MEDICAL TECHNOLOGY

- THE PROMISE OF THE ITA TO ATTAIN UNIVERSAL HEALTH COVERAGE

TREVOR GUNN
VICE PRESIDENT- INTERNATIONAL RELATIONS
WASHINGTON, DC
MEDTECH SUPPORTS: UN SUSTAINABLE DEVELOPMENT GOALS

3 GOOD HEALTH & WELL-BEING
Ensure healthy lives and promote well-being for all at all ages

SDG 3.4
• “By 2030, reduce by one 1/3 premature mortality from NCDs through prevention and treatment and promote mental health and well-being
ACCESS TO MEDICAL TECHNOLOGY DRAMATICALLY IMPROVES HEALTHCARE ACCESS

- Non-Communicable Disease accounts for 70% of all deaths globally
- Annually, 15 m die from an NCD between ages 30-69; 80% in low- & middle income
  - WHO

- Brazil: NCDs account for 72% of all deaths
- India: NCDs account for > 53% of all deaths
- Russia: NCDs account for 86% of all deaths
- China: NCDs account for 87% of all deaths
  - WHO
MEDTECH AND IT OVERLAP

- Relies on core IT components: Capacitors, Batteries, Chips, Software
- Healthcare Digitization to Unlock Coordination and Improve Efficiency and Patient Outcomes

88,000+ EMPLOYEES
9,000+ SCIENTISTS AND ENGINEERS
4,800+ PATENTS
18 months ITERATIVE INNOVATIONS

65 MILLION LIVES IMPROVED LAST YEAR
MEDTRONIC INDIA CASE STUDY: SHRUTI
FRONTLINE HEALTH WORKERS DOOR TO DOOR SMARTPHONE SCREENINGS.
PATIENTS WITH HEARING LOSS REFERRED TO ENT SPECIALISTS

In India, 77 percent of those with chronic inner-ear inflammation suffer hearing loss.

Shruti community health workers performed 115,000 ear screenings in 2 years.

Developed

Emerging

Build Awareness

Develop Operating Partners

Product Innovation Partners
MEDICAL TECHNOLOGY
WHAT CLASSIFIES?
“TRADE POLICY SETTINGS, SUCH AS TARIFFS ON... MEDICAL TECHNOLOGIES...DIRECTLY AFFECT THEIR ACCESS”
- WTO, WHO, WIPO JOINT REPORT 2013

**AVG DEVELOPING & LDC TARIFF 4% | 26% MAXIMUM**

<table>
<thead>
<tr>
<th>Region</th>
<th>Ghana</th>
<th>Djibouti*</th>
<th>Indonesia</th>
<th>Cambodia*</th>
<th>China Avg Pacemakers</th>
<th>Argentina</th>
<th>Brazil</th>
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</thead>
<tbody>
<tr>
<td>MidEast + Africa</td>
<td>10%</td>
<td>26%</td>
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<tr>
<td>ASEAN</td>
<td></td>
<td></td>
<td>5%</td>
<td>4%</td>
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<tr>
<td>China</td>
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<td></td>
<td></td>
<td></td>
<td>4.3%</td>
<td>4.0%</td>
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<tr>
<td>Latin America</td>
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<td></td>
<td></td>
<td></td>
<td>3.15%</td>
<td>7.9%</td>
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</tbody>
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* Least Developed Countries (LDC)
NON-TARIFF BARRIERS & REGULATIONS IMPACT MEDTECH

MedTech Inappropriately Linked to PhRMA

- Inappropriate regulations and standards
- Payment systems don’t account for speed of innovation

Misaligned Investment and Incentives

- Lack of physical infrastructure – operating rooms, IT etc.
- Lack of professional staff- doctors, nurses, other support
- Don’t understand ecosystem: Suppliers, R&D, Clinical Research
Medtronic is a multi-national company structured into four regions.
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