

# Renal Denervation

## Selected Graphics

**Medtronic**

**2020 Institutional Investor & Analyst Day**

October 14, 2020



INVESTOR DAY 2020

**Jason Weidman**

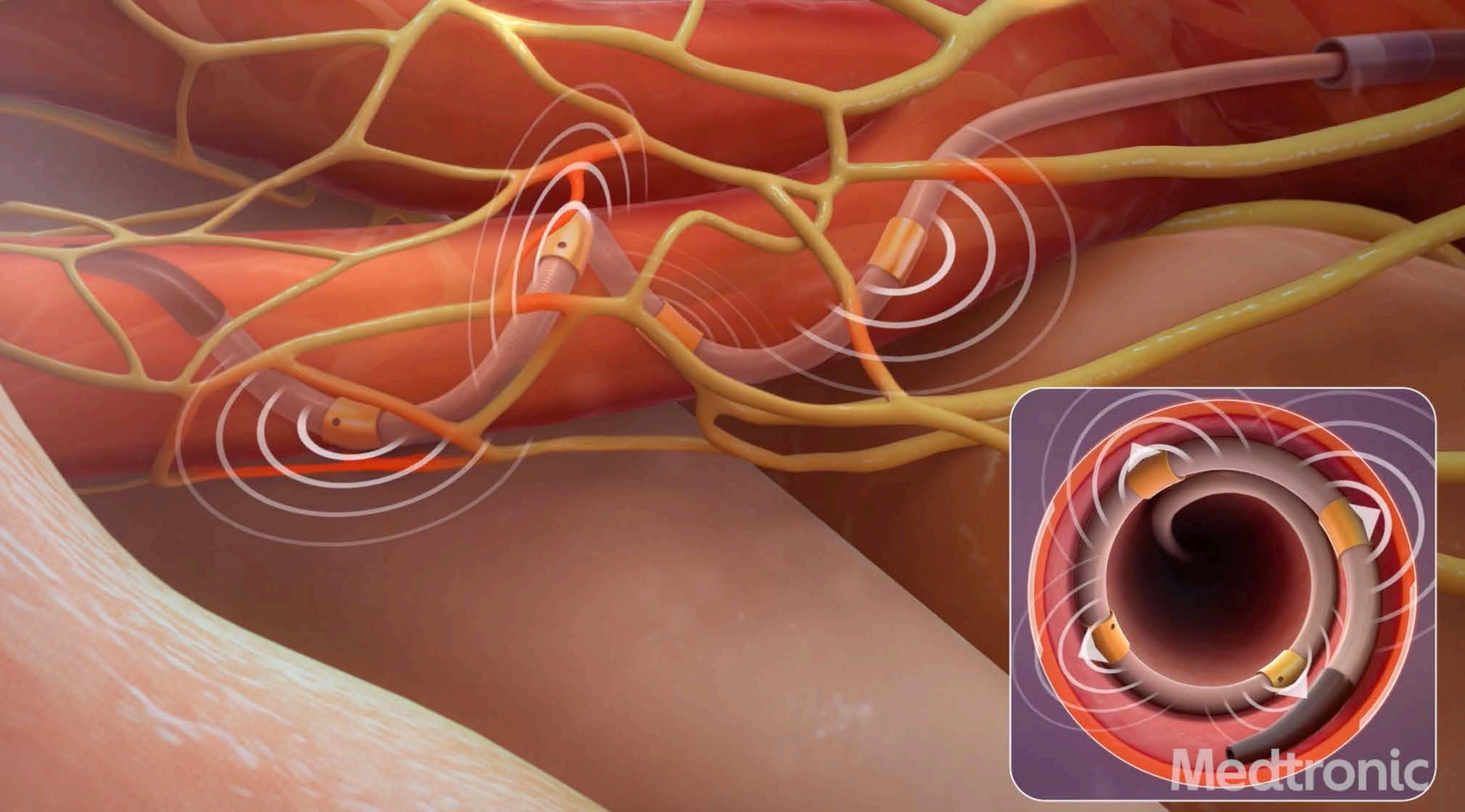
Senior Vice President, President, Coronary & Renal Denervation



