MEDTRONIC AT-A-GLANCE
THE WORLD’S LEADING MEDICAL TECHNOLOGY COMPANY
WITH A MISSION TO ALLEVIATE PAIN, RESTORE HEALTH AND EXTEND LIFE

OPERATE IN
150+
COUNTRIES

72
MILLION+
LIVES IMPROVED
IN FY20

$2.3B
R&D SPEND
IN FY20

$460M+
CLINICAL INVESTMENTS
IN FY20

300
CLINICAL TRIALS
IN FY20

49,000+
PATENTS
IN OUR PORTFOLIO

90,000
EMPLOYEES

11,200+
CLINICAL PROFESSIONALS
SCIENTISTS
ENGINEERS

$28.9
BILLION
FY20
TOTAL
REVENUE

Diabetes Group

Cardiac & Vascular Group

Restorative Therapies Group

Minimally Invasive Therapies Group

Emerging Markets

United States

Non-US Developed

$2.4B
$10.5B
$7.7B
$8.4B
$4.7B
$14.9B
$9.3B

72
MILLION+
LIVES IMPROVED
IN FY20

OUR GLOBAL PRESENCE
EUROPE, MIDDLE EAST, & AFRICA
AMERICAS
ASIA PACIFIC
GREATER CHINA

72
MILLION+
LIVES IMPROVED
IN FY20

OUR GLOBAL PRESENCE
EUROPE, MIDDLE EAST, & AFRICA
AMERICAS
ASIA PACIFIC
GREATER CHINA
OUR MISSION
WRITTEN IN 1960, OUR MISSION DRIVES EVERYTHING WE DO.

1. To contribute to human welfare by application of biomedical engineering in the research, design, manufacture, and sale of instruments or appliances that alleviate pain, restore health, and extend life.

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

3. To strive without reserve for the greatest possible reliability and quality in our products.

4. To make a fair profit.

5. To recognize the personal worth of all employees.

6. To maintain good citizenship.
OUR PIPELINE
OUR THERAPIES AND SOLUTIONS
IMPROVE LIVES

More than 70 conditions in the human body are treated with our therapies, enabling us to address chronic conditions and provide healthcare solutions.
“At Medtronic, we believe diversity drives better business results. This includes creating a diverse supply chain – one that delivers exceptional quality, while also benefiting the patients and physicians we serve and the broader communities in which we operate. Further, we gain a competitive advantage through the product innovation and flexibility delivered by a diverse supplier base.

— Medtronic Chief Executive Officer, Geoff Martha

READ GEOFF’S LETTER TO MEDTRONIC EMPLOYEES IN LIGHT OF THE TRAGIC EVENTS IN MINNEAPOLIS.
FOUNDED ON INNOVATION AND COLLABORATION

Since the late 1940s, we have been working with others to alleviate pain, restore health, and extend life.
LONG HISTORY OF SUPPORTING AND ADVANCING DIVERSITY & INCLUSION

I DREAMED OF A WORLD WHERE WOMEN LEAD

Earl Bakken
Medtronic Co-Founder
1924-2018

Earl’s desk Dec 30, 2015
SOURCING PIPELINE
Opportunities for Diverse Partnerships

- Quality is paramount in the highly regulated medical device industry
- Direct and indirect sourcing events scheduled over the next 12 months.
- Driving continuous improvement in cost, quality and service through supplier partners

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<td>Precision machining</td>
<td>Equipment &amp; Automation</td>
<td>SAP implementation partner</td>
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<td>Thermo-form trays</td>
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GETTING STARTED
Growing business at Medtronic

**STEP 1:** Research industry trends & Requirements

**STEP 2:** Register in Diverse Supplier Portal

**STEP 3:** Present a targeted value proposition at tradeshows, conferences, etc

**STEP 4:** Remain patient, polite and persistent

**STEP 5:** Actively manage the relationship as a Medtronic supplier

Visit for program links and information www.medtronic.com/supplierdiversity
Medtronic
Further, Together