

Medtronic, Inc.

United States of America/Equipment & Services

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UBS Research

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Margin Leverage Steps Way Up, Guide Remains in 'Upper Half' of Mid-Single Digit Range

- Management delivers significant step-up in FX-Adj op margin leverage
- Key focus for the call to include drivers of leverage in Q3 and going forward
- Solid performance across key business lines; 2016 EPS guidance reiterated
- Valuation: \$87 price target, 12x EV/EBITDA on FY18E EBITDA of \$11.2 bil

Management delivers significant step-up in FX-Adj op margin leverage

Medtronic delivered 140 bps of year-over-year op margin leverage on in-line earnings (see Figure 1), up from ~30 bps of leverage reported in the first half of the company's fiscal year. The company's core business lines were roughly in-line with consensus on a constant currency basis, but below our above-consensus estimates due primarily to FX. Reported op margin was also ~20 bps short of our estimate, potentially also due in part to FX. Given the current macro and FX environment, we view the quarter as a solid 'win.' Importantly, management guidance for Q4 remains in the upper-half of the mid-single digit range, but management and investor focus remains on leverage and improving and capturing synergies related to the Covidien acquisition, which annualizes in Q4. We reiterate our Buy rating and \$87 target on MDT.

Key focus for the call to include drivers of leverage in Q3 and going forward

We expect the focus on the call to include: 1) Drivers of leverage in the quarter, Q4 and beyond; 2) Impact of emerging markets, oil-driven economies and FX on reported margins; 3) Key catalysts for new products and competitive dynamics; and 4) Potential for strategic use of cash.

Solid performance across key business lines; 2016 EPS guidance reiterated

Sales were \$6.934 bil, up 61% as reported (up 6% CC), \$81 mil below our estimates and \$50 mil below consensus on a dollar basis, driven largely by FX. On a reported basis, sales from CVG (-\$37 mil), MITG (-\$32 mil) and RTG (-\$14 mil) were slightly below our estimates, and Diabetes was in-line. For F4Q16, management expects underlying revenue growth of 5.0-5.5%, which is consistent with prior outlook of revenue growth in F2H16 of being in the upper-half of the company's mid-single digit CC growth range. FX impact in F4Q16 is estimated at \$180-220 mil. Management reiterated EPS guidance to \$4.36-\$4.40 for F2016, which includes an FX impact of \$0.45-0.50. This compares to our estimate and consensus of \$4.38.

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, understanding that there is the potential for upside if the company's pipeline continues to outperform relative to expectations.

12-month rating	Buy
12-month price target	\$87.00
Price	\$77.39

Contributing authors: Yi Cheng

Trading data and key metrics

52-wk range	US\$78.83-64.52
Market cap.	US\$110bn
Shares o/s	1,419m (COM)
Free float	100%
Avg. daily volume ('000)	1,993
Avg. daily value (m)	US\$151.0
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	1.28
04/16E	4.38	4.38
04/17E	4.91	4.88
04/18E	5.47	5.41

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

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Medtronic, Inc.

Investment Thesis

Investment Case

Our Buy rating is based on the following: 1) Large cap diversified medical supplies and devices leader in the sweet spot of balancing scale with innovative high growth programs; 2) Participating in almost every high-growth opportunity across our universe, like DCBs, TAVR and Afib Ablation; and 3) Medtronic is one of best-in-class at leveraging scale and breadth to its advantage.

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, neuromodulation, surgical equipment and diabetes.

Statement of Risk

Our \$87 price target is based on 12x EV/EBITDA on FY18E EBITDA of \$11.2 bil. Risks to our price target include lower than expected deal synergies, failure of key pipeline products, unexpected slow-down in key markets and regulatory delays of key products.

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Highlights (US\$m)	04/13	04/14	04/15	04/16E	04/17E	04/18E	04/19E	04/20E
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
Profitability/valuation	04/13	04/14	04/15	04/16E	04/17E	04/18E	04/19E	04/20E
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	8.2	9.4	12.6	13.7	12.0	10.6	9.4	8.3
P/E (UBS, diluted) x	11.2	14.4	16.4	17.7	15.8	14.1	13.0	12.0
Equity FCF (UBS) yield %	10.4	8.2	5.7	4.7	7.1	8.2	8.9	9.7
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\$77.39 on 29 Feb 2016 19:38 EST

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Medtronic, Inc.

Appendix

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UBS 12-Month Rating	Rating Category	Coverage ¹	IB Services ²
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.

Market Return Assumption (MRA) is defined as the one-year local market interest rate plus 5% (a proxy for, and not a forecast of, the equity risk premium).

Under Review (UR) Stocks may be flagged as UR by the analyst, indicating that the stock's price target and/or rating are subject to possible change in the near term, usually in response to an event that may affect the investment case or valuation.

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Company Disclosures

Medtronic	MDT US	Buy	US\$77.39	29 Feb 2016
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

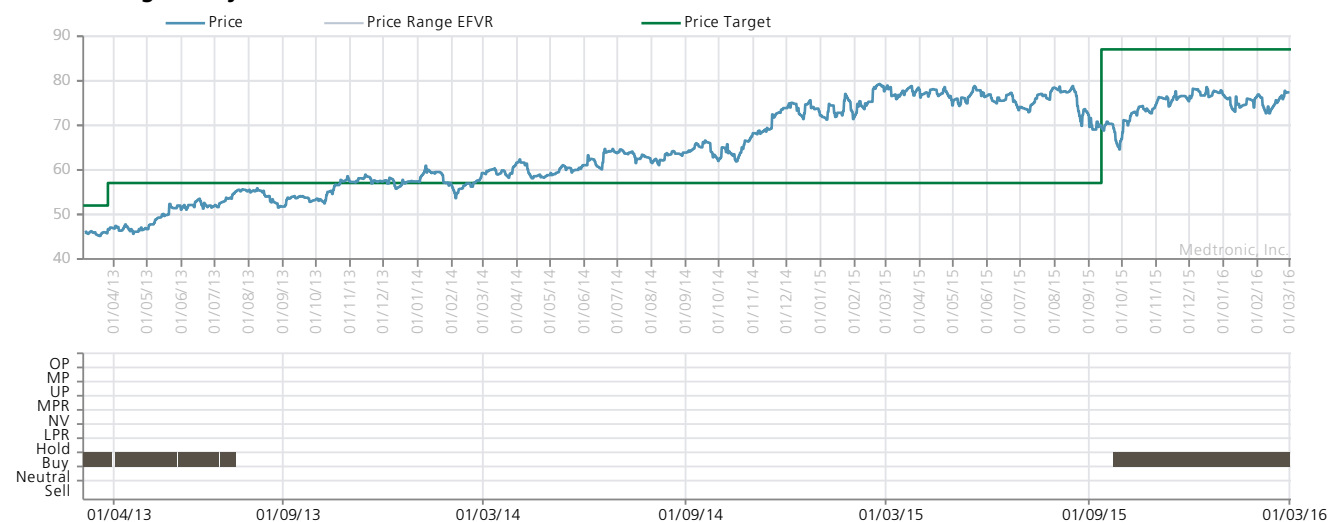
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6. A U.S.-based global equity strategist, a member of his team, or one of their household members has a long common stock position in Medtronic PLC.

Medtronic, Inc.

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



Source: UBS CIO as of 1 March 2016

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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