



ResMed

*Changing lives
with every breath*



ResMed Inc.

CITI 2018 Global Healthcare Conference

Rob Douglas - COO

December 6, 2018

Presentation of financial information & forward-looking statements

Historical financial and operating data in this presentation reflect the consolidated results of ResMed Inc., its subsidiaries, and its legal entities, for the periods indicated.

This presentation includes financial information prepared in accordance with accounting principles generally accepted in the United States, or GAAP, as well as other financial measures referred to as non-GAAP. The non-GAAP financial measures in this presentation, which include non-GAAP Income from Operations, non-GAAP Net Income, and non-GAAP Diluted Earnings per Share, should be considered in addition to, but not as substitutes for, the information prepared in accordance with GAAP. For reconciliations of the non-GAAP financial measures to the most comparable GAAP measures, please refer to the earnings release associated with the relevant reporting period, which can be found on the investor relations section of our corporate website (investor.resmed.com).

In addition to historical information, this presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are based on ResMed’s current expectations of future revenue or earnings, new product development, new product launches, new markets for its products, integration of acquisitions, leveraging of strategic investments, litigation, and tax outlook. Forward-looking statements can generally be identified by terminology such as “may”, “will”, “should”, “expects”, “intends”, “plans”, “anticipates”, “believes”, “estimates”, “predicts”, “potential”, or “continue”, or variations of these terms, or the negative of these terms or other comparable terminology.

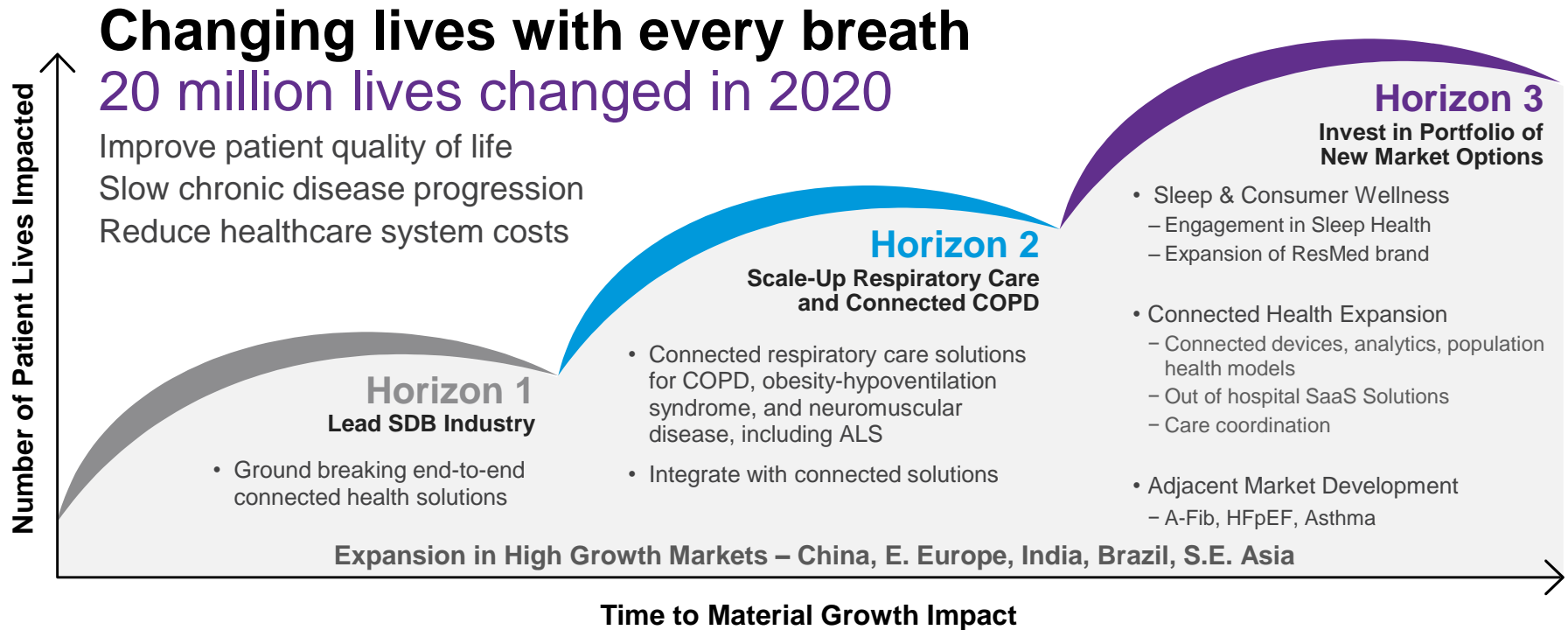
ResMed’s expectations, beliefs, and forecasts are expressed in good faith and are believed to have a reasonable basis, but actual results could differ materially from those stated or implied by these forward-looking statements. ResMed assumes no obligation to update the forward-looking information in this presentation, whether as a result of new information, future events, or otherwise. For further discussion of the various factors that could impact actual events or results, please review the “Risk Factors” identified in ResMed’s quarterly and annual reports filed with the SEC. All forward-looking statements included in this presentation should be considered in the context of these risks. Investors and prospective investors are cautioned not to unduly rely on our forward-looking statements.

