

# Q1 FY2026 Earnings

## 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 Gross Profit, non-GAAP Gross Margin, 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. The words "believe," "expect," "intend," "anticipate," "will continue," "will," "estimate," "plan," "future" and other similar expressions, and negative statements of such expressions, generally identify forward-looking statements, including, in particular, statements regarding expectations of future revenue or earnings, expenses, new product development, new product launches, new markets for our products, the integration of acquisitions, our supply chain, domestic and international regulatory developments, litigation, tax outlook, and the expected impact of macroeconomic conditions on our business.

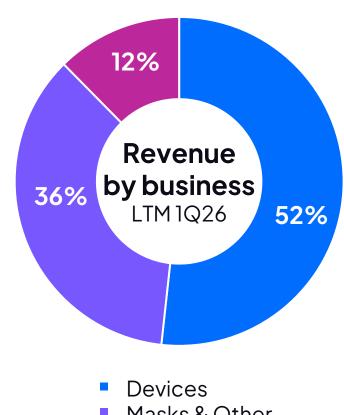
ResMed's expectations, beliefs, and forecasts are expressed in good faith and are believed to have a reasonable basis, but actual results could differ materially from those stated or implied by these forward-looking statements. ResMed assumes no obligation to update the forward-looking information in 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.



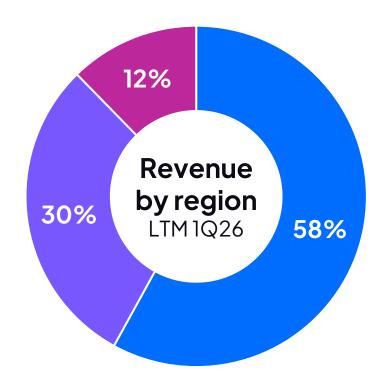
# Resmed | The global leader in connected and digital health

#### Key Statistics<sup>1</sup>

Headquarters	San Diego, CA
Founded	1989
LTM 1Q26 revenue	\$5.3B
Listed (NYSE, ASX)	1995, RMD
LTM 1Q26 operating margin (GAAP/Non-GAAP)	33%   35%
Countries served	140+
Total employees	>10,000



- Masks & Other
- RCS



- U.S., Canada, and Latin America
- Europe, Asia, and Other
- RCS (U.S. & Germany)

#### Our areas of focus

#### Sleep Health

Delivering a market-leading patient experience through innovative solutions that lower overall costs for treating Sleep Apnea patients and improve clinical outcomes by leveraging global digital health solutions

#### **Breathing Health**

Improving the lives of patients with COPD, and other key chronic respiratory diseases on their healthcare journey - lowering costs, preventing hospitalization, and creating end-to-end care solutions (was respiratory care)

#### Residential Care Software (RCS)

Providing a network of residential care software (RCS) management solutions (previously called outof-hospital (OOH) SaaS) that help home medical equipment and other providers deliver personalized care, measurable results, and improved outcomes



# 2030 **STRATEGY**

OUR **FOCUS AREAS** 

Sleep Health

Health Tech at Home

Breathing Health

OUR **STRATEGY** 

We will create products people love as well as seamless, personalized pathways for access to life-changing care

**OUR KEY CAPABILITIES** 

**Empower our teams** 

Prioritize Al **Build trust** 

OUR **FINANCIAL GOAL** 

We will achieve industry leading growth and profitability

**OUR VISION**  We envision a world where every person can achieve their full potential through better sleep and breathing, with care delivered in their own home

**OUR** 

**MISSION** 



Resmed

Our goal is to empower 500M people worldwide to achieve their full potential in 2030

