

# Medtronic, Inc.

United States of America/Healthcare Equipment & Services

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**UBS Research**

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## Meetings with Management Reinforce Bullish View

- Above-plan F2H16 leverage driven by solid utilization growth and synergies
- Leading the transition to value-based healthcare
- Interest in Ortho, but not by way of a large deal
- Valuation: \$87 price target, 12x EV/EBITDA on FY18E EBITDA of \$11.2 bil

### Above-plan F2H16 leverage driven by solid utilization growth and synergies

Management continues to see back-half leverage above and beyond the company's 200-400 bps leverage goals, driven by the best end-market growth in ten years and synergies related to the COV deal. With F2Q behind the company, we note a significant improvement in investor sentiment for MDT, and we expect that interest and traction to continue to improve throughout F2H16. We reiterate our Buy rating and \$87 target, and remain buyers of the stock at current levels.

### Leading the transition to value-based healthcare

Consistent with Mr. Ishrak's recent comments, the company remains the leader among medical supplies and devices providers in terms of pursuing and embracing the transition to a value-based healthcare model in the U.S. In the post-ACA health economy, there is a re-focusing of R&D and product development on therapies that improve outcomes and reduce post-acute complications and reoperations. We continue to see Medtronic as a leader in this regard.

### Interest in Ortho, but not by way of a large deal

During our lunch meeting, management responded to the perennial question regarding Medtronic's potential strategic interest in the ortho market. Not surprisingly, management views the size of the market as interesting, and sees the transition to bundled payments as an attractive access point to the market. Counter to conventional wisdom, management sees bundling of reimbursement to include a wider episode of care as a process that will strengthen the ortho market (and other therapeutic markets) over time. Importantly, we would not interpret management's comments to suggest a large ortho investment in the cards.

### Valuation: \$87 price target, 12x EV/EBITDA on FY18E EBITDA of \$11.2 bil

Our 12x target multiple is roughly in line with the large cap medical supply comps. There is the potential for upside to our target multiple if the company's pipeline continues to outperform relative to expectations.

12-month rating	<b>Buy</b>
12-month price target	<b>\$87.00</b>
Price	<b>\$77.10</b>

**Contributing authors:** Yi Cheng

### Trading data and key metrics

52-wk range	US\$79.25-64.52
Market cap.	US\$109bn
Shares o/s	1,419m (COM)
Free float	100%
Avg. daily volume ('000)	2,027
Avg. daily value (m)	US\$148.3
Common s/h equity (04/16E)	US\$55.8bn
P/BV (04/16E)	2.0x
Net debt / EBITDA (04/16E)	1.5x
RIC	MDT.N
BBG	MDT US

Sources: UBS, Bloomberg

### EPS (UBS, diluted) (US\$)

	04/16E	
	UBS	Cons.
Q1	1.02	1.02
Q2	1.03	1.03
Q3E	1.06	1.06
Q4E	1.27	1.27
04/16E	4.38	4.38
04/17E	4.91	4.85
04/18E	5.47	5.37

Definitions of terms and abbreviations are available in the appendix section of this report, and more extensively on internet at [www.ubs.com/glossary](http://www.ubs.com/glossary)

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# Medtronic, Inc.

## Company Profile: Medtronic, Inc.

Medtronic is a global manufacturer and provider of medical devices and equipment across a wide range of specialties including cardiac rhythm management, vascular intervention, structural and valvular disease, spinal disorders, neuro-modulation, surgical equipment and diabetes.

## Statement of Risk

Lower than expected deal synergies, failure of key pipeline products, unexpected slowdown in key markets and regulatory delays of key products.

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<b>Highlights (US\$m)</b>	<b>04/13</b>	<b>04/14</b>	<b>04/15</b>	<b>04/16E</b>	<b>04/17E</b>	<b>04/18E</b>	<b>04/19E</b>	<b>04/20E</b>
Revenues	16,589	17,006	20,261	28,815	30,737	32,775	34,777	36,744
EBIT (UBS)	4,770	4,828	5,269	6,290	6,996	7,757	8,432	9,107
Net earnings (UBS)	3,855	3,925	4,658	6,268	7,021	7,824	8,517	9,251
EPS (UBS, diluted) (US\$)	3.75	3.87	4.20	4.38	4.91	5.47	5.95	6.47
DPS (US\$)	1.04	1.12	1.24	1.43	1.59	1.71	1.79	1.88
Net (debt) / cash	479	2,313	(16,706)	(13,588)	(9,247)	(4,325)	1,135	7,347
<b>Profitability/valuation</b>	<b>04/13</b>	<b>04/14</b>	<b>04/15</b>	<b>04/16E</b>	<b>04/17E</b>	<b>04/18E</b>	<b>04/19E</b>	<b>04/20E</b>
EBIT margin %	28.8	28.4	26.0	21.8	22.8	23.7	24.2	24.8
ROIC (EBIT) %	27.4	28.7	12.3	9.1	10.4	11.9	13.5	15.3
EV/EBITDA (core) x	8.8	10.9	12.6	12.7	11.6	10.6	9.8	9.2
P/E (UBS, diluted) x	11.2	14.4	16.4	17.6	15.7	14.1	12.9	11.9
Equity FCF (UBS) yield %	10.4	8.2	5.7	4.7	7.2	8.2	8.9	9.8
Net dividend yield %	2.5	2.0	1.8	1.8	2.1	2.2	2.3	2.4

Source: Company accounts, Thomson Reuters, UBS estimates. Metrics marked as (UBS) have had analyst adjustments applied.