➤ Who we are / what we do

- World-leading connected health company with more than 6 million cloud-connected devices
 - More than 8 million patients in AirView monitoring ecosystem
 - 66 million+ patient accounts in post-acute care network
- Innovative designer and manufacturer of award-winning devices and cloud-based software solutions
 - Diagnose, treat, and manage sleep apnea, chronic obstructive pulmonary disease, and other respiratory conditions
- Products and solutions designed to improve patient quality of life, reduce impact of chronic disease, and lower healthcare costs
- Cloud-based software health applications and devices designed to provide connected care, improving patient outcomes and efficiencies for healthcare providers
 - Tools that allow fewer people to manage more patients
 - Empower patients to track own health outcomes



➤ Growth strategy & strategic initiatives

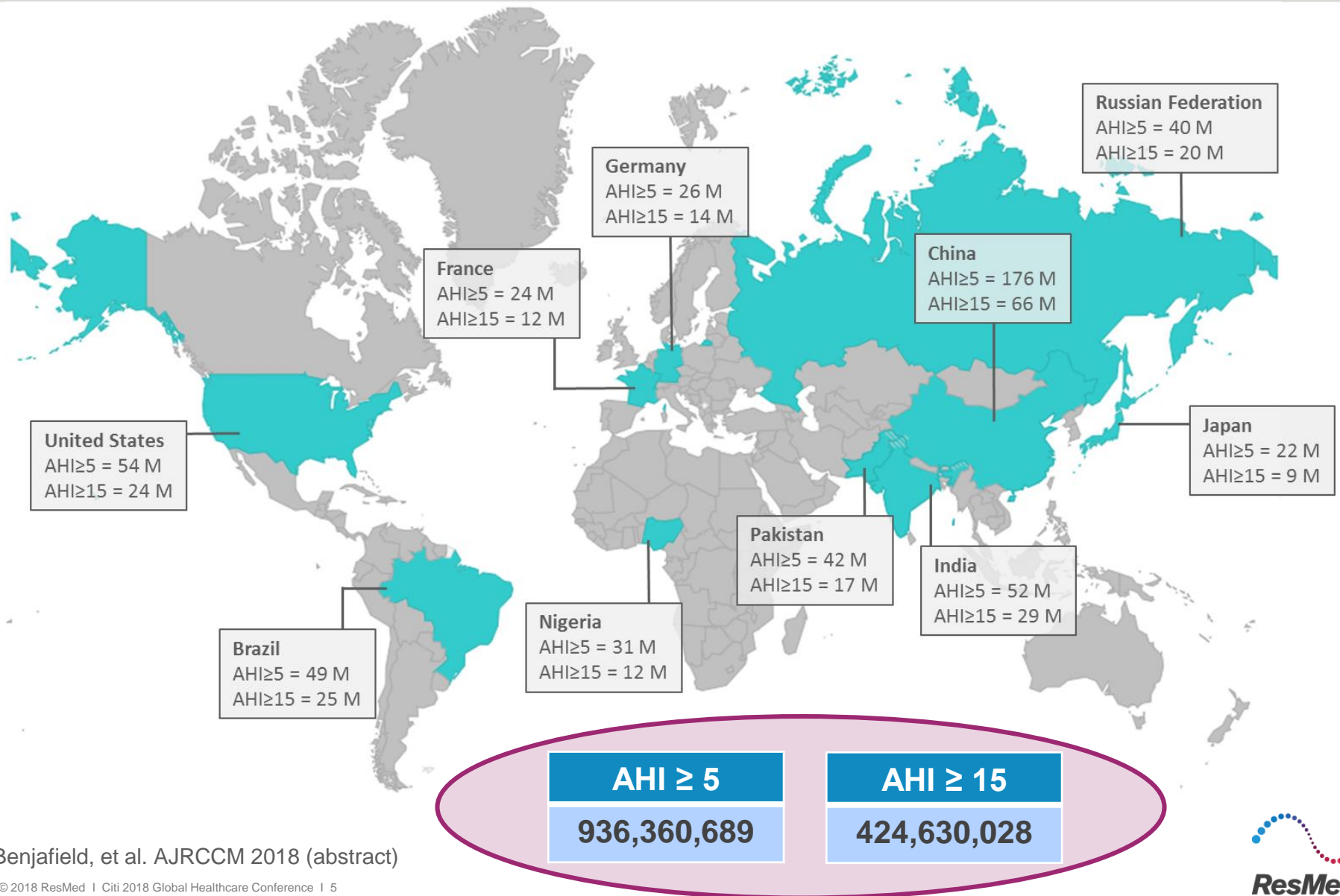


PEOPLE, LEADERSHIP AND CULTURE