Hypertension affects 1/3 of adults globally

Single largest contributor to death

50% of patients are non-adherent within 1 year





INVESTOR DAY 2020

**Jeffrey Popma, M.D.**

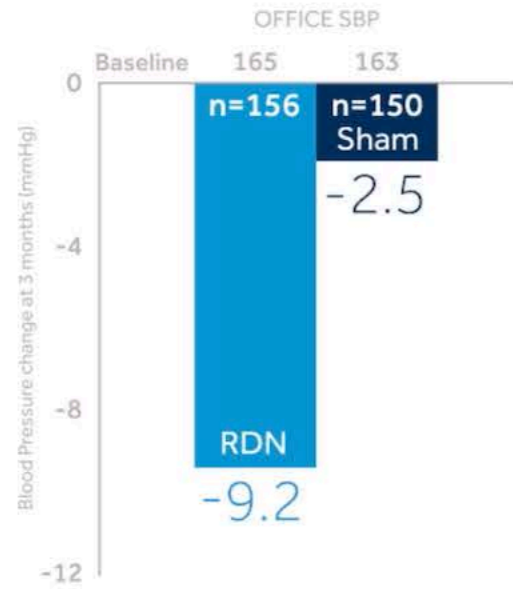
Chief Medical Officer, Structural Heart, Coronary, Renal Denervation