**OUR GLOBAL IMPACT** 

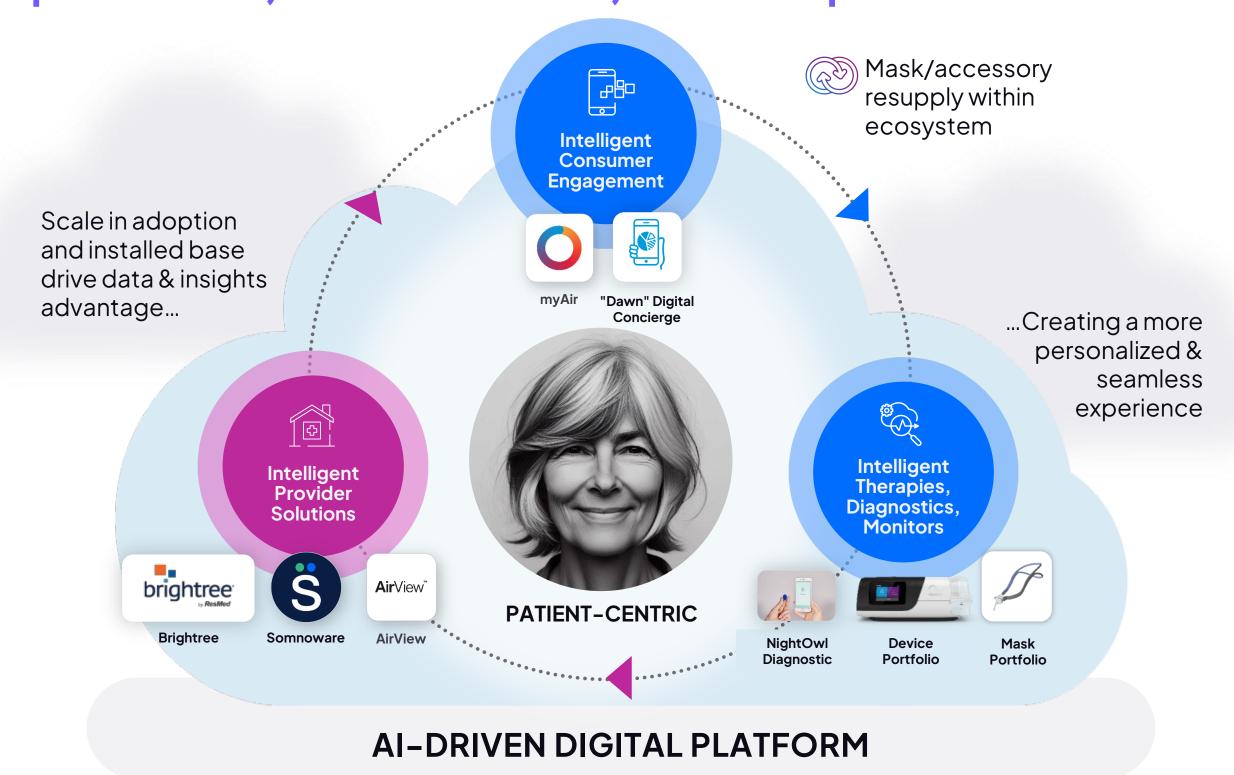
OUR **VALUES**  Resolute integrity Resourceful innovation Responsible quality Respectful diversity Resounding impact

We create life-changing health technologies that

people love

OUR **BEHAVIORS**  Drive collaboration Develop people Optimize for Resmed Lead others with purpose Own the results

# We integrate intelligent products and solutions to drive better experience, lower costs, and improve outcomes



# Driving value for patients, providers, and Resmed





Improve patient experience<sup>1</sup>

Increase long-term adherence<sup>4</sup>





Lower cost of delivery<sup>2</sup>

Improve health and business outcomes<sup>5</sup>





Solve labor and clinical staff shortages with automation<sup>3</sup>

Improve QOL outcomes<sup>6</sup>

- 1. Malhotra et al CHEST 2018
- 2. Wimms et al. Lancet Respir Med 2019 MERGE, Project Electrum
- 3. Munafo, et al. Sleep Breath 2016
- 4. Hwang, et al., AJRCCM 2017, Malhotra et al CHEST 2018, Benjafield, et al. AJRCCM 2018 (abstract)
- 5. Pepin JL et al. Chest 2022, Wimms et al. Lancet Respir Med 2019 MERGE, Munafo, et al. Sleep Breath 2016
- 6. Wimms et al. Lancet Respir Med 2019 MERGE



# Resmed is the global leader in connected & digital health

# More than 24 billion nights of respiratory medical data



34+ million

patients in AirView™



31.5+ million

100% cloud connectable devices worldwide



4.3+ million

diagnostic tests processed in the cloud



170+ million

accounts in Residential Care Software network



405+ API

calls per second from integrators



10.9+ million

patients have signed up for myAir™



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# Resmed's 2030 operating model accelerates ability to reach consumers where they are, execute and unlock value