GLOBAL LEADERSHIP IN DIGITAL AND CONNECTED HEALTH

OPERATING EXCELLENCE – LEVERAGE MARKET-LEADING SCALE

➤ Global prevalence of obstructive sleep apnea (OSA) presents opportunity to drive increased awareness



> Transforming the treatment & management of sleep apnea

Quiet



AirSense™ 10



AirSense™ 10 AutoSet for Her



AirCurve™ 10



Compact

Comfortable



AirFit™ P10
Nasal Pillows System



AirFit™ N20
Nasal mask



AirFit™ F20
Full face mask



AirTouch™ F20
Full face mask



AirFit™ F30
Full face mask

Connected



AirView™



myAir™

➤ What is chronic obstructive pulmonary disease (COPD)?

COPD is a serious lung disease that over time, makes it hard to breathe

The leading cause of COPD is smoking

Other causes include:

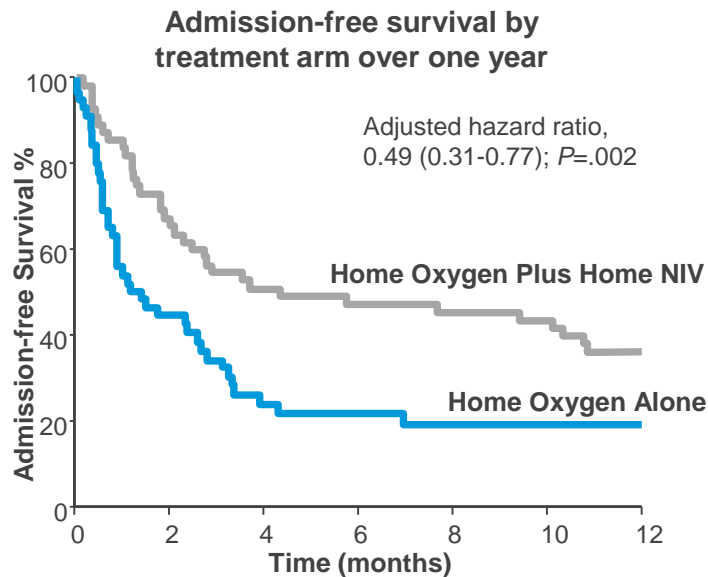
- second hand smoke
- pollution
- occupational exposure to noxious gases
- a history of childhood infections (could be a catalyst)
- genetic inheritance, leading to its onset



