

An aerial photograph of the Toronto skyline at sunset. The sky is filled with soft, colorful clouds in shades of blue, orange, and pink. The city's skyscrapers are illuminated by the low sun, creating a golden glow. The CN Tower is a prominent feature in the center. In the foreground, a large, modern building with a distinctive circular, textured roof is visible. The overall scene conveys a sense of urban innovation and progress.

# JLABS @ Toronto: Not by Chance—By Choice.

*Johnson & Johnson* INNOVATION | JLABS

Achieving a gold standard in healthcare could not only ensure that we live healthy lives, but also enables a productive workforce and creates **greater economic and social opportunities for all Canadians.**<sup>1</sup>

“We are thrilled to be part of the flourishing life sciences community in Toronto and to contribute to Ontario’s vision



to help drive the province toward becoming a world leader in innovation for health and wellness. Canada’s startup scene is booming, and we look forward to working with the many enterprising innovators in the region that are working with the aim to turn science into tangible commercial products.”

– **Melinda Richter,**

Global Head of Johnson & Johnson  
Innovation, JLABS

Johnson & Johnson has been creating value through innovation for **more than 130 years.**

**250+** Operating Companies

**130K+** Employees Worldwide

**175+** Countries

**Consumer Health  
Medical Devices  
Pharmaceuticals** Sectors

A photograph of a male scientist in a white lab coat and safety glasses, smiling as he looks at a microscope. A female scientist in a white lab coat and safety glasses is standing next to him, looking at the microscope. The background is a bright, clean laboratory with shelves containing various glassware and equipment.

# Johnson & Johnson INNOVATION

Johnson & Johnson Innovation seeks to positively impact human health through innovation. We do this by helping entrepreneurs realize their dreams of creating potential healthcare solutions that aim to improve peoples' lives around the world. We work side by side with innovators throughout their journey, providing a robust exchange of ideas and resources to support their success. Our mission is to create the leading global innovation network to generate transformational healthcare solutions through value-creating collaborations & partnerships.

