Medtronic News

Medtronic Expands Access to Type 2 Diabetes Products with Selection of Henry Schein as Exclusive Distributor

New U.S. Distribution Agreement Extends Reach into Primary Care Physician Market

DUBLIN and MELVILLE, N.Y. - December 2, 2015 - Medtronic plc (NYSE:MDT), the global leader in medical technology, has selected Henry Schein Medical, the U.S. Medical business of Henry Schein, Inc. (NASDAQ: HSIC), as an exclusive distributor of selected diabetes products to primary care physicians (PCPs) in the U.S. The exclusive distribution agreement broadens access to Medtronic solutions for people with type 2 diabetes under the care of primary care physicians who oversee their diabetes management. Henry Schein Medical is a leading provider of health care products and services to office-based medical practitioners in the U.S.

Combining Medtronic's expertise in diabetes and Henry Schein's access and reach into PCP offices will help better serve the 27.9 million Americans with type 2 diabetes. Products included in the agreement are the iPro®2 Professional Continuous Glucose Monitoring (CGM) system and the i-Port Advance® injection port.

"Medtronic is committed to advancing the care of people with type 2 diabetes. Solutions such as the iPro2 Professional CGM enable physicians to easily gather valuable insights to make educated therapy decisions and improve patient coaching, which can lead to better control for people with type 2 diabetes1," said Laura Stoltenberg, vice president and general manager, Non-Intensive Diabetes Therapies at Medtronic. "Together with Henry Schein and its dedicated sales team, we can broaden access to CGM for primary care physicians and their patients with type 2 diabetes."

The iPro2 Professional CGM provides physicians with valuable insights into how their patients' diet, medication, and daily activities affect glucose levels throughout an entire three-day period.

Much like a holter monitor for cardiovascular care, iPro2 Professional CGM records a patient's glucose levels 24 hours a day for up to three days (a total of 864 glucose readings), and provides user-friendly reports to the physician. Physicians may then use these simple reports to make therapy adjustments, recommendations, and educational decisions for their patients. Medtronic recently introduced enhanced analytical capability for the iPro2 system. This new functionality, named Pattern Snapshot, helps healthcare professionals, including PCPs, quickly uncover the most important issues to guide and educate their patients on improved glycemic control.

"Henry Schein's customers rely on us for the products and services needed to enhance their practice and deliver high-quality patient care," said Dave McKinley, president, Henry Schein Medical. "As exclusive distributor of Medtronic's iPro2 Professional CGM system, along with the i-Port Advance, Henry Schein is pleased to offer our primary care physician customers a complete set of solutions to better care for their patients with type 2 diabetes."

The use of professional CGM is on the rise in the U.S. Several published studies have shown the benefits of professional CGM capturing more episodes of hypoglycemia (low blood sugar, which can be a serious condition if left untreated), and identifying glucose variability (highs and lows).2, 3, 4

Most patients with type 2 diabetes are not meeting their goals for keeping their blood sugar levels within the normal range, and more than 80% of people with type 2 diabetes are cared for by PCPs. Medtronic aims to provide solutions to improve outcomes for people with type 2 diabetes, and partnering with Henry Schein offers the company's PCP customers a more complete set of solutions to better manage their patients with type 2 diabetes.

About Henry Schein, Inc.
Henry Schein, Inc. (NASDAQ:HSIC) is the world's largest provider of health care products and services to office-

based dental, animal health and medical practitioners. The Company also serves dental laboratories, government and institutional health care clinics, and other alternate care sites. A Fortune 500® Company and a member of the S&P 500® and the NASDAQ 100® indexes, Henry Schein employs more than 18,000 Team Schein Members and serves more than one million customers.

The Company offers a comprehensive selection of products and services, including value-added solutions for operating efficient practices and delivering high-quality care. Henry Schein operates through a centralized and automated distribution network, with a selection of more than 100,000 branded products and Henry Schein private-brand products in stock, as well as more than 150,000 additional products available as special-order items. The Company also offers its customers exclusive, innovative technology solutions, including practice management software and e-commerce solutions, as well as a broad range of financial services.

Headquartered in Melville, N.Y., Henry Schein has operations or affiliates in 33 countries. The Company's sales reached a record $10.4 billion in 2014, and have grown at a compound annual rate of approximately 16 percent since Henry Schein became a public company in 1995. For more information, visit Henry Schein at www.henryschein.com, Facebook.com/HenrySchein and @HenrySchein on Twitter.

About the Diabetes Group at Medtronic (www.medtronicdiabetes.com)
Medtronic is working together with the global community to change the way people manage diabetes. The company aims to transform diabetes care by expanding access, integrating care, and improving outcomes, so people living with diabetes can enjoy greater freedom and better health.

About Medtronic
Medtronic plc (www.medtronic.com), headquartered in Dublin, Ireland, is among the world's largest medical technology, services, and solutions companies - alleviating pain, restoring health, and extending life for millions of people around the world. Medtronic employs more than 85,000 people worldwide, serving physicians, hospitals, and patients in approximately 160 countries. The company is focused on collaborating with stakeholders around the world to take healthcare *Further, Together*.

Any forward-looking statements are subject to risks and uncertainties such as those described in Medtronic's periodic reports on file with the Securities and Exchange Commission. Actual results may differ materially from anticipated results.

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1 *Allen NA et al. Diab Res Clin Pract 80:371-379, 2008.*

2 Hirsch IB, Amiel SA, Blumer IR, et al. Using multiple measure of glycemia to support individualized diabetes management: recommendations for clinicians, patients, and payers. *Diabetes Technol Ther*. 2012; 14(11):973-983.

3 Munshi MN, Segal AR, Suhl E, et al. Frequent hypoglycemia among elderly patients with poor glycemic control.*Arch Intern Med*. 2011;171(4):362-364.

4 Tanenberg R, et al. *Mayo Clinic Proceedings*. 2004;79(12):1521-6.

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