

Harnessing the Power of Behavior Change

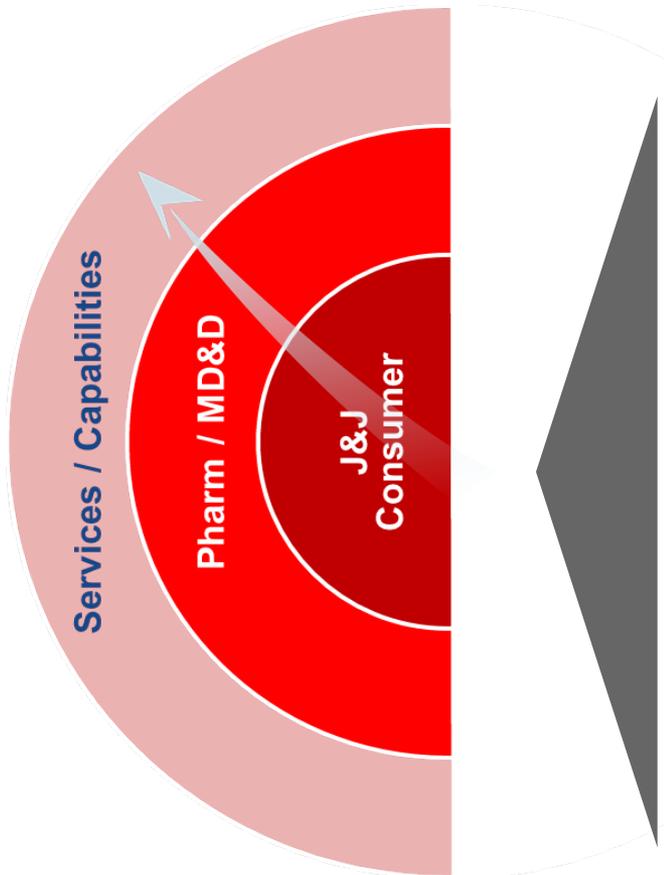
Len Greer, President

April 11, 2017

Johnson & Johnson HEALTH & WELLNESS SOLUTIONS



We Live Health and Wellness Everyday



Consumer

TYLENOL

BAND-AID

LISTERINE

ZYRTEC

NEOSPORIN

Imodium

Motrin

Neutrogena[®]
*1 DERMATOLOGIST RECOMMENDED

Visine

Benadryl

Aveeno

Johnson's baby

Pharma / MD&D

LIFESCAN Animas[®]
JOHNSON & JOHNSON FAMILY OF DIABETES COMPANIES

ACUVUE
FRANCIS & TAYLOR

MENTOR
Make life more beautiful™

janssen

Invokana
canagliflozin tablets

PROCRIT
EPOETIN ALFA

STERILMED

Remicade
INFLIXIMAB

DOXIL
DOXILIN (Doxycycline hyclate)

ETHICON

Zytiga
abiraterone acetate

Risperdal CONSTA LP
(RISPERIDONE) TABLETS (ORAL SOLUTION)