PRODUCT-LED

Focused and strategic roadmap ... increase product velocity



CUSTOMER-CENTRIC

Dynamic global revenue team ... increase profitable growth



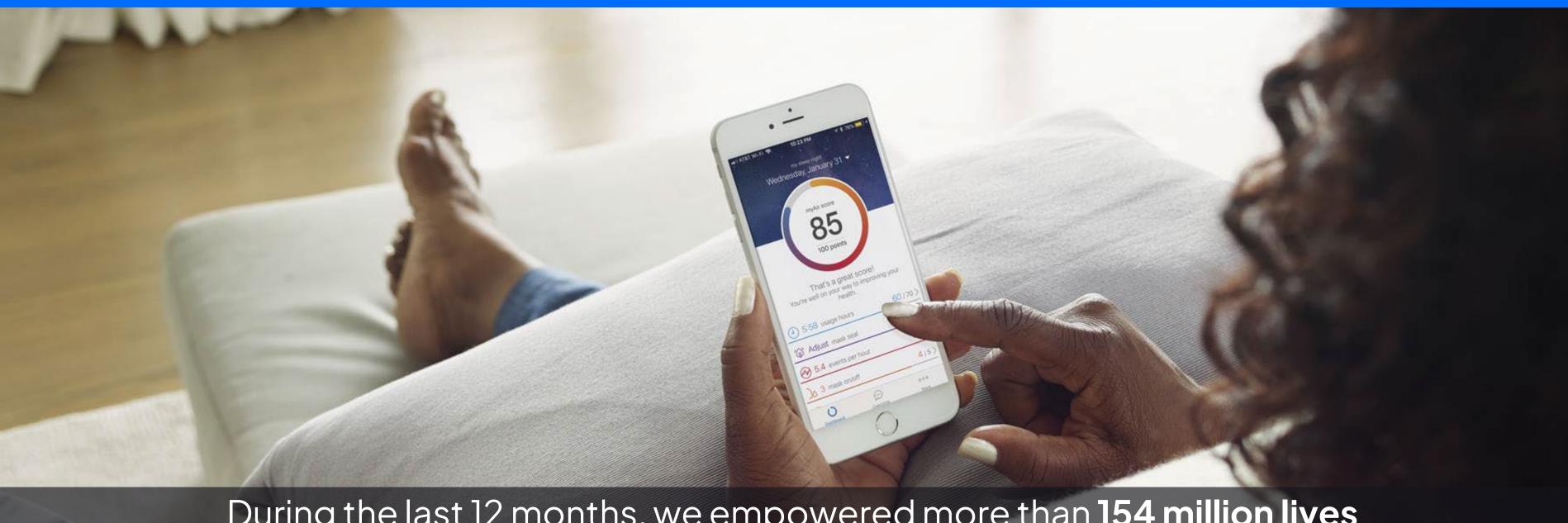
**BRAND-ENHANCED** 

Unified global marketing team ... increase brand awareness and ROI



# Our goal is to empower 500 million lives in 2030

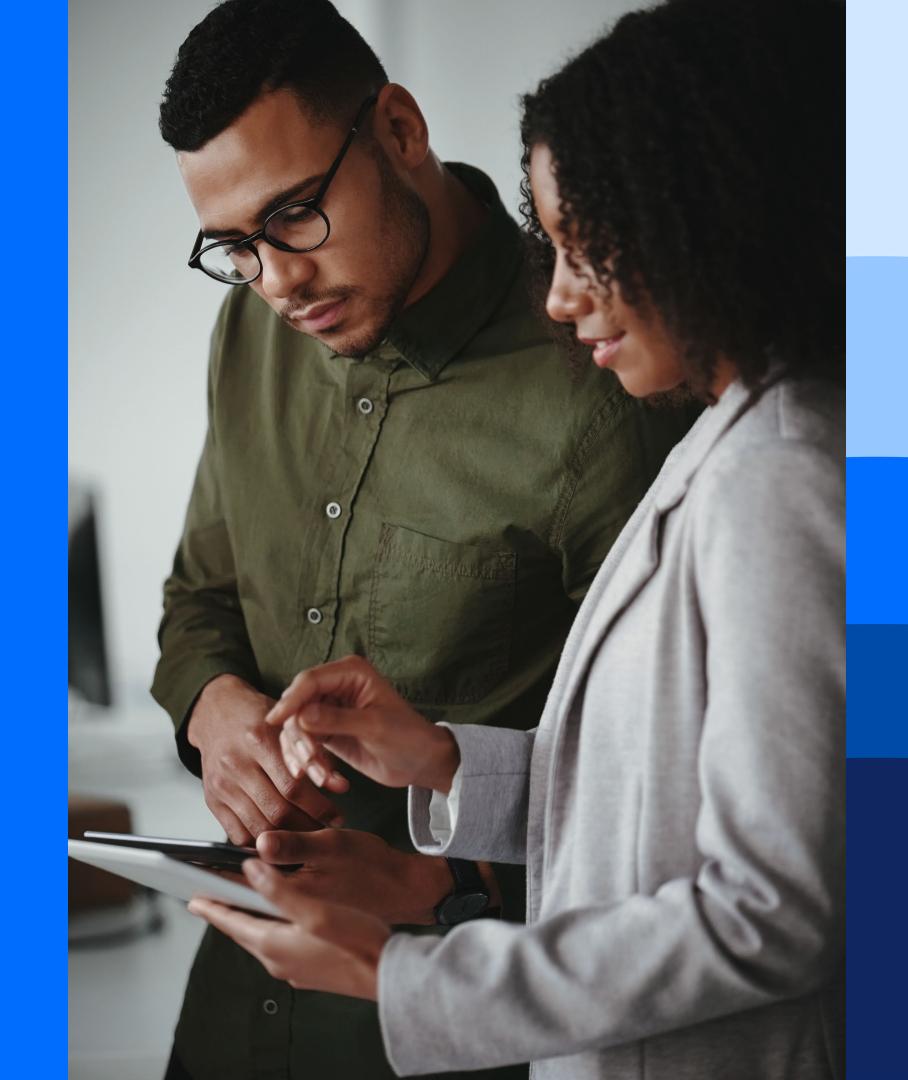
We're proud to offer connected and digital heath tech solutions that help those with sleep and breathing health challenges live happier, healthier lives with care in the comfort of the home or care setting of their choice