A **great idea**  
can come from **anywhere.**



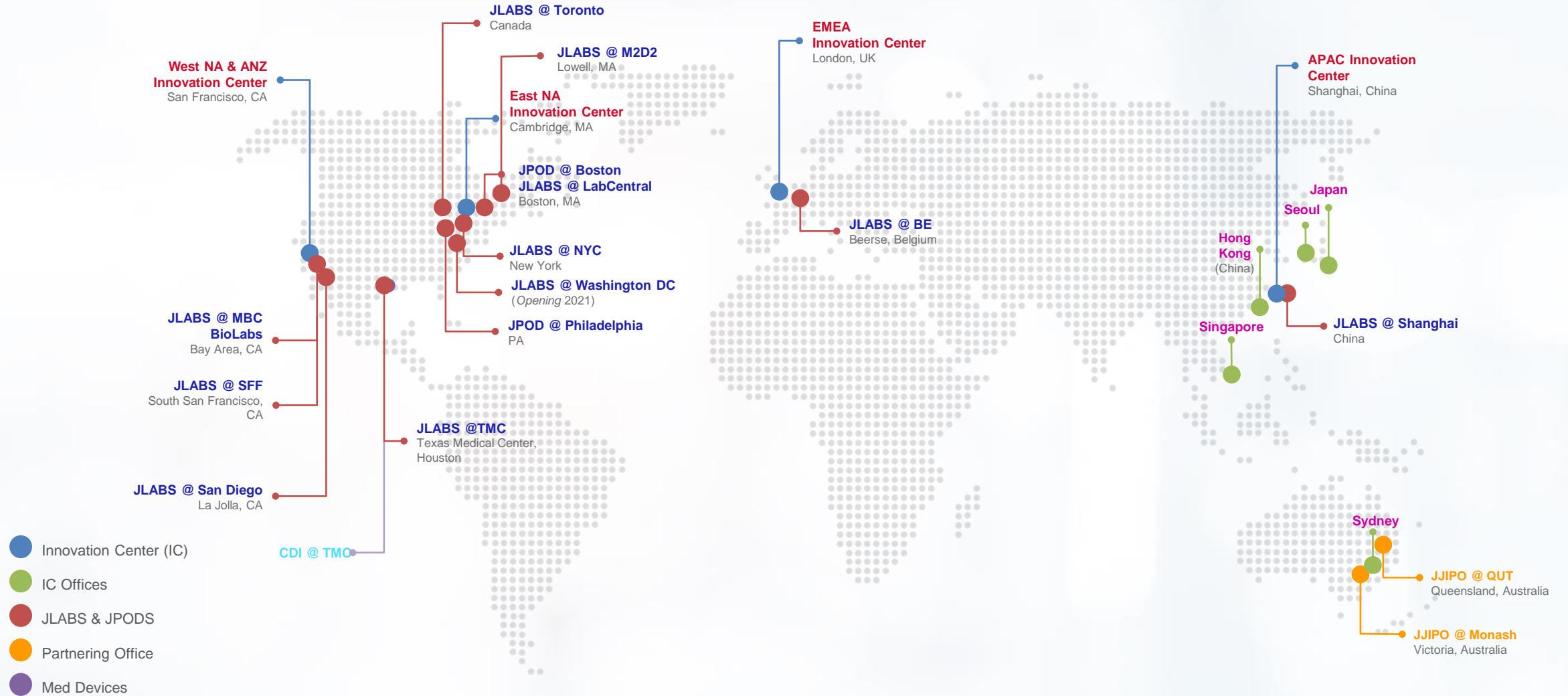
*Johnson & Johnson* INNOVATION | JLABS

JLABS, the global incubator network of Johnson & Johnson Innovation, was established to connect budding life sciences and healthcare startups from Washington, DC, to Shanghai to the critical resources, mentorship, community, and deal-making power of Johnson & Johnson Innovation.

Today, the portfolio of 650 companies has done nearly \$40B worth of deals, including 34 initial public offerings (IPOs) and 20 acquisitions—it's the largest and most diverse network of innovators for consumer health, medical devices, and pharmaceuticals.

JLABS can help bring your science to life and **unleash your potential.**

# Global Johnson & Johnson Innovation Network 2020



We value great ideas and are passionate about removing obstacles to success to help innovators **unleash the potential** of their early scientific discoveries.

## Benefits of JLABS

The leading co-working space for life science innovators and emerging companies.



Maintain complete control of your intellectual property



Provide direct pathway to early stage science investors



Access to entrepreneurial programs



Optimize research and development and prepare for commercialization



Introduce innovators to vital industry connections



Mentors and on-site advocates



Builds local and national partnerships



Access to partnering with Johnson & Johnson Innovation

# Providing Small Companies With Big Company Benefits



## ELITE. EXCLUSIVE. EXPOSURE.

Streamlined vendor selection process offers special services, pricing, and solutions geared specifically for life sciences entrepreneurs so they can focus on their science while getting the services and resources they need to succeed.



## UNLOCK UNLIMITED POTENTIAL.

Connecting innovators and emerging companies with high-value healthcare investors around the globe focused on early-stage science who can help craft their pitch to secure funding.



## EXPERTISE AT YOUR FINGERTIPS

Pairing The Johnson & Johnson Family of Companies mentors with emerging companies tailored to their specific needs and focus area to help maneuver around obstacles and accelerate growth.



## CREATE. CONNECT. COLLABORATE.

Showcasing JLABS companies worldwide to help build cross-collaboration for greater success. Tracks and measures JLABS companies and the real-time landscape.



## A Model of Proven Success

**You're in good company.** Innovators and emerging companies working at JLABS have successfully struck deals with major companies and organizations around the world.

- |   |                     |
|---|---------------------|
| AbbVie                                    | Merck               |
| Amgen                                     | MRM                 |
| Atlas Venture                             | Novartis            |
| ARCH Venture Partners                     | OrbiMed             |
| Bayer                                     | Pfizer              |
| Bristol Myers Squibb                      | Polaris Partners    |
| Celgene                                   | SchindlerAM         |
| Draper Fisher Jurvetson                   | Sofinnova           |
| Google Ventures                           | SR One              |
| Illumina                                  | Third Rock Ventures |
| The Johnson & Johnson Family of Companies | Versant Ventures    |
| Kleiner Perkins                           |                     |

**\$42.1B Financing and Strategic Relationships**  
(Secured and Contingent)

**36** Publicly Traded

**22** Companies Acquired

**Exclusive Access to 695+ Companies**

**475** Pharmaceuticals

**141** Medical Devices

**81** Consumer

**81** Cross-Sector

**Elite Collaboration Opportunities**

**58%** First-time Entrepreneurs

**42%** Serial Entrepreneurs

**30%** Female-Led Companies

**30%** Minority-Led Companies

**Exposure to High-Value Clients**

**142** Publicly Offered

**175 +** JLABS companies with a deal with The Johnson & Johnson Family of Companies



# JLABS @ Toronto Overview

*Johnson & Johnson* INNOVATION | JLABS

## Our Mission at JLABS @ Toronto

- 1 Help biotech companies grow & scale** through key resources and physical space to drive commercialization.
- 2 Facilitate collaborations & financing** through our expansive network.
- 3 Drive engagement** between The Johnson & Johnson Family of Companies and Canadian biotech companies.
- 4 Support the growth of the biotech ecosystem** in Toronto and in Canada.



