Medtronic

## The Story of a Medical Technology Leader 2013



## Fulfilling an Unmet Medical Need



## An Enduring Mission

To contribute to human welfare by application of biomedical engineering ...

To direct our growth in the areas of biomedical engineering ...

To strive without reserve for the greatest possible reliability...

To make a fair profit ...
To recognize the personal worth of employees ...

To maintain good citizenship...


## Global Leader in Medical Technology

## $46,000+\left\lvert\, \begin{aligned} & \text { employees, making us the largest } \\ & \text { global medical technology company }\end{aligned}\right.$

$5,800+\left\lvert\, \begin{aligned} & \text { scientists and engineers } \\ & \text { around the world }\end{aligned}\right.$
1,500+
FY13 patents awarded, bringing our total worldwide to more than 28,000
\$16.6B
FY13 global sales from continuing operations which generate \$3.9B in free cash flow*
~45\%
sales from international markets, representing more than 140 countries

## Consistent Sales Growth Worldwide



## Diverse Businesses to Treat Many Conditions



## Products and Therapies to Address Many Chronic Conditions

Neurological
Severe Spasticity associated with Multiple Sclerosis,
Cerebral Palsy, Stroke, and Spinal Cord and Brain
Injuries
Parkinson's Disease $\dagger$
Essential Tremor $\dagger$
Dystonia $\dagger$ *
Hydrocephalus $\dagger$
Obsessive-Compulsive Disorder $\dagger$ *
Brain Tumors and Other Lesions $\dagger$
Chronic Pain

## Serving the World's Major Geographies



## Future Growth Driven by Emerging Markets



Percent of Revenue in
FY13


Estimated Percent of Revenue in coming years


## Global Trends Affecting Healthcare



## Chronic Disease Becoming a Global Epidemic



## Improving Another Life Every 3 Seconds

