



Medical Grade Resin Supply Chain Procurement

Fred Kinkin

Sub-Category Leader Resins



Presentation Topics



Supply Chain Procurement

Who we are and what we do



The Last 18 Months

What we have learned and where we go from here



Medical Grade Resins

Importance to Supply Chain

Johnson & Johnson

MedTech Supply Chain Procurement Organization

ETHICON
a Johnson & Johnson company



Business Engagement Leads

DePuy Synthes
THE ORTHOPAEDICS COMPANY OF Johnson & Johnson



Business Engagement Leads

Johnson & Johnson VISION



Business Engagement Leads

Cardiovascular & Specialty Solutions



Business Engagement Leads

Direct Precision Materials (DPM) Category

Precision Plastics - Leslie Berry, Director



Resins
Fred Kinkin



Injection Molding
Karen Piotrowicz



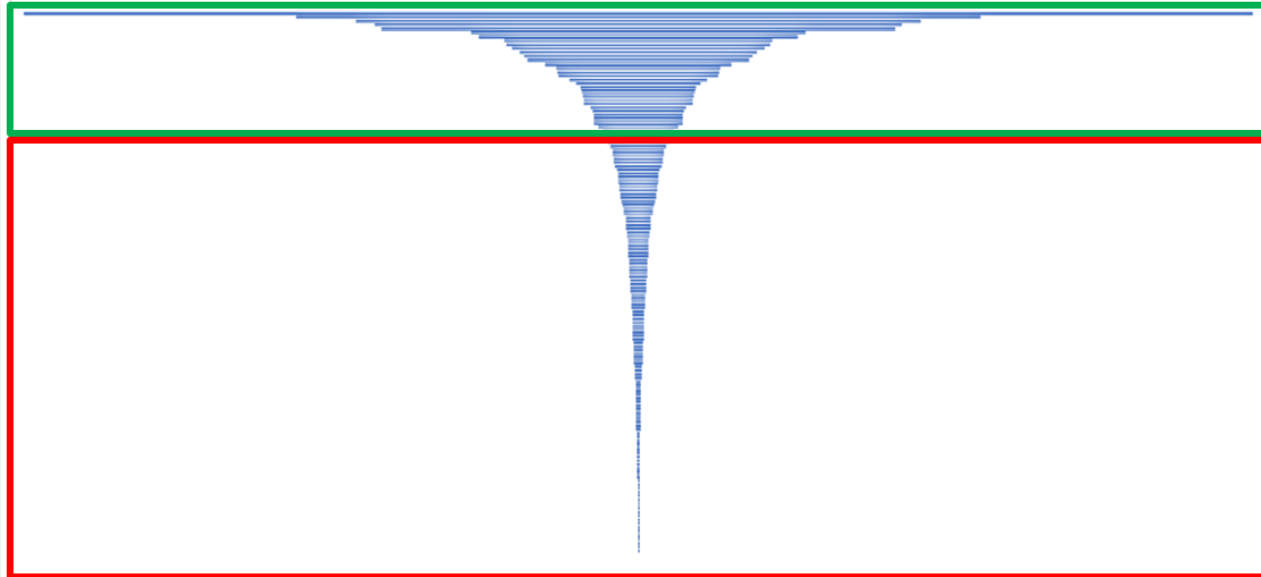
Extrusion
Norman Carlson



The Last 18 Months – Designed in Risk

Where We Are Now

VISUALIZATION OF EES RESIN SPEND



Opportunity

NPD

- R&D: Sharing information including real time risks and preferred manufacturers and grades
- Manufacturers: Advocate for materials that reduce long term risk

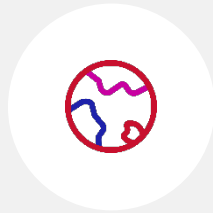
Base Business

- Find opportunities to harmonize resins in our base business

The Last 18 Months – From an OEM Perspective



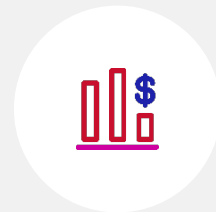
Suppliers have been pressure tested
Varying levels of performance navigating issues



The Right Level of Inventory is Essential
Just –In–Time does not work for our business goals



Inflation
We expect transparency & data-based negotiations



Cost Opportunities
We expect our suppliers to work collaboratively to take out cost



Our Success is your success
When we are able to be successful your business grows

Medical Grade Resins – A Supply Chain Perspective

**Mitigate risks enhancing
value to J&J**

Medical Grade resins need substantial protection from potential supply events

Notification

- At least 24 months notification of change
- Opportunity for last time buy

Assurance of Supply

- Annual raw material risk reviews
- Proactive measures to reduce high risk materials (inventory, contracts, etc.)

Other Asks

- Limit fragmentation of volume when starting to utilize medical grade over incumbent
- Use most cost-effective materials to meet J&J requirements

Thank you

Fred Kinkin

Direct Precision Materials

Senior Manager, Category Procurement - Resins

Johnson & Johnson Medical Device, West Chester, PA

Office: +1 610 719 5322

mob: +1 908 268 0179

mail: fkinkin@its.jnj.com

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