Launched in May 2016, Toronto was the sixth JLABS site out of the now 13 locations across the globe. It was also the first JLABS location outside the United States.

88

JLABS @ Toronto Companies

Sectors

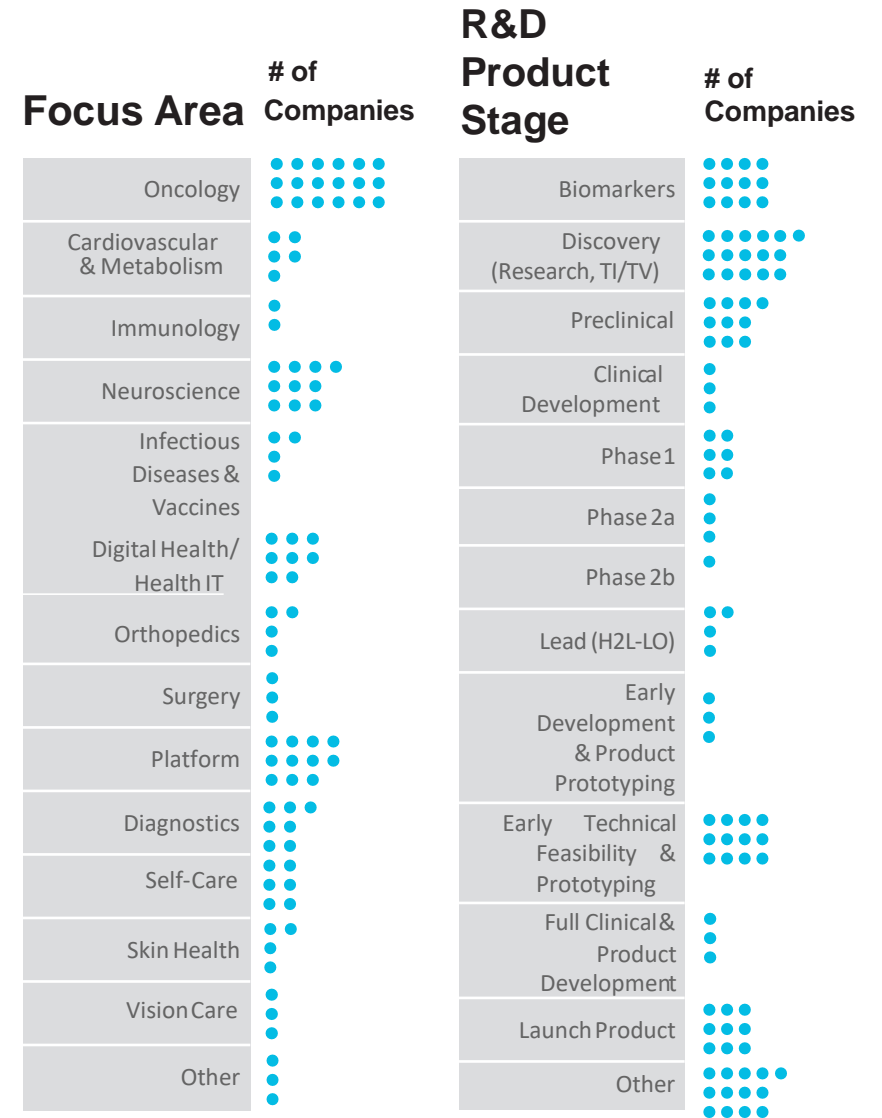
- 55 Pharmaceuticals
- 21 Medical Devices
- 14 Consumer

Residents

- 46 Current Residents
- 1 BLUE KNIGHT™
- 9 QuickFire Winners Challenge

Current & Alumni

- 58% First-time Entrepreneurs
- 42% Serial Entrepreneurs
- 30% Female-led Companies
- 30% Minority-led Companies



## Best-in-Class Workspace



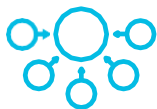
40,000 sq ft workspace that can accommodate up to 50 startups



Over \$5M in state-of-the-art lab instrumentation and equipment



Specialty laboratories, including cell culture, chemistry, prototyping, and common research laboratories



