing and a peaceful life by surrendering fear and resentment.

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