> We are shifting healthcare from the hospital to the home

- Healthcare costs are on the rise
- Combining non-invasive ventilation (NIV) with home oxygen therapy (HOT)
 - Reduces hospitalization and mortality by 51%
 - Increases time to hospital readmission or death by ~90 days

JAMA[®]
The Journal of the American Medical Association

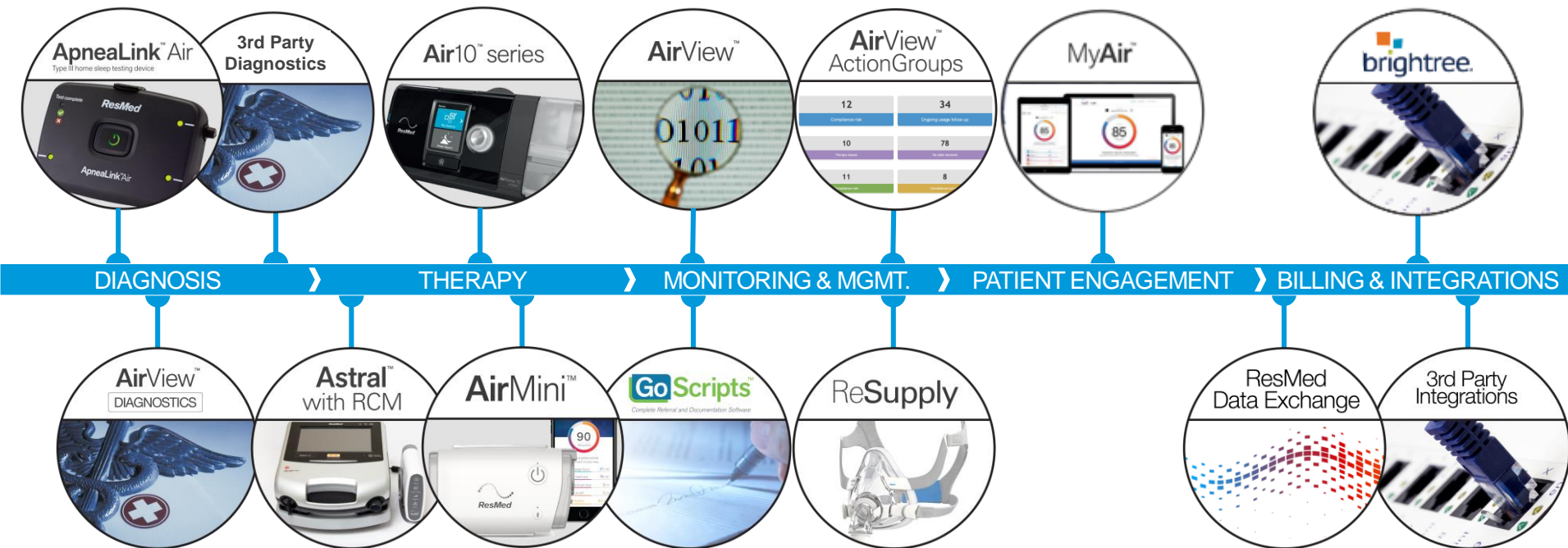


- Combination of HOT with NIV reduced hospital readmissions by 58.3%
- Combination of therapies provided improved patient quality of life and saved >\$50k per quality of life adjusted year

1 P. Murphy et al., *Effect of Home Noninvasive Ventilation With Oxygen Therapy vs Oxygen Therapy Alone on Hospital Readmission or Death After an Acute COPD Exacerbation. A Randomized Clinical Trial*, JAMA. Published online May 21, 2017. doi:10.1001/jama.2017.4451.