Private offices, shared and coworking office space, and meeting rooms



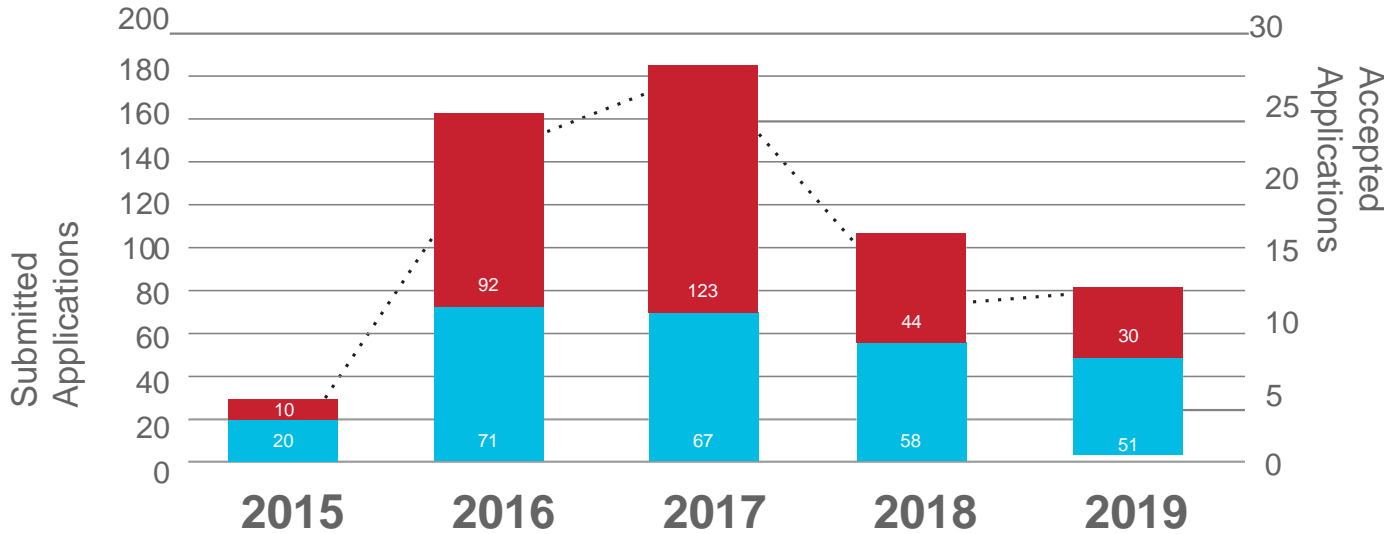
“JLABS was a complete offering for an incubator space—equipment, investor/partner network, programming, and mentoring. Other incubators only had some of these pieces, but JLABS had everything.”



— **Brent Stead, CEO**  
Specific Biologics



JLABS @ Toronto is ideally positioned in downtown Toronto within the MaRS Discovery District, North America’s largest urban innovation hub aiming to attract the best and brightest talent in science and technology. Companies want to be a part of the JLABS movement—in addition to our location, startups apply to access our wealth of resources, and for our help in catalyzing research and development and commercialization initiatives. **We aim to maintain an 80%-85% occupancy rate to help support companies to grow and scale.**



- General Applicants
- QuickFire Challenge Applicants
- ⋯ Accepted Applicants

\*The number of applicants and acceptance rate have remained consistent.

A photograph of two scientists in a laboratory. A man in the foreground is wearing a white lab coat, safety glasses, and blue gloves, holding a clipboard. A woman with red hair, also in a white lab coat and safety glasses, is seen from behind, looking at the man. The background shows laboratory equipment and bright windows.

# A Flexible Model That Aims to Help Companies Grow and Scale

*Johnson & Johnson* INNOVATION | **JLABS**

## A Flexible Model Where Scientists Can Focus on the Science

At JLABS @ Toronto, we value great ideas and are passionate about helping to remove obstacles. We provide innovators with mentors and on-site advocates with the aim to help remove barriers and accelerate science. Our state-of-the-art labs, equipment, and innovation centers enable emerging companies to thrive. JLABS has a goal to help companies navigate the complicated landscape of a healthcare startup by providing access to entrepreneurial programs and tools. We aim to enable emerging companies to develop their science while maintaining complete control of their intellectual property and decision-making—truly a **“no strings attached” model.**

### RESIDENT SPOTLIGHT



#### Company Growth

**3** ▶ **11**  
Employees Employees

#### Footprint Growth

1 Desk ▶ 1 Private Office  
& 1 Private Lab

#### Funding Growth

**\$6M** Raised In Seed  
Round (2019)

#### R&D Stage Advancement

Discovery ▶ Preclinical

“We couldn’t have started without JLABS. We needed Cat 2 wet lab space—JLABS was the only viable solution. There are basically no other options here for small companies like us with loose university affiliations. We would have left Toronto without JLABS.”

