FURTHER, TOGETHER
COMPANY OVERVIEW
SOLVING THE WORLD'S HEALTHCARE CHALLENGES TAKES MORE THAN ONE ORGANIZATION.
WHAT IF?

That’s the question we ask ourselves, over and over. It’s how we’ve made hearts beat even stronger and longer, helped surgeons see inside patients, and given kids with diabetes the ability to just be kids.

It’s how we alleviated pain, restored health and extended life for more than 62 million people last year.

**But what if we could do more? What if we could partner across the industry to help solve healthcare’s biggest challenges?**

**Like finding new ways to tackle the burden of chronic disease. Lower the cost of healthcare. Get everyone the care they need.**

No single entity in the healthcare system can solve these challenges alone. That’s why we combined with Covidien in 2015 — expanding our scope so we can treat more people, for more diseases, more efficiently than ever before.

And it’s why we’re reaching even further. We’re putting the full power of our technologies, services, resources — and our people — to work with new partners, in new ways, to transform healthcare.

Let’s take healthcare **Further, Together.**
OUR COMPANY AT A GLANCE*

*Based on FY2015 data, which includes Medtronic fiscal year as reported and the one-quarter contribution of the Covidien transaction, which closed on January 26, 2015.

OUR MISSION
ALLEVIATE PAIN.
RESTORE HEALTH.
EXTEND LIFE.

OUR BUSINESSES

CARDIAC AND VASCULAR GROUP
Aortic and Peripheral Vascular
Cardiac Rhythm and Heart Failure
Coronary and Structural Heart

MINIMALLY INVASIVE THERAPIES GROUP
Early Technologies
Patient Monitoring and Recovery
Renal Care Solutions
Surgical Innovations

RESTORATIVE THERAPIES GROUP
Neuromodulation
Neurovascular
Orthopedics
Spine
Surgical Technologies

DIABETES GROUP
Diabetes Service and Solutions
Intensive Insulin Management
Non-Intensive Diabetes Therapies

DIAGNOSTICS GROUP
Blood Glucose Monitoring
Renal and Cardiovascular Diagnostics
Oncology Diagnostics

GEOGRAPHIC NET SALES MIX*

60% Americas
10% Asia Pacific
5% Greater China
25% Europe, Middle East, Africa
$97.8M
CHARITABLE CONTRIBUTIONS

48%
Foundation Giving

40%
Cash Contributions

12%
Product Donations

1 Includes support of medical conferences, charitable grants, and research and public education programs

2 Estimated fair market value

7,500+
SCIENTISTS AND ENGINEERS

80+
MANUFACTURING FACILITIES

$1.6B
RESEARCH AND DEVELOPMENT INVESTMENT

400+
CLINICAL TRIALS

85,000+
EMPLOYEES

155+
COUNTRIES

$20.3B
IN REVENUE

53,000+
PATENTS

62
MILLION+
LIVES IMPROVED

$20.3B
MDT
NYSE SYMBOL

2015 MEDTRONIC COMPANY OVERVIEW
OUR OFFERINGS

Today, we’re known for our life-changing innovations and breakthrough medical technologies. We offer therapies that treat nearly 70 conditions, including some of the world’s most challenging chronic diseases — like diabetes, obesity, cancer, and heart disease. We also provide many essential support products and services that are used across multiple procedures and along the entire continuum of care.

Our legacy of innovation and unique position as the world’s largest medical technology company allow us to play a central role in transforming healthcare. We’re collaborating with new partners in new ways to create new innovations — ones that add both clinical and economic value. So that tomorrow, even more people can get the affordable care they need.