➤ ResMed has *end-to-end solutions* to improve patient outcomes and efficiency for physicians and homecare providers

Global Leader in Cloud-Connected Medical Devices



> Global leadership in connected health

3 billion+ nights of **medical sleep** *and* **respiratory care** data in the cloud

AirView™ has over
8 million+ patients

6 million+ patients
monitored at **home** with
connected care

650,000+ diagnostic tests
processed **in the cloud**

ResMed has **66 million+**
patient accounts as part of its post-
acute care network

1.5 million+ patients have
signed up for **myAir™**

80 API calls per **second**
from integrators

➤ Market-leading connected health solutions

Pioneering *innovations* and providing *clinical evidence* that support better patient outcomes and improved business efficiencies for customers



AirView™

↑21%

patient adherence
with **automated
compliance
coaching**¹

Labor
Costs²

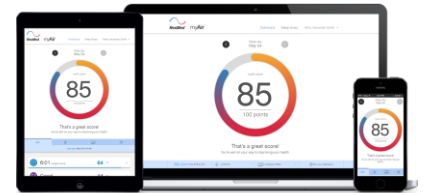
↓59%

New
Patient
Setups³

↑55%

1. Hwang, et al., AJRCCM 2017
2. Munafo, et al. Sleep Breath 2016
3. Data based on monthly patient setups and compliance rates of DME customers from February 2014 – March 2015. Historical results for this provider over the stated time
4. Crocker, et al., Abstract CHEST 2016

