

# Medtronic, Inc.

United States of America/Equipment & Services

**31 May 2016**

**UBS Research**

Matt Miksic, IB Analyst

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12-month rating	<b>Buy</b>
12-month price target	<b>\$85.00</b>
Price	<b>\$81.69</b>

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## EPS and Sales Beat, Guide In Line, Margins In-Line Excluding Unplanned One-Offs

EPS beat on strong top-line growth, op margin in-line excluding one-off's

Management delivered top line growth at the high end of its target mid-single digit growth range, driving a penny beat to EPS. Guidance for F2017 was also right in-line with preliminary management commentary, and in-line with our expectations. Operating margins in the quarter will raise questions on the call, but excluding 70 bps of unplanned one-off's (20 bps from Bellco acquisition, 20 bps on scrap and obsolescence, 30 bps of additional FX on inventory), margins would have been in-line with management's 31.0 – 31.3% guided range, and FX-adjusted operating leverage would have been ~300 bps, adding another 3c to EPS, by our analysis. We continue to view MDT as uniquely positioned in the post-ACA Health Economy to create shareholder value by leveraging its scale and significant pipeline of innovative therapies in new and rapidly growing markets. We reiterate our Buy rating on the stock, which remains one of our two (with JNJ) favorite large-cap diversified picks.

Sales beat driven by CVG and MITG, with RTG and Diabetes in line

Sales were \$7.567 bil, up 4% as reported (up 6% CC), around \$100 mil above our estimates and consensus on a dollar basis. On a reported basis, sales from MITG (+\$72 mil), CVG (+\$38 mil), RTG (+\$7 mil) and Diabetes (+\$1 mil) were all above our estimates. On a CC basis, all business lines saw solid growth (CVG +8%, MITG +6%, RTG +3%, and Diabetes +10%).

2017 guidance was largely in-line with preliminary outlook, FX impact reduced

MDT expects underlying revenue growth of 5-6% for FY17, in-line with the preliminary outlook of mid-single digit growth. Full year negative FX impact is now guided at \$25-75 mil, which is expected to entirely happen in F1Q17, lower than previous guidance of \$200 mil. Reported revenue growth for FY17 is guided at 3-4.5%, including the FX impact and the F1Q16 extra selling week. Cash EPS is expected to be \$4.60-4.70 for FY17, in-line with our estimate of \$4.65 and consensus of \$4.70. Excluding the negative FX impact of \$0.20-0.25 and the F1Q16 extra selling week, underlying EPS is expected to grow 12-16% in FY17.

### Trading data and key metrics

52-wk range	US\$81.89-64.52
Market cap.	US\$116bn
Shares o/s	1,419m (COM)
Free float	100%
Avg. daily volume ('000)	1,502
Avg. daily value (m)	US\$116.4
Common s/h equity (04/16E)	US\$53.3bn
P/BV (04/16E)	2.2x
Net debt / EBITDA (04/16E)	1.8x
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
Q3	1.06	1.06
Q4E	1.26	1.26
04/16E	4.36	4.37
04/17E	4.65	4.70
04/18E	5.34	5.23

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

Our \$85 price target for MDT is based on 12.5x EV/EBITDA on FY18E EBITDA of \$10.6 bil. Risks to our price target include lower than expected deal synergies, failure of key pipeline products, unexpected slowdown in key markets and regulatory delays of key products. Our price target for JNJ is based on 12x EV/EBITDA on projected FY17E EBITDA of \$27.2 bil.

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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	28,715	29,717	31,727	33,623	35,470
EBIT (UBS)	4,770	4,828	5,269	6,256	6,508	7,378	8,022	8,650
Net earnings (UBS)	3,855	3,925	4,745	6,216	6,456	7,310	7,954	8,605
EPS (UBS, diluted) (US\$)	3.75	3.87	4.28	4.36	4.65	5.34	5.81	6.29
DPS (US\$)	1.04	1.12	1.24	1.55	1.86	2.23	2.46	2.70
Net (debt) / cash	479	2,313	(16,706)	(16,196)	(14,214)	(10,698)	(5,075)	1,014
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	21.9	23.3	23.9	24.4
ROIC (EBIT) %	27.4	28.7	12.3	9.1	9.6	11.3	12.8	14.4
EV/EBITDA (core) x	8.2	9.4	12.6	14.6	13.7	12.1	10.8	9.7
P/E (UBS, diluted) x	11.2	14.4	16.1	18.7	17.6	15.3	14.1	13.0
Equity FCF (UBS) yield %	10.4	8.2	5.7	4.2	6.2	7.3	7.9	8.6
Net dividend yield %	2.5	2.0	1.8	1.9	2.3	2.7	3.0	3.3

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\$81.69 on 27 May 2016 19:37 EDT

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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.

**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).

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#### Company Disclosures

Medtronic	MDT US	Buy	US\$81.69	27 May 2016
Johnson & Johnson	JNJ US	Buy	US\$113.06	27 May 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

#### Disclosures (31 May 2016)

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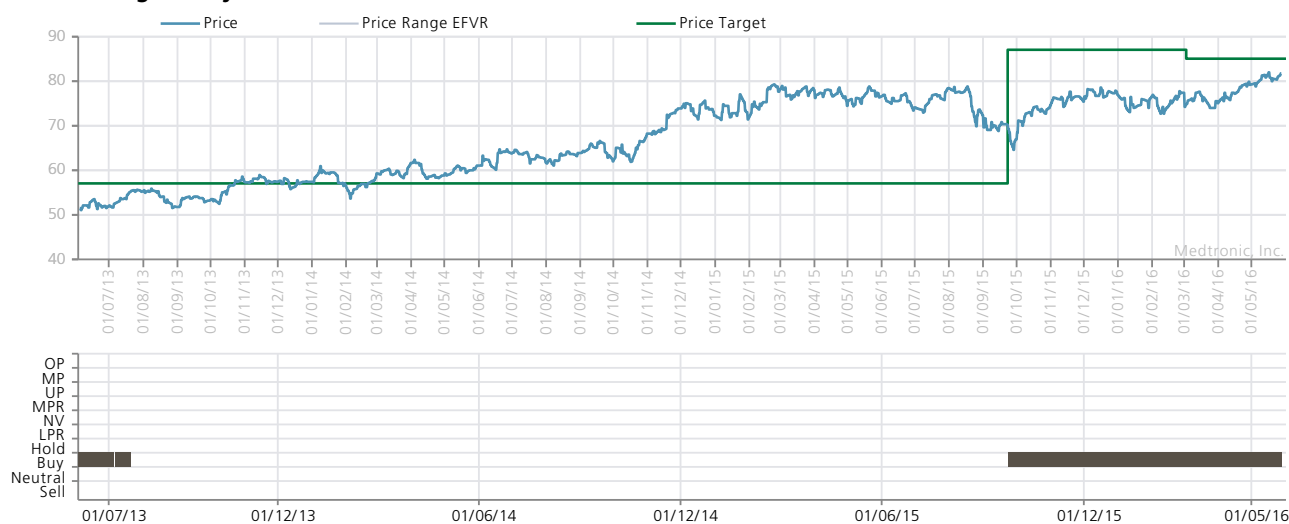
# Medtronic, Inc.

## Global rating history -- Johnson & Johnson, JNJ US



Source: UBS CIO as of 31 May 2016

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



Source: UBS CIO as of 31 May 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 depository 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

# Medtronic, Inc.

Term / Abbreviation	Description / Definition	Term / Abbreviation	Description / Definition
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
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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