Valuations: based on an average share price that year, (E): based on a share price of US\$77.10 on 15 Dec 2015 19:37 EST

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# Medtronic, Inc.

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UBS 12-Month Rating	Rating Category	Coverage <sup>1</sup>	IB Services <sup>2</sup>
Buy	Buy	47%	33%
Neutral	Hold/Neutral	42%	34%
Sell	Sell	11%	23%

1:Percentage of companies under coverage globally within the 12-month rating category.

2:Percentage of companies within the 12-month rating category for which investment banking (IB) services were provided within the past 12 months.

Source: UBS. Rating allocations are as of 31 March 2014.

UBS 12-Month Rating	Definition
Buy	FSR is > 6% above the MRA.
Neutral	FSR is between -6% and 6% of the MRA.
Sell	FSR is > 6% below the MRA.

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#### Global Equity 12-Month Rating Definitions

**Buy:** FSR is > 6% above the MRA. **Neutral:** FSR is between -6% and 6% of the MRA. **Sell:** FSR is > 6% below the MRA.

#### Key Definitions

**Forecast Stock Return (FSR)** is defined as expected percentage price appreciation plus gross dividend yield over the next 12 months.

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#### Company Disclosures

Medtronic	MDT US	Buy	US\$77.10	15 Dec 2015
Company Name	Reuters	12-mo rating	Price	Price date

Source: UBS. All prices as of local market close.

Ratings in this table are the most current published ratings prior to this report. They may be more recent than the stock pricing date

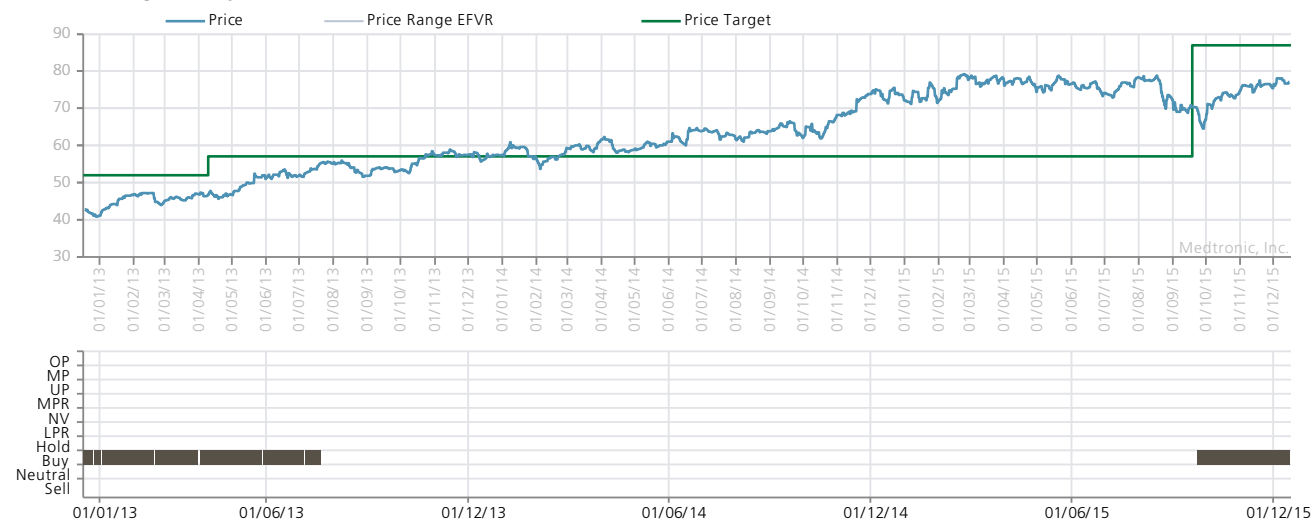
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# Medtronic, Inc.