– **Sam Cooper, CEO and Co-Founder**  
Phenomic AI



# Providing the Resources Needed to Accelerate Growth

JLABS @ Toronto is part of the larger Johnson & Johnson Innovation family of companies and ecosystem, which can help to catalyze growth, connections, and success. We strive to help emerging companies remove hurdles to optimize R&D and prepare for commercialization. JLABS introduces innovators to vital industry connections and provides a direct pathway to early-stage science investors. We aim to help companies transform their scientific discoveries of today into the breakthrough healthcare solutions of tomorrow. **Over the past 5 years, JLABS @ Toronto has helped create 605 full-time and 244 part-time employees.**

## RESIDENT SPOTLIGHT



### Company Growth

**3** ► **20**  
Employees Employees

### Deals & Partnerships

Confidential Funding Received &  
Agreements with Multiple  
Partners While Being in JLABS

### Footprint Growth

**2** ► **3**  
Lab Benches Private Labs

### R&D Stage Advancement

Full Clinical ► Commercial

“Facilities, people, and name are some of the biggest benefits of JLABS. There’s a significant lack of lab space for early-stage life sciences companies and what Johnson & Johnson Innovation has built within MaRS is quite impressive. In addition, being a resident of JLABS brings a certain respectability for any company—it signifies we’re beyond the early stages of company formation & are investing in scientific research. The men and women who work at JLABS bring a human element that makes sure JLABS doesn’t feel like a huge corporation.”

– **Ted Jin, Founder & CEO**  
Dose Biosystems

# Attracting Great Companies Across Canada

JLABS @ Toronto has developed local, national, and international collaborations with academic institutions, hospitals, industry organizations, and foundations to further innovation. We've brought external and internal (The Johnson & Johnson Family of Companies) expertise to more than 15 cities across the country through educational programming, webinars, and speaking engagements. **With approximately 43% of resident companies coming from outside the greater Toronto area**, from places like Halifax, Vancouver, Montreal, and Calgary, JLABS has become a preferred home base for R&D and management teams due to our ability to help spur growth.

## RESIDENT SPOTLIGHT

# MEDIPHAGE BIOCEUTICALS

### Company Growth

1 ▶ 11

Employees Employees

### Funding Growth

**\$3.25M**

Raised In Seed Round

### Footprint Growth

1 Desk & 1 Lab Bench ▶  
1 Private Office & 5 Lab Benches

### R&D Stage Advancement

Discovery ▶ Preclinical

“In addition to the top-notch facilities and equipment, access to talent, and being in the center of the city, JLABS’ access to investors was a big driver to bringing our company from Waterloo to Toronto.”

– Lee Bowman, COO  
Mediphage Bioceuticals

“Since joining JLABS @ Toronto, we have achieved many discovery milestones, including hit identification, Hit2Lead, lead optimization, and clinical candidate selection, enabling us to transition into a full preclinical development mode with CMC, toxicology and regulatory activities, moving forward towards Endogene Therapeutics’ first-in-human clinical trial with our ophthalmology product for retinitis pigmentosa patients.”



– **Daphna Mokady, VP Discovery Biology & Site Head Toronto**  
Endogene Therapeutics