Services / Capabilities

HUMAN PERFORMANCE
INSTITUTE

care4today
Mobile Health Manager

Johnson & Johnson
DIABETES INSTITUTE

babycenter

THE CAMPAIGN FOR NURSING'S FUTURE

Johnson & Johnson

NextBaby
Nursing Education

strength inc.
NURSING EDUCATION

Health Care Thought Leadership

AFFORDABLE CARE ACT

The Healthcare Landscape

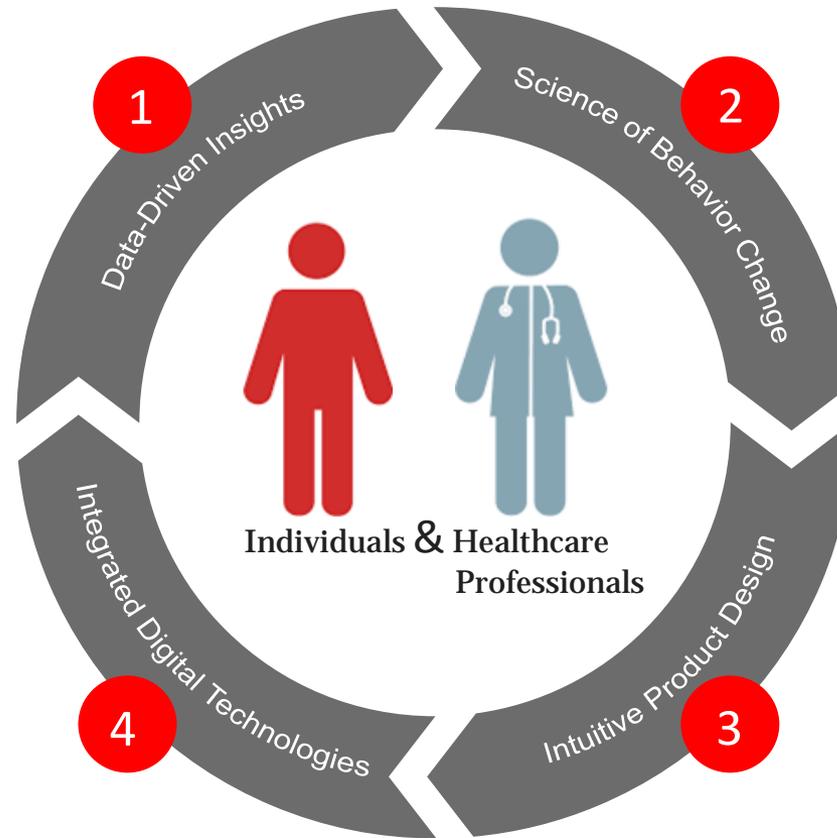
The Affordable Care Act Timeline
(Map) © of Proton NLP by September 2011

Health behavior change can help impact health outcomes



*Source: AON Hewitt Health Survey 201

Four key capabilities guide our creation of behavior change and wellbeing solutions



Corporate Athlete®: Proven Path to High Performance

Our science-based Corporate Athlete® training solutions are proven to help drive engagement, address burnout and reduce turnover through effective energy management – so individuals, teams and organizations can perform to their full potential.



Corporate Athlete® for J&J Workforce Results

Johnson & Johnson conducted Workforce Analytics study using full-time US employee data (2009-2015) to determine the net effects of the Energy for Performance trainings

Results

- Taking the course was associated with an 18% higher likelihood of receiving a top rating the following year¹
- E4P graduates were significantly more likely to stay at J&J over the 7 year period studied
- Participation in the course was associated with a 25% higher likelihood of receiving a promotion²
- Taking the longer courses and multiple times was associated with increased performance and higher retention²



Implications

- Positive impact to business outcomes* (increased performance, promotion, retention)
- Positive benefit (retention/promotion) to employees who participate in the longer courses and who take more than once.
- Personal benefit to employee health and productivity *and* their perception of working for a caring company (based on survey results)

¹ n = 9,535 ² n = 7,791

Increased retention alone provides an estimated savings to the organization from reduced turnover costs¹ of **\$60MM for the 30,000 trained to date and **\$400MM** by 2020 when all 100,000 employees are trained*

HealthPartner

Beyond surgery to episode of care solutions



Total Knee Replacement



HealthPartner
for Knees

Hip Replacement



HealthPartner
for Hips

Weight Loss Surgery



HealthPartner
for Weight Loss Surgery

A digital solution that leverages proven behavior science principles to help patients:

- Get educated on potential treatment options
- Make an informed decision about surgery
- Prepare for surgery
- Experience optimal post-surgery recovery
- Make lifestyle changes post-surgery to help facilitate long-term success

Achieving a “better than normal” life.

The Patient Athlete™ is a pre- and post-surgical interactive experience that helps joint replacement patients achieve more than pain reduction utilizing proven energy management principles designed to teach patients how to connect to what matters most in their lives to achieve improved outcomes throughout the surgical journey.

Pilot Program Results

52% felt less fearful of surgery

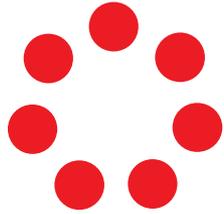
70% felt more confident of surgery

55% felt they recovered more quickly than expected

68% felt more fully engaged with people and things that matter most to them

88% would recommend program to family and friends

Source: Survey conducted in 2014 by MedTrak, Inc. on behalf of DePuy Synthes Companies among 33 patients who participated in the Patient Athlete Program



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- Fast, simple, science-based way to work out anywhere
- Developed by Chris Jordan at the J&J Human Performance Institute, the same person whose research supports the high intensity interval training (HIIT) this app provides