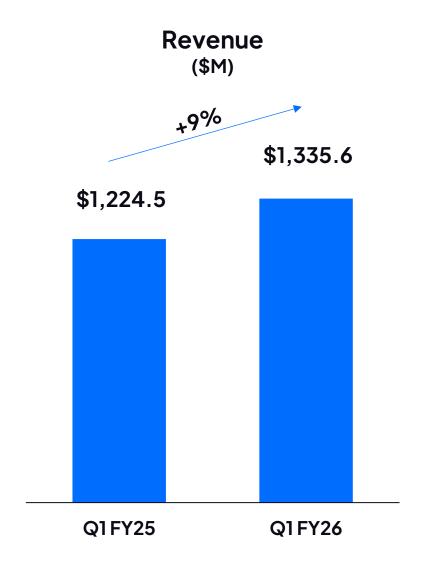
During the last 12 months, we empowered more than **154 million lives** with our digital health products and cloud-based software solutions<sup>1</sup>

# 

**Financial Results** 

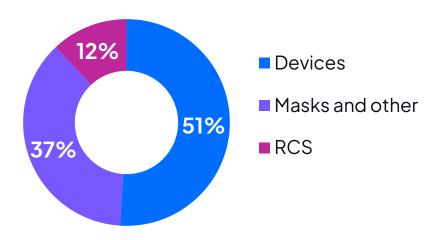


# Q1 FY26 financial results



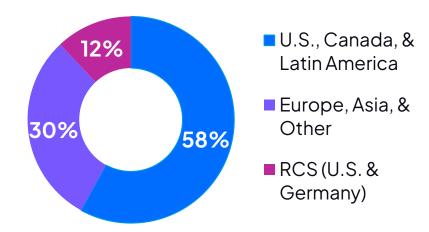
#### Revenue by Business

Q1FY26



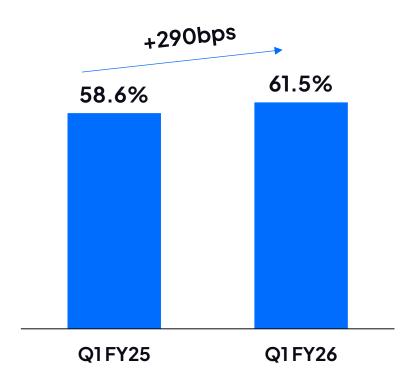
#### Revenue by Region

Q1FY26

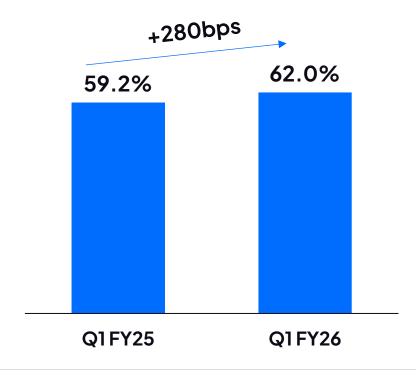