## Global rating history -- Medtronic, Inc., MDT US



Source: UBS CIO as of 16 December 2015

### Terms and Abbreviations

Term / Abbreviation	Description / Definition	Term / Abbreviation	Description / Definition
1H, 2H, etc. or 1H11, 2H11, etc.	First half, second half, etc. or first half 2011, second half 2011, etc.	1Q, 2Q, etc. or 1Q11, 2Q11, etc.	First quarter, second quarter, etc. or first quarter 2011, second quarter 2011, etc.
2011E, 2012E, etc.	2011 estimate, 2012 estimate, etc.	A	actual i.e. 2010A
ADR	American depositary receipt	ARPU	Average Revenue Per User
AUM	Assets under management = total value of own and third-party assets managed	Avg.	average
bn	Billion	bp or bps	Basis point or basis points (100 bps = 1 percentage point)
BVPS	Book value per share = shareholders' equity divided by the number of shares	CAGR	Compound annual growth rate
Cant Inc/Capita	Cantonal income per capita (Switzerland only)	Capex	Capital expenditures
CF	Cash flow	CFO	1) Cash flow from operations, 2) Chief financial officer
COGS	Cost of goods sold	COM	Common shares
Cons.	Consensus	Core Tier 1 Ratio	Tier 1 capital minus tier 1 hybrid securities
Cost/Inc Ratio (%)	Costs as a percentage of income	CPI	Consumer price index
CR	Combined ratio = ratio of claims and expenses as a percentage of premiums (for insurance companies)	CY	Calendar year
DCF	Discounted cash flow	DDM	Dividend discount model
Dividend Yield (%)	Dividend per share divided by price per share	DPS	Dividend per share
E	expected i.e. 2011E	EBIT	Earnings before interest and taxes
EBIT Margin (%)	EBIT divided by revenues	EBITDA	Earnings before interest, taxes, depreciation and amortization
EBITDA Margin (%)	EBITDA divided by revenues	EBITDA/Net Interest	EBITDA divided by net interest expense
EBITDAR	Earnings before interest, taxes, depreciation, amortization and rental expense	EFVR	Estimated fair value range
EmV	Embedded value = net asset value + present value of forecasted future profits (for life insurers)	EPS	Earnings per share
Equity Ratio (%)	Shareholders' equity divided by total assets	EV	Enterprise value = market value of equity, preferred equity, outstanding net debt and minorities
FCF	Free cash flow = cash a company generates above outlays required to maintain/expand its asset base	FCF Yield (%)	Free cash flow divided by market capitalization
FFO	Funds from operations	FY	Fiscal year / financial year
GDP	Gross domestic product	Gross Margin (%)	Gross profit divided by revenues
H	half year	h/h	Half-year over half-year; half on half
hist av.	Historical average	Interbank Ratio	Interbank deposits due from banks divided by interbank deposits due to banks
Interest Coverage	Ratio that expresses the number of times interest expenses are covered by earnings	Interest exp	Interest expense
ISIN	International securities identification number	K	One thousand
LLP/Net Int Inc (%)	Loan loss provisions divided by net interest income	LLR/Gross Loans (%)	Loan loss reserves divided by gross loans

## Medtronic, Inc.

Term / Abbreviation	Description / Definition	Term / Abbreviation	Description / Definition
LPR	Least Preferred: The stock is expected to both underperform the relevant benchmark and depreciate in absolute terms.	Market cap	Number of all shares of a company (at the end of the quarter) times closing price
m/m	Month-over-month; month on month	mn or m	Million
M and A	Merger and Acquisition	MP	Marketperform: The stocks expected performance is in line with the sector benchmark
MPR	Most Preferred: The stock is expected to both outperform the relevant benchmark and appreciate in absolute terms.	n.a.	Not available or not applicable
NAV	Net asset value	Net Debt	Short- and long-term interest-bearing debt minus cash and cash equivalents
Net DPS	Net dividends per share	NIM or Net Int Margin (%)	Net interest income divided by average interest-bearing assets
Net Margin (%)	Net income dividend by revenues	NV	Neutral View: The stock is expected to neither outperform nor underperform the relevant benchmark nor significantly appreciate or depreciate in absolute terms.
n.m. or NM	Not meaningful	NPL	Non-performing loans
OP	Outperform: The stocks is expected to outperform the sector benchmark	Op Margin (%)	Operating income divided by revenues
p.a.	Per annum (per year)	P/BV	Price to book value
P/E or PE	Price to earnings / Price Earnings Ratio	P/E Relative	P/E relative to the market
P/EmV	Price to embedded value	PEG Ratio	P/E ratio divided by earnings growth
PPI	Producer price index	Prim Bal/Cur Rev (%)	Primary balance divided by current revenue (total revenue minus capital revenue)
Profit Margin (%)	Net income divided by revenues	q/q or QQQ	Quarter-over-quarter; quarter on quarter
R and D	Research and development	ROA (%)	Return on assets
ROAE (%)	Return on average equity	ROCE (%)	Return on capital employed = EBIT divided by difference between total assets & current liabilities
ROE (%)	Return on equity	ROIC (%) or ROI	Return on invested capital
Shares o/s	Shares outstanding	Solvency Ratio (%)	Ratio of shareholders' equity to net premiums written (for insurance companies)
sotp or SOTP	Sum of the parts	Tax Burden Index	Swiss tax index; 100 = average tax burden of all cantons
tgt	Target	Tier 1 Ratio (%)	Tier 1 capital divided by risk-weighted assets; describes a bank's capital adequacy
tn	Trillion	UP	Underperform: The stock is expected to underperform the sector benchmark
Valor	Swiss company identifier	WACC	Weighted average cost of capital
CIO	UBS WM Chief Investment Office	x	multiple / multiplier
y/y or YOY	Year-over-year; year on year	yr	Year
YTD	Year-to-date		

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