# Clinically significant blood pressure reductions in the presence and absence of medications

Merits of different evidence sets

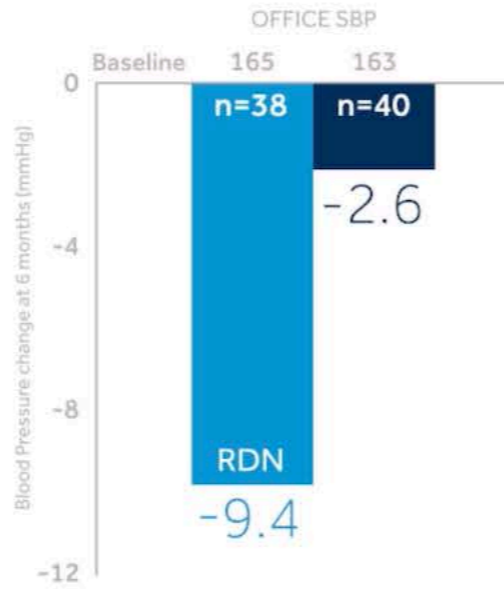
## OFF MED PIVOTAL

Scientific evidence of efficacy



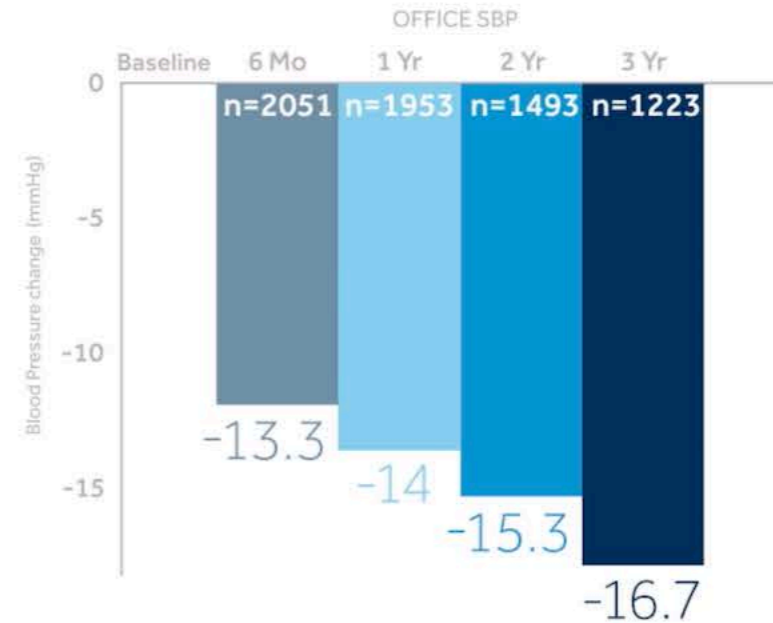
## ON MED PILOT

Clinically relevant population



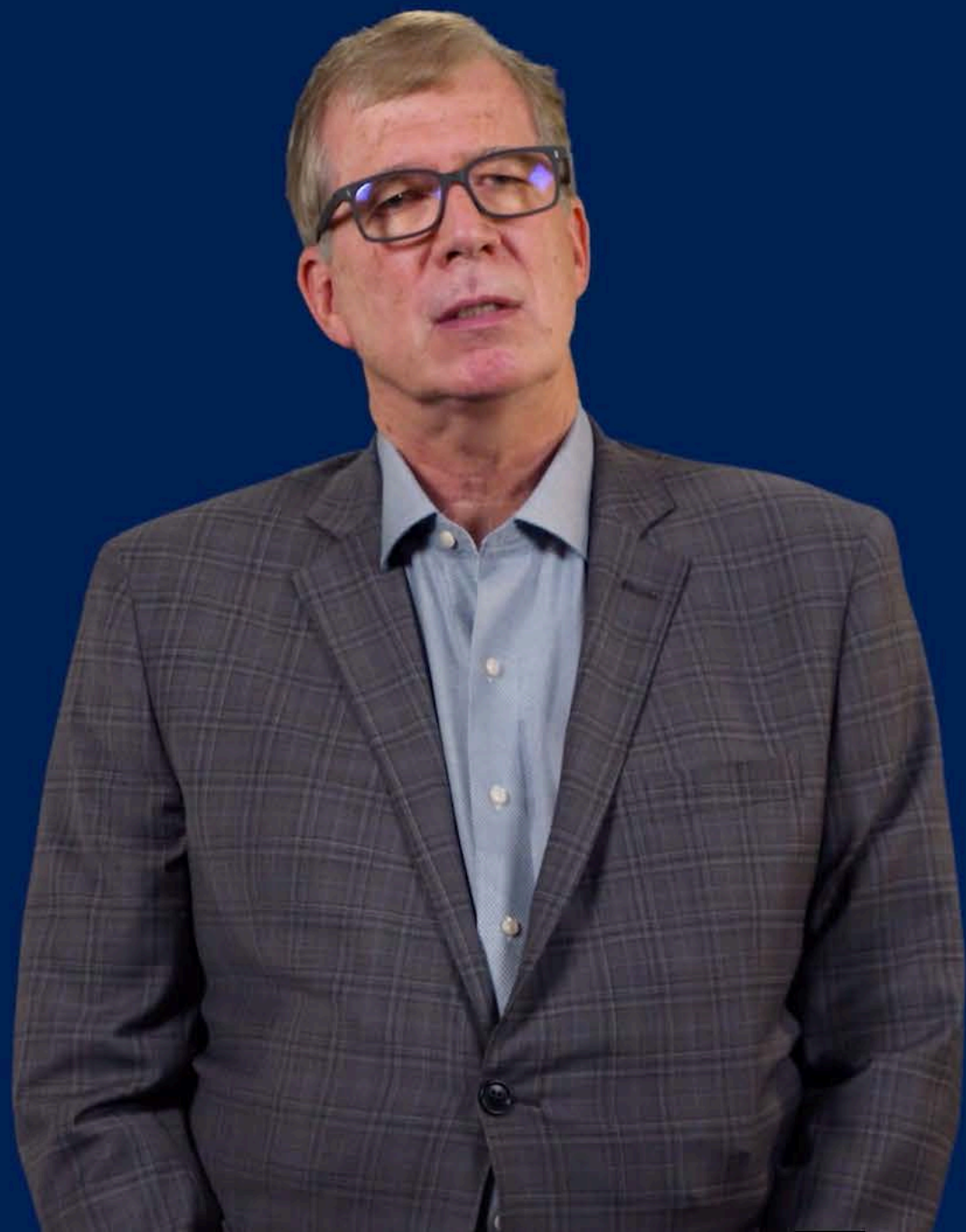
## GLOBAL SYMPLICITY REGISTRY

Real-world data



## SAFETY

- Zero device or procedure-related major adverse events through 3 months in 3 RCTs
- Procedural and long-term safety through 3 years in real-world clinical practice