myAir™



World's largest study for adherence

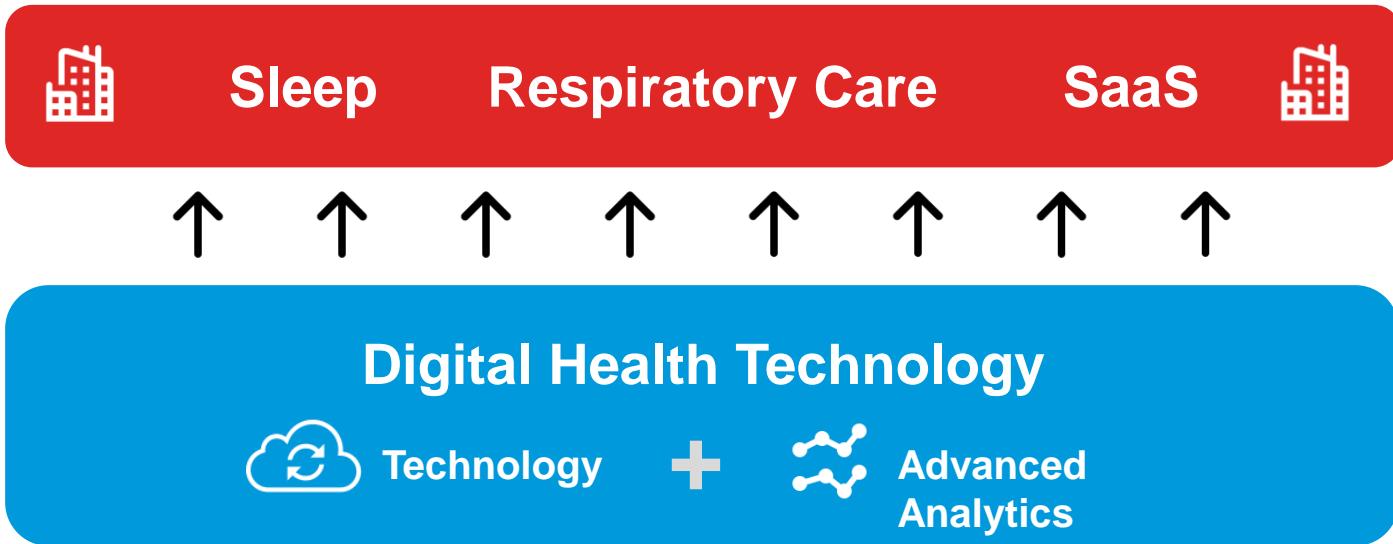
> 128,000 patients

↑24%








patient adherence
with **patient
engagement**⁴

> Digital health technology supports all of ResMed

Purpose: Enable all ResMed businesses to achieve their business objectives by leveraging Healthcare Informatics technology and Advanced Analytics.



History of successful SaaS acquisitions and integrations

Company	Location	Date	Key Product	Status
	Halifax, NS Canada	AUG 2012	U-Sleep	Fully integrated as AirView Action Groups. Halifax has become key PD development center and provider of SaaS Services
	Knoxville, TN	FEB 2015	GoJaysec	Rebranded as GoScripts referral document management service. Now interoperable with Brightree
	Denver, CO	JUL 2015	CareTouch 360	Rebranded as ResMed Resupply, reaching over 100k patients across 80 customers
	Lawrenceville, GA	FEB 2016	Brightree Core	Continues to operate as a wholly owned subsidiary with strong growth across its various modules
	Girard, PA	JUN 2017	MyForms	Integrated into Brightree, enhancing custom forms builder and workflow solutions for HME providers
	Joliet, IL	JUL 2017	Brightree ConnectPRO	Now part of Brightree Services, providing live call center services to Brightree customers
	Springfield, MO	JUL 2018	firstHOMECARE Software (EHR)	Operating as a wholly owned subsidiary providing software solutions and services for home health and hospice customers

➤ Introducing MatrixCare – acquired 11/2018 for \$750M



- Leading HCIT player with diverse modules for multiple OOH care settings
- Expands ResMed's OOH software portfolio into long-term care settings
- Well-aligned with ResMed's strategy
 - Create greater customer efficiencies and improved patient outcomes through industry-leading, end-to-end connected health technology solutions
- Expected to be immediately accretive to growth, margin, and EPS

➤ And...Propeller Health – acquired 12/2018 for \$225M

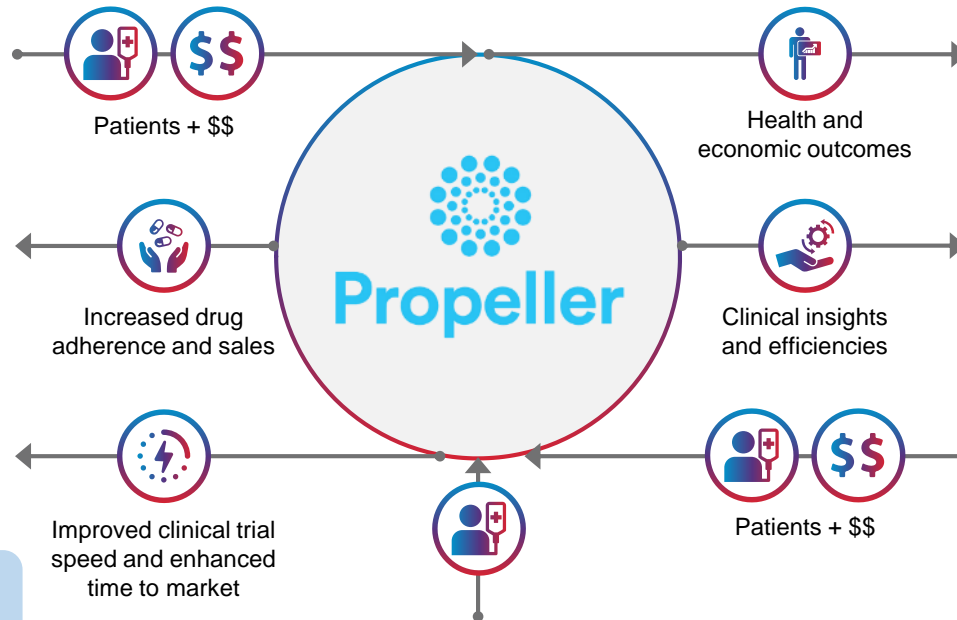
- Digital therapeutics company providing connected health solutions for people with COPD and Asthma
- Uses sensors with inhalers to track medication usage and provide personal feedback and insights
- Establishes ResMed as a leading provider of COPD and Asthma patient management solutions
- Enables integration of care through the progression of the disease