## Research & Development



Of JLABS @ Toronto Residents Have Advanced Their R&D Programs While Within JLABS

### The majority of movements are into:

Biomarkers

17.3%

Phase 1 or 2

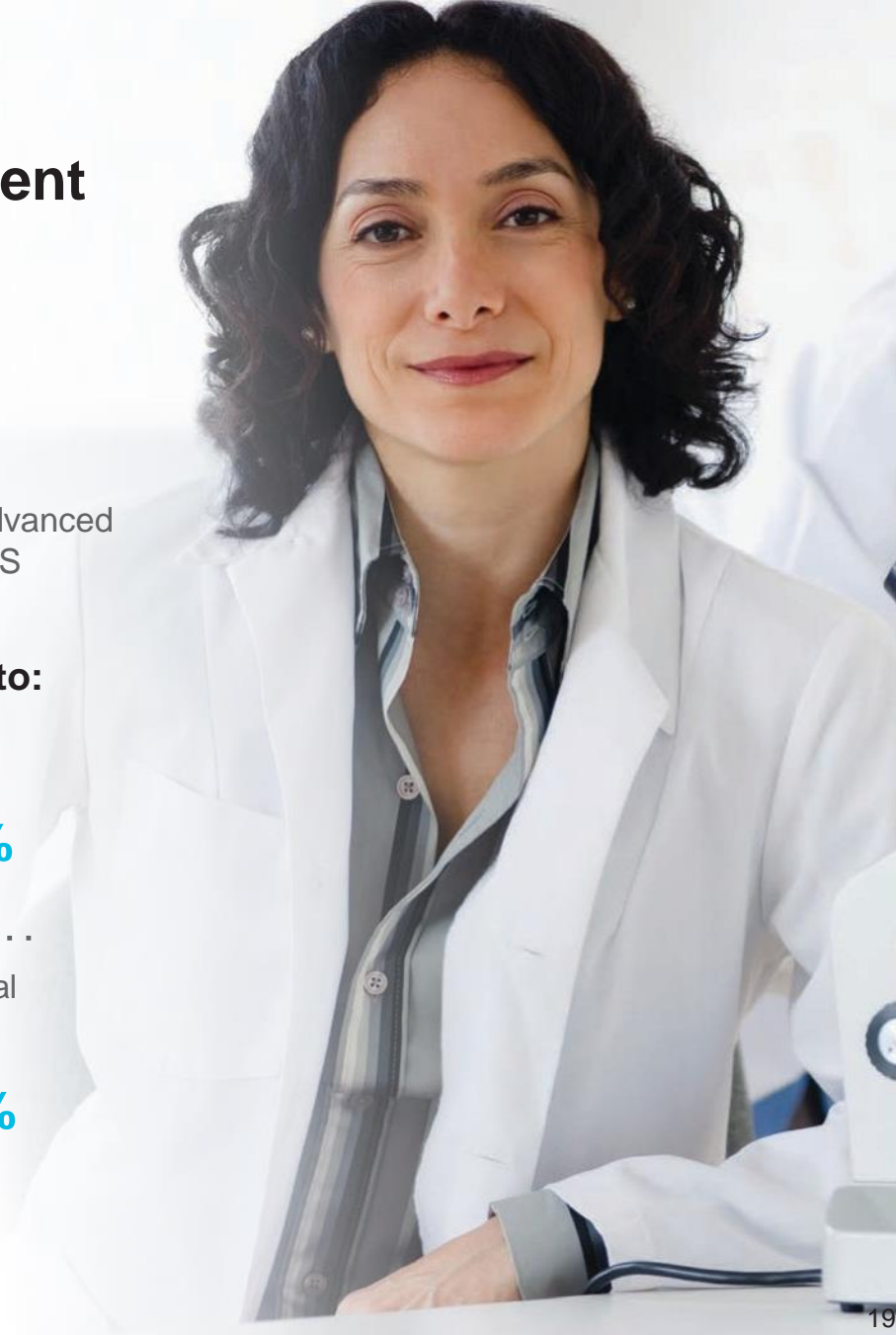
17.3%

Launching A Product

17.3%

Early Technical Feasibility & Prototyping

15.3%





**JLABS @ Toronto has 42 alumni.**

We are proud of the companies that have graduated to the next phase of their business development. Most often companies are ready for the transition if they have grown too large, no longer need a facility, or align outside The Johnson & Johnson Family of Companies strategic areas of focus.






Of Alumni  
Advanced Their  
R&D Program  
While at JLABS



Successful  
Graduation\*

\* Successful graduation deems the company is still operating as of December 2020

# JLABS @ Toronto Alumni Spotlight

	Company Growth	Footprint Growth	Funding Growth	R&D Stage Advancement	Notable Partnership
	<b>11 ▶ 30</b> Employees	1 Private Office ▶ 7 Private Offices & 1 Lab Bench	<b>\$25M</b> Series B Financing Raised while in JLABS  \$100M total raised	Preclinical ▶ Clinical Studies	Research Funding Agreement with Actelion Pharmaceuticals Ltd (part of the Johnson & Johnson Family of Companies)
	<b>15 ▶ 50</b> Employees	N/A	<b>\$40M</b> Raised To Date  \$23m Series B and \$4.65m Series A (Raised while at JLABS)	Discovery ▶ Platform Launch	Yuhan Pharmaceuticals • AUM Biosciences • Cerevel Therapeutics • Merck KGaA • Bayer • FMC
	<b>30 ▶ 175</b> Employees	2 Private Offices & 1 Lab Bench ▶ 4 Private Offices & 3 Lab Benches	<b>\$225M</b> Series A Financing Raised Before JLABS	Preclinical ▶ Clinical Development	Acquired by Bayer in 2019

“Our deal with Actelion has resulted in several million dollars of sponsored research. The collaboration with Actelion has been huge for us.”

— **Shyam Ramchandani,**  
**VP of R&D**

“The JPAL system was helpful for Cyclica, as it provided us direct feedback on our platform and the need for important prospective validation. This has been key to many of the strategic decisions we’ve made.”

— **Naheed Kurji,**  
**Co-Founder, President, CEO**

“We wouldn’t have been able to maintain our rapid growth curve without JLABS, as our permanent facility was under construction and we lacked capacity to otherwise hire new employees.”

— **Michael Scott,**  
**SVP Product Development**



# Facilitating Collaborations and Financing in and Around Toronto

*Johnson & Johnson* INNOVATION | JLABS

# Facilitating Collaborations to Drive Innovation

JLABS @ Toronto provides an experience beyond the bench for scientists and entrepreneurs. Our program aims to enable residents, alumni, and the innovation ecosystem to develop connections with our network of investors through our Investor Hub and through investor-related programs, one-on-one meetings, and networking events.