## **SPYRAL DYSTAL STUDY**

Faster and more targeted procedure

## **GSR DEFINE**

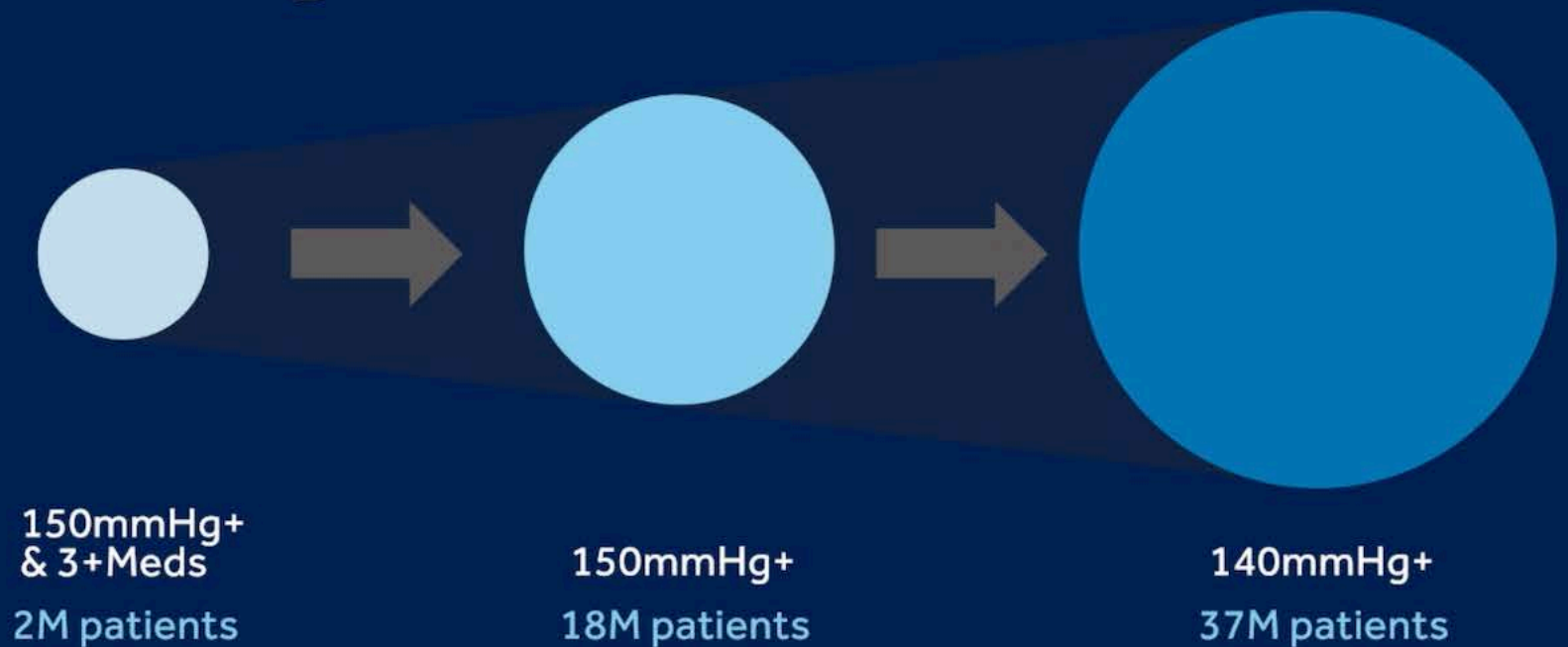
Continued data collection in real world settings

## **AFFIRM**

Broad U.S. population collecting data on typical treatment pathways

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# Global hypertension segments



- Pursuing broad indication based on clinical program
- Addressable market likely to expand left to right over time
- Accounts for patient preference & economic/clinical exclusions; includes ISH patients
- 1% penetration of middle bubble is -1B market





2.6M  
United States

5M  
Western  
Europe

3M  
China

7.4M  
Other

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# Strong progress toward key regulatory approvals



- ON MED enrolling; data expected in calendar 2021
- FDA approval expected in calendar 2022