# Q1 FY26 financial results (continued)

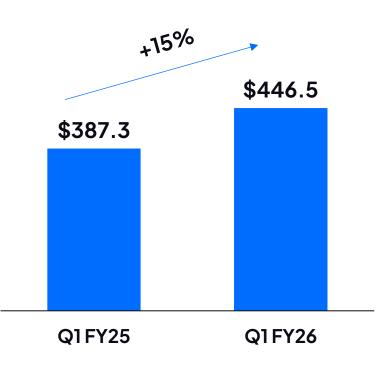
#### GAAP Gross Margin (%)



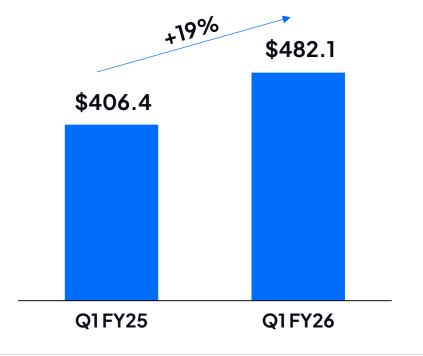
Non-GAAP Gross Margin (%)



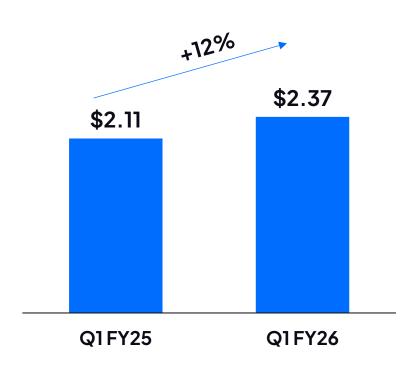
GAAP Operating Income (\$M)



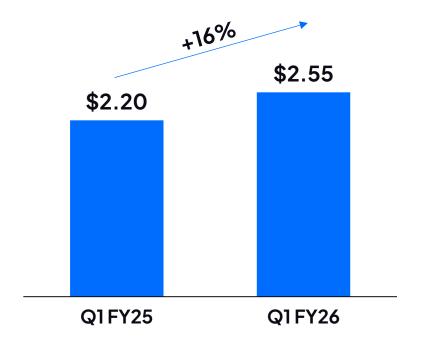
Non-GAAP Operating Income (\$M)



**GAAP EPS** 



Non-GAAP EPS



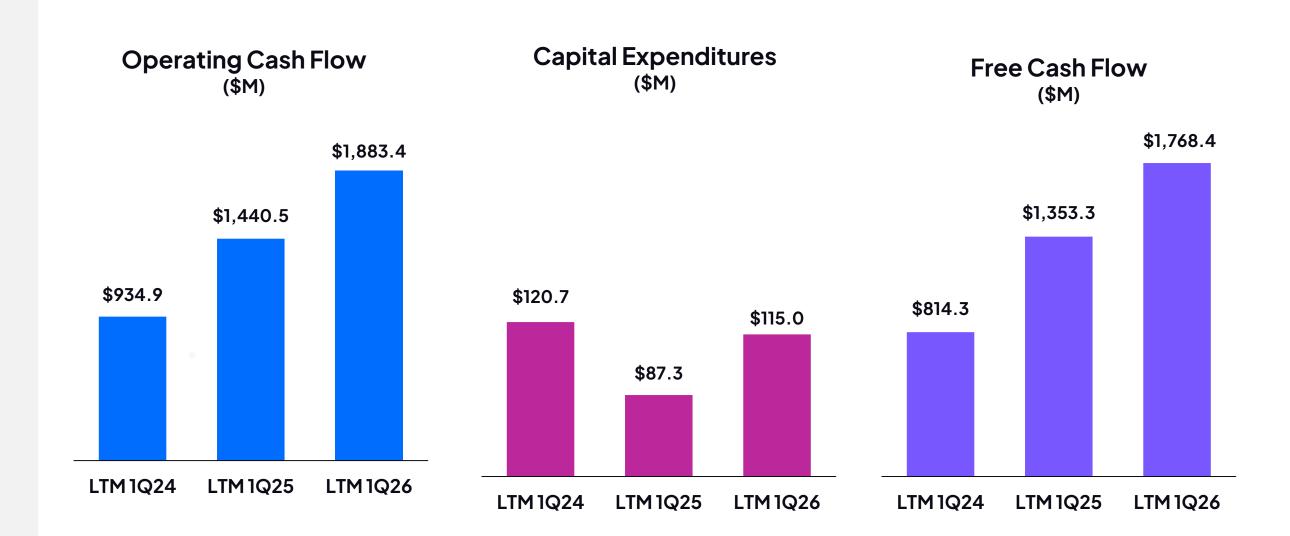
# Strong free cash flow and balance sheet