OUR THERAPIES IMPROVE THE LIVES OF MORE THAN 2 PEOPLE EVERY SECOND.
**CONDITIONS**

**OUR THERAPIES TREAT**

**Cardiac Rhythm**
- Asymptomatic heart rhythms
- Atrial fibrillation
- Fast heart rates (tachycardia)
- Heart failure
- Slow heart rates (bradycardia)

**Coronary**
- Coronary artery disease

**Diabetes**
- Type 1
- Type 2

**Ear, Nose, and Throat**
- Sinus diseases
- Thyroid conditions requiring thyroidectomy
- Conductive or mixed hearing loss and single-sided deafness
- Otologic and neurotologic disorders
- Sleep-disordered breathing

**Endovascular**
- Aortic aneurysms
- Deep vein thrombosis (DVT)
- Peripheral vascular disease
- Venous insufficiency

**Gastroenterological, Urogynecological, and Urological**
- Acid reflux
- Appendicitis
- Barrett’s esophagus
- Chronic benign liver disease
- Chronic fecal incontinence

**Neurological**
- Acute ischemic stroke
- Blood clots
- Brain aneurysms
- Brain tumors and lesions
- Chronic cancer pain
- Chronic leg and back pain
- Cranial trauma
- Dystonia*
- Essential tremor
- Hydrocephalus
- Obsessive-compulsive disorder*
- Parkinson’s disease
- Severe spasticity
- Subdural hematomas

**Pulmonary**
- Acute respiratory distress syndrome (ARDS)
- Asthma
- Chronic obstructive pulmonary disease (COPD)
- Lung cancer
- Pulmonary embolisms
- Respiratory compromise
- Sleep apnea

**Spine and Orthopedic**
- Cervical degenerative disc disease
- Degenerative disc disease
- Lumbar spinal stenosis
- Orthopedic trauma
- Scoliosis
- Spinal fractures
- Tibial fractures

**Structural Heart**
- Congenital heart disease
- Heart valve disease

**SUPPORT PRODUCTS AND SERVICES**

**Medical Supplies**
- Compression products
- Dialysis catheters
- Incontinence care
- Nutritional delivery
- Safety needles
- Wound care

**Surgical Navigation**
- Image-guided navigation systems
- Navigation catheters
- Navigated instrumentation and workflows
- Surgical imaging and navigation

**Patient Monitoring**
- Anesthesia monitoring
- Cerebral/somatic oxygen saturation monitoring
- End tidal CO₂ monitoring
- Long- and short-term cardiac monitoring
- Intraoperative nerve monitoring
- Pulse oximetry

**Remote Monitoring**
- Cardiac and diabetes device monitoring
- Health informatics and monitoring systems
- Telehealth monitoring systems

**Service Solutions**
- Hospital solutions and efficiency
- Care management services
- Education programs

**Surgical Products**
- Advanced energy electrosurgical instruments
- Antibacterial device envelopes
- Manual and powered surgical instruments

*Humanitarian device in the United States — the effectiveness for this use has not been demonstrated.
A hospital knew that to better treat patients it had to first treat itself.

Maastricht University Medical Center in the Netherlands was coping with the same challenges healthcare providers around the world are confronting. Patients have increasingly complex needs that demand the latest innovative treatments. Talented healthcare workers are harder to attract and retain. And delivering the highest quality care at an affordable cost is more necessary and difficult than ever.

So a team of experts — medical center staff, the CEO, a professor, the director of the cardiovascular center, and Medtronic consultants — worked together to improve the hospital’s operational processes, better use resources, and truly engage its employees.

Within one year, the hospital’s Heart and Vascular Center treated 20 percent more patients without adding staff, cut the average patient length of stay by one-third, reached 100 percent compliance with guidelines — and saved $2.5 million in the process.\(^1\) As a result, the hospital is well on its way to becoming a Center of Excellence for the community.

\(^1\) Medtronic. A case study of Maastricht University Medical Center. 2015.
On his way to a soccer game, 22-year-old Scott Thompson suddenly began wobbling. His head started throbbing. What he thought was dehydration turned out to be much worse. The college student had suffered a stroke. Surgeons removed a blood clot in his brain, but a looming question remained: What caused the stroke in this seemingly healthy young man?