**49** Global Investors Traveled to Canada for Meetings With Canadian Startups

**965** One-On-One Meetings Between Startups and With Global Investors

**22** JLABS @ Toronto Investor Hub Members Come in Monthly, Bi-Monthly, or Quarterly to Host Office Hours On-Site

**8** JLABS @ Toronto Companies Have Successfully Secured Investments Through Participation With the On-Site Investor Hub in Just 1 Year

## Global Investors Who Visited:

JJDC  
Gates Foundation  
Sofinnova  
Novo Ventures  
DCVC  
Novartis Venture Fund

AbbVie Ventures  
Canaan Partners  
5AM Ventures  
Khosla Ventures

“My introduction to JLABS @ Toronto was through the Investor Hub as an investor, where we funded three companies. Based on that success, when I decided to start my own company, I applied to JLABS.”



— **Drew Taylor, CEO**  
Acorn Biolabs



“As a direct result of the validating effect of being a JLABS @ Toronto resident, as well as the meetings and events organized by JLABS, we have been able to attract investors and partners to advance our technology.”

— **Brent Stead, CEO**  
Specific Biologics

# Overview of JLABS @ Toronto Companies Deal & Funding Activity

Total Dollars (Funding & Deal) **\$1.90B**

Funding Dollars Raised **\$1.25B**

Total Deal Dollars (Secured & Contingent) **\$649.78M**



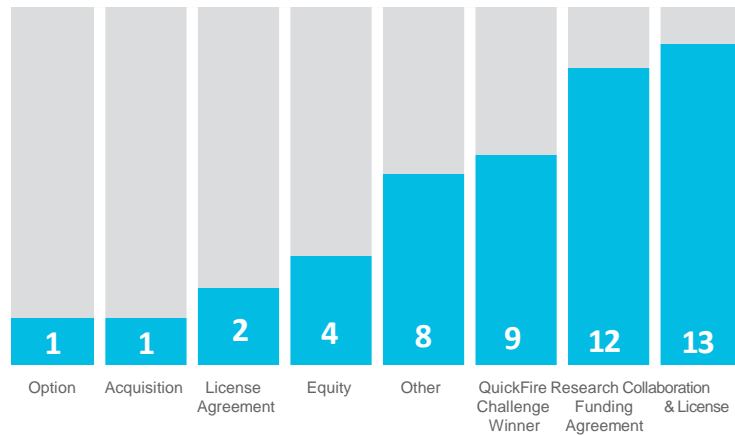
“The connections through JLABS @ Toronto have exceeded our expectations and been invaluable both with investors and networking with other JLABS companies.”

Since moving to JLABS, we have received our NOL from Health Canada which means we can progress into Phase 1. We are also about to close a Series A.

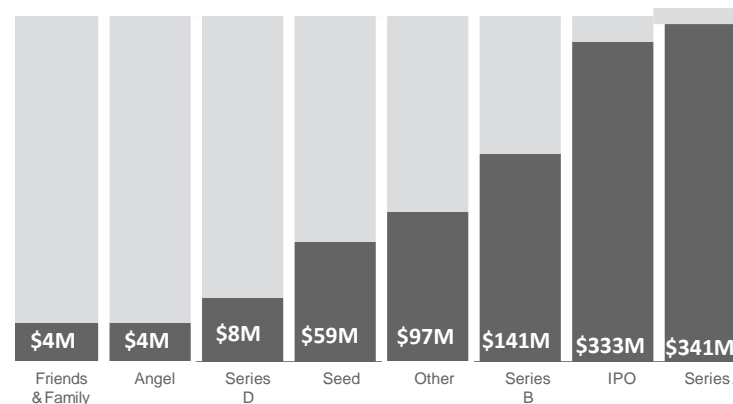
A JLABS investor meeting in October 2017 resulted in a Series A investor who is committing \$500K.”

— **Mike Cooke, CEO**  
AmacaThera

## Deal Activity Overview



## Funding Activity Overview







“The relationships I was able to forge with like-minded entrepreneurs in healthcare across verticals within

JLABS @ Toronto and other sites has enabled multiple collaborations with other JLABS companies, including with NeuroTheryX, Mannin Research, Translatum Medicus Inc, and Rosetta Therapeutics.”

— **Naheed Kurji,**  
**President and CEO**  
Cyclica



## **Global Network Connections**

Today, there are 18 collaborations between JLABS @ Toronto residents and other JLABS companies.



# The Johnson & Johnson Family of Companies Continued Commitment to Canadian Innovation

*Johnson & Johnson* INNOVATION | **JLABS**

# Experience Beyond the Bench

The JPALS program aims to provide JLABS @ Toronto resident companies with a forum to explore potential areas of collaboration within The Johnson & Johnson Family of Companies, as well as mentorship, coaching, and connections to support their growth.