PHARMA COMPANIES

Examples:



Pharma companies signed represent 90% of long-acting respiratory inhalation drugs



Payers



PBMs



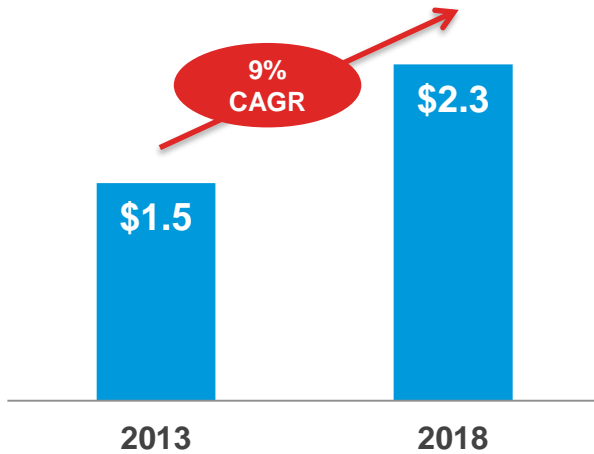
Health systems



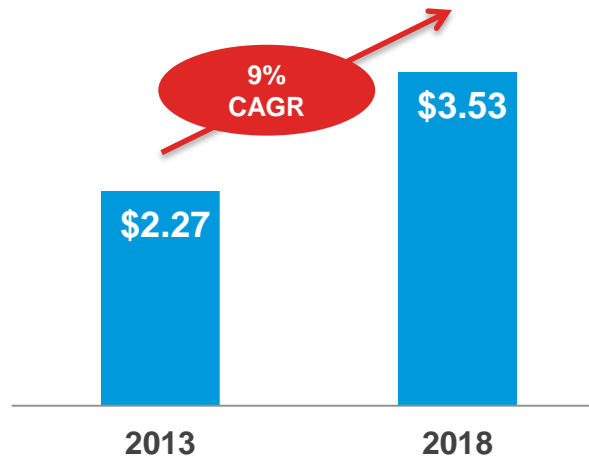
Pharmacies

> Track record of disciplined financial growth

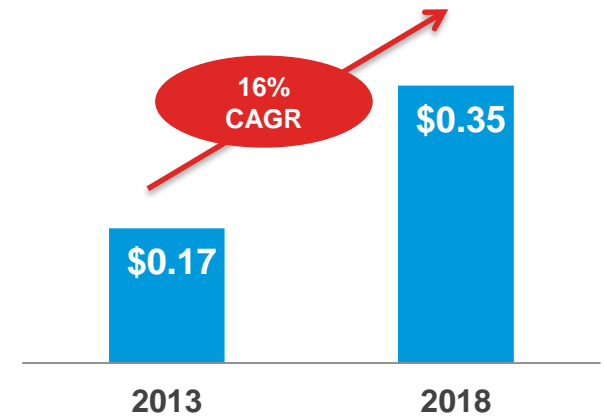
Revenue (\$B)



Adjusted EPS



Quarterly dividend



Fiscal Years ended June 30

➤ Changing lives with every breath

*In the last 12 months, we changed
more than **14 million lives.***

*Our aspiration is to change
20 million lives by 2020*

Thank You

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