



ST. JUDE MEDICAL

Company Overview

St. Jude Medical is dedicated to transforming the treatment of some of the world's most expensive epidemic diseases. The company does this by developing cost-effective medical technologies and services that save and improve lives. Headquartered in St. Paul, Minn., St. Jude Medical employs approximately 16,000 people worldwide and has four major clinical focus areas that include cardiac rhythm management, atrial fibrillation, cardiovascular and neuromodulation.

The St. Jude Medical product portfolio includes implantable cardioverter defibrillators (ICDs), cardiac resynchronization therapy (CRT) devices, pacemakers, remote monitoring systems, mapping and visualization systems, surgical and catheter-based ablation devices, vascular closure devices, structural heart products, spinal cord stimulation, peripheral nerve stimulation and deep brain stimulation devices.

St. Jude Medical

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COMPANY FACTS

Global Headquarters:	St. Paul, Minn., USA
Website:	www.sjm.com
Stock Exchange:	New York Stock Exchange (NYSE) under "STJ" symbol
Founded:	1976 in St. Paul, Minn., USA
2012 Net Sales:	\$5.503 billion
Global Reach:	St. Jude Medical has operations and manufacturing facilities worldwide, with products sold in more than 100 countries.
Employees:	St. Jude Medical employs approximately 16,000 worldwide.
Foundation:	St. Jude Medical (SJM) Foundation, the philanthropic arm of St. Jude Medical, supports organizations whose missions are to promote health awareness and advance the state of medical knowledge through education, research and training.

HIGHLIGHTS

- St. Jude Medical is firmly committed to delivering EPS (earnings per share) growth without sacrificing investment in R&D.
- No. 437 on FORTUNE 500 List of Companies and among the top 50 World's Most Admired Companies.
- Geographic breakdown of St. Jude Medical's sales in 2012: 47 percent came from the United States, while 53 percent came from international markets.
- St. Jude Medical has invested \$2 billion in R&D over the past three years as we continue to fund our portfolio of new growth drivers to accelerate sustainable sales growth.

INNOVATION AT ST. JUDE MEDICAL

At St. Jude Medical, we believe that investing in purposeful innovation is instrumental to our success. We are uniquely positioned for long-term growth driven by our vision to address epidemic diseases with solutions that reduce the economic burden on health care systems worldwide. In a collaborative culture of invention and innovation, we seek to produce devices that are of the highest quality, benefit the people who depend on them, and function safely and properly in order to provide needed therapy and peace of mind.

The company sees growth opportunities in each of its technology platforms:

Atrial Fibrillation (AF): St. Jude Medical is a pioneer and leader in the AF market, which is estimated to be over \$2.5 billion in revenue based on markets in which we sell products. The company offers the industry's broadest product portfolio for the Electrophysiology (EP) lab, aiding physicians in the diagnosis and treatment of cardiac arrhythmias. During 2012, the company continued to advance its MediGuide™ Technology by expanding its limited launch to four additional centers in Europe and two centers in the United States. While the company's early focus with MediGuide technology has been in the EP lab, we will now evaluate synergies across our broad portfolio, studying future potential applications in the areas of percutaneous coronary intervention procedures, left atrial appendage closure, transcatheter heart valve repair and replacement, and neurostimulation lead placement.

Cardiac Rhythm Management (CRM): The worldwide CRM market is approximately \$11 billion. With the industry's first quadripolar pacing system featuring four pacing electrodes, St. Jude Medical is providing physicians with innovative technology that is able to reduce common complications seen with traditional bipolar leads when delivering resynchronization therapy to heart failure patients. The company also globally launched the Ellipse™ implantable cardioverter defibrillator (ICD), the industry's smallest high-energy ICD, and Assura™ portfolio of ICDs and cardiac resynchronization therapy defibrillators (CRT-Ds).

Neuromodulation: St. Jude Medical participates in the \$2 billion neuromodulation market. The company currently offers the world's smallest neurostimulator for chronic pain. St. Jude Medical is also the first company to receive approval for a peripheral nerve stimulation system to treat intractable chronic migraine in Europe and Australia. Through clinical studies, the company is working to determine if other conditions may be safely and effectively treated with neurostimulation technologies, including major depressive disorder and essential tremor.

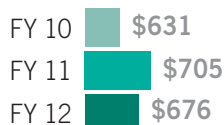
Cardiovascular: St. Jude Medical participates in vascular and structural heart markets that total over \$5 billion. The company has strong franchises in FFR (Fractional Flow Reserve) measurement systems, OCT (Optical Coherence Tomography) intravascular imaging systems, vascular closure and heart valve replacement. In addition, we are the only company with products under development across all major structural heart categories including congenital heart defects, left atrial appendage occlusion, transcatheter aortic valve replacement and percutaneous mitral valve repair. During the first half of 2012, St. Jude Medical launched its first-generation EnligHTN™ Renal Denervation System in Europe and is developing a robust body of clinical evidence with four ongoing clinical trials. The company also began a limited launch of its 23 mm Portico™ Transcatheter Aortic Valve and Transfemoral Delivery System in Europe.

ST. JUDE MEDICAL OPERATING METRICS

Revenue (in millions)



Research and Development (in millions)



2012 Sales by Geography