**669** Total Johnson & Johnson  
Family of Companies  
Visitors Over 5 Years

**636** Total Meetings  
Over 5 Years



“Our company is working in a Johnson & Johnson Family of Companies relevant area

(neurodegeneration)

and has secured a JPAL through the JLABS team. This resulted in our startup obtaining a small-molecule ‘brain friendly’ (Jump-StARter) screening library from Janssen Research & Development, LLC of over 80K chemical entities.

— **Peter Lewis, CEO**  
Rosetta  
Therapeutics

## RESIDENT SPOTLIGHT



“Our relationship with JLABS and The Johnson & Johnson Family of Companies has helped accelerate the deployment of Pentavere’s AI technology and deliver real value to clients and patients.



We have experienced over 500% revenue growth achieved since joining JLABS.”

— **Aaron Leibtag, CEO**  
Pentavere

## RESIDENT SPOTLIGHT

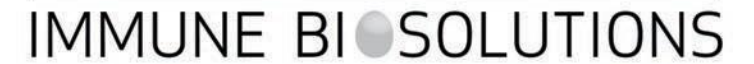


“Being in JLABS @ Toronto added additional credibility and helped with discoverability. In August 2017, we were able to secure \$1M in venture capital while being in JLABS. Additionally, we did two deals with Janssen Research & Development, LLC, in December 2017 and December 2018. Those deals only happened because we were part of JLABS.”



— **Liam Kaufman,**  
**CEO and Co-Founder**  
Winterlight Labs

## RESIDENT SPOTLIGHT



“When our company became one of JLABS @ Toronto’s first resident companies, we were connected with JPALS across The Johnson & Johnson Family of Companies, which culminated into an agreement with Janssen Biotech, Inc, to identify and develop therapeutic antibodies for multiple target areas, including cancer.”



Our selection and support from JLABS allowed us to raise over \$3M in seed rounds.”

— **Frédéric Leduc, CEO**  
Immune Biosolutions



# BLUE KNIGHT™

Anticipate. Activate. Amplify.

## BLUE KNIGHT™ Collaboration.

BLUE KNIGHT™ aims to stimulate innovation and incubation of technologies that improve health security and response through companies focused on public health threats and emerging infectious diseases. JLABS @ Toronto has dedicated space for Blue Knight, a collaboration between Johnson & Johnson Innovation—JLABS and the Biomedical Advanced Research and Development Authority (BARDA).

“With the BLUE KNIGHT opportunity coming along, we can now try to advance our project quicker and in a more de-risked way. These are the experts, so we’re flattered that we could be part of this and that they’re recognizing that we have elements of our technologies that are going to be useful in their programs.”



— **Brent Stead, CEO**  
Specific Biologics

“At JLABS @ Toronto, we put a point of focus on diversity, in both the programming and environment we create.”



— **Allan Miranda, Regional Head**  
JLABS @ Toronto

## Driving the Region’s Culture of Entrepreneurism

Since opening, JLABS @ Toronto has been the leader of life sciences education for the city, and a centerpiece of Toronto’s innovation ecosystem. Attracting leading experts and researchers across healthcare sectors, our programs have benefited and grown the life sciences community through workshops, panel discussions, investor meeting opportunities, scientific presentations, and networking events.

### 5 Years of JLABS @ Toronto Programming

**358**

Educational Programs  
Across 3 Major Sectors  
of Healthcare

**25,764**

Event Attendees,  
5,882 of Whom Were Our  
Own JLABS Residents

**4**

Artificial Intelligence  
Events Hosted

**63**

Events Hosted for Our  
Ecosystem Peers

**3**

Cell & Gene Therapy  
Events Hosted

Event Collaborations with MaRS,  
TIAP, OICR, CCRM, UofT & more!

#### Key Program Topics:

Artificial Intelligence, Cell & Gene Therapy, Neuroscience, Oncology, Infectious Diseases, Robotics, Consumer Health Commercialization, Investment Tips, and More

“JLABS has continuously contributed to the life sciences ecosystem by fostering community-building through events, investor intros, and other networking opportunities.”



— **Ted Jin, Founder & CEO**  
Dose Biosystems

**JLABS @ Toronto is powered by an engine of leaders** who are truly second to none and are committed to ensuring this initiative succeeds.

### Partners

Johnson & Johnson Innovation  
The University of Toronto  
MaRS Discovery District  
Janssen Canada  
Toronto Innovation  
Acceleration Partners (TIAP)  
Government of Ontario

### Surrounding Healthcare Ecosystem

Centre for Addiction and Mental Health  
The Hospital for Sick Children  
Sinai Health System  
St. Michael's Hospital  
Sunnybrook Health Sciences Centre  
University Health Network



Johnson & Johnson INNOVATION | JLABS

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