# Strong progress toward key regulatory approvals



- Large population
- Only 16% of patients at blood pressure goal



## Taking steps to prepare for commercialization and build the market

Public & private payer strategy

Referral Pathway Education

Linking proceduralists  
and referrers

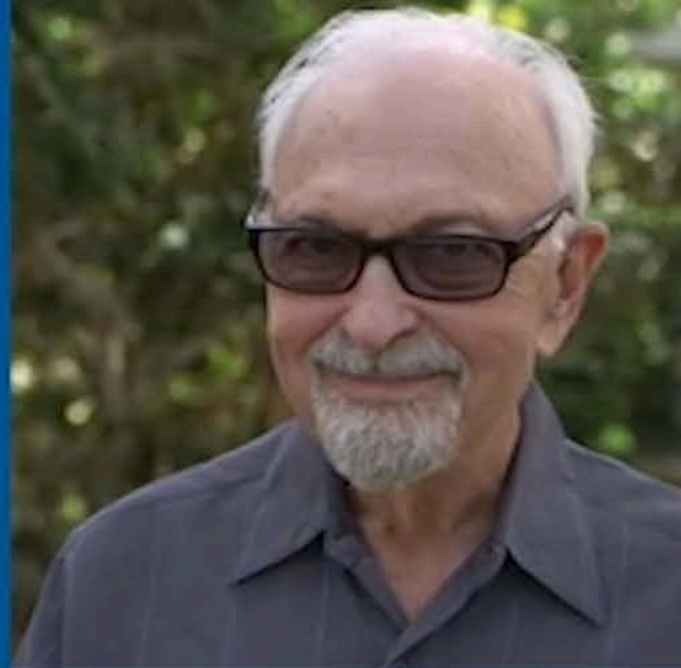
Direct-to-patient

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This story reflects two people's experiences. Not every person will receive the same results. Like any interventional procedure, the RDN procedure does have known risks. These risks should be considered in relation to the potential benefits of the procedure.

# Before RDN,

Fred averaged 155 mm Hg systolic with peak readings over 200 mm Hg.



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**When I was diagnosed with high blood pressure, I couldn't manage.**


# Before RDN,

Gael averaged 200 mm Hg systolic.



**Medtronic**






**I tried a variety of drugs to lower high blood pressure.**

# After RDN,

Gael's blood pressure has been controlled for more than 10 years.



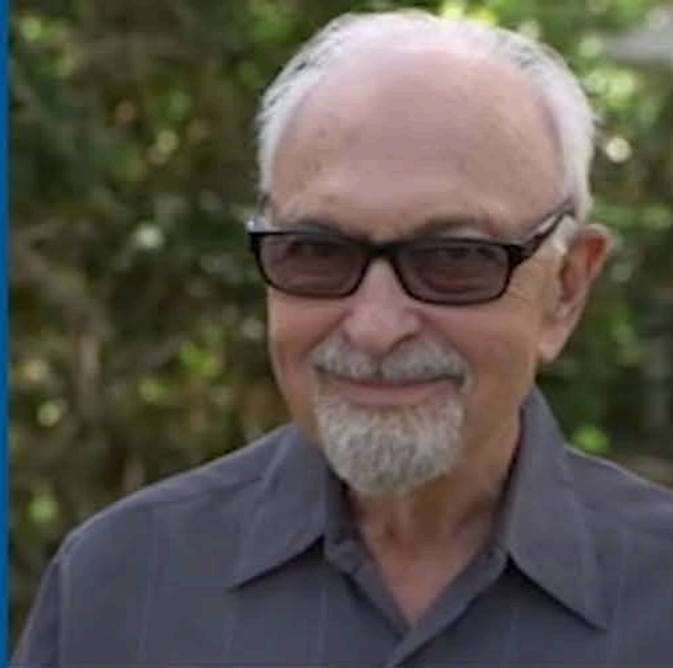
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The procedure itself has given me peace of mind and a new lease on life.

# After RDN,

Fred's blood pressure has been controlled for more than 6 years.



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**Came to a time when I realized my blood pressure was normal.**



**RDN Large market with  
plans to drive adoption**

Large unmet need

Robust evidence

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2.6M  
United States

Scale document down

5M  
Western  
Europe

3M  
China

7.4M  
Other

**Large unmet  
needs in  
hypertension**

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