Scott’s doctors suspected it was the result of an irregular heart rhythm called atrial fibrillation (AF) — believed to be responsible for many cryptogenic strokes (strokes without a known cause).1-3 Because AF often has no symptoms and can occur infrequently, conventional short-term heart monitors may not detect it. So Scott’s doctors turned to a miniaturized, wireless cardiac monitor — one-third the size of a AAA battery. They inserted it discreetly under the skin of Scott’s chest during a simple outpatient procedure. The monitor continuously recorded Scott’s heart activity and, within a few months, confirmed he had AF.

The diagnosis not only gave Scott’s doctors the information they needed to prescribe stroke-preventive blood thinners, it gave Scott the peace of mind to live life fully again.

For safety information, see back cover.

1 Heart Disease and Stroke Statistics 2015 Update Circulation. 2015; 131: e29-e322 Published online before print December 17, 2014, doi: 10.1161/CIR.0000000000000152.
NEARLY 400 MILLION PEOPLE NEED A BETTER WAY TO MANAGE DIABETES. A TEAM OF SPECIALISTS AND A COMPUTER ARE CRUNCHING 125 MILLION CLUES TO UNCOVER NEW TREATMENTS.

Today, there are nearly 400 million people with diabetes in the world. And the number keeps growing — along with the cost and complexities of care. Insulin pumps and glucose monitors are great tools to help people manage blood sugar levels, but they’re not enough to deal with the epidemic.

So a team of specialists — from IBM’s Watson Health cognitive computing business and Medtronic’s diabetes business — are working to gather and analyze valuable information. Anonymous information like 125 million days of device use, electronic medical records, health insurance claims, and population health data.

The hope is to uncover new ideas for treating and managing diabetes. New ideas to both improve care and reduce cost — so people living with diabetes can enjoy greater freedom and better health.

WHEN A COMMUNITY CAN’T ACCESS THE CARE IT NEEDS, AN UNCONVENTIONAL GROUP OF EXPERTS DIGS IN TO BREAK DOWN THE BARRIERS.

Around the world, millions of people don’t get the healthcare they need. Issues of access — cost, geography, awareness — result in disparities in care. It may be a remote Bolivian farmer who can’t get a simple surgery for a deadly, but treatable, condition. Or mothers in India at risk for gestational diabetes, but unaware of the threat.

Global Innovation Fellows, a program of Medtronic Philanthropy, connects a team of local experts, including health ministries and select nonprofit organizations, with a multidisciplinary cohort of Fellows — employees from across the company and around the world who want to engage in global health solutions through skilled service. The team spends three intense weeks on the ground, immersed in the community and its culture. They interview local patients and healthcare workers. Observe local processes. Analyze the barriers. And brainstorm frugal innovations — each adding their unique point of view.

Together, they come up with ways to address barriers to care. And each new cohort adds to our understanding of how to better reach underserved populations around the world.
ADDITIONAL DEVICE INFORMATION

Reveal LINQ™ Insertable Cardiac Monitor

The Reveal LINQ Insertable Cardiac Monitor is an implantable patient-activated and automatically-activated monitoring system that records subcutaneous ECG and is indicated in the following cases:

- Patients with clinical syndromes or situations at increased risk of cardiac arrhythmias.
- Patients who experience transient symptoms — such as dizziness, palpitation, syncope, and chest pain — that may suggest a cardiac arrhythmia.

The device has not been tested specifically for pediatric use. Possible risks associated with the implant of the Reveal LINQ Insertable Cardiac Monitor include, but are not limited to, infection at the surgical site, device migration, erosion of the device through the skin, and/or sensitivity to the device material.

Treatment with a Reveal LINQ Insertable Cardiac Monitor is prescribed by a physician. This treatment is not for everyone. Please talk to your doctor to see if it is right for you. Your physician should discuss all potential benefits and risks with you. Although many patients benefit from the use of this treatment, results may vary. For further information, please call the Medtronic toll-free number at 1-800-551-5544 (7 a.m. to 6 p.m., Monday-Friday, Central Time) or see the Medtronic website at www.medtronic.com.