Total debt outstanding \$669M

Less: Cash & cash equiv. \$1,384M

Net Cash \$715M

Unused borrowing capacity \$1,500M

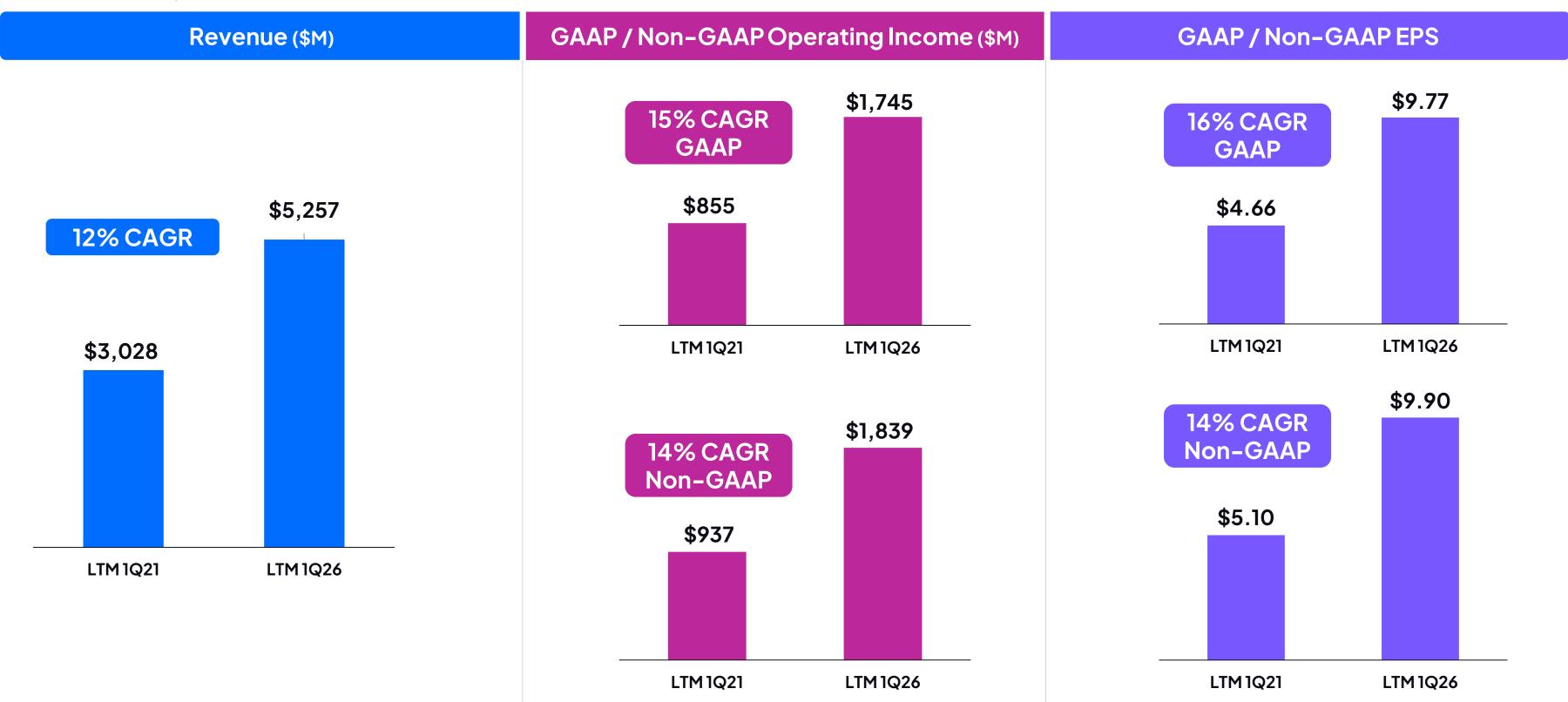


Provides financial flexibility to both invest in the business and return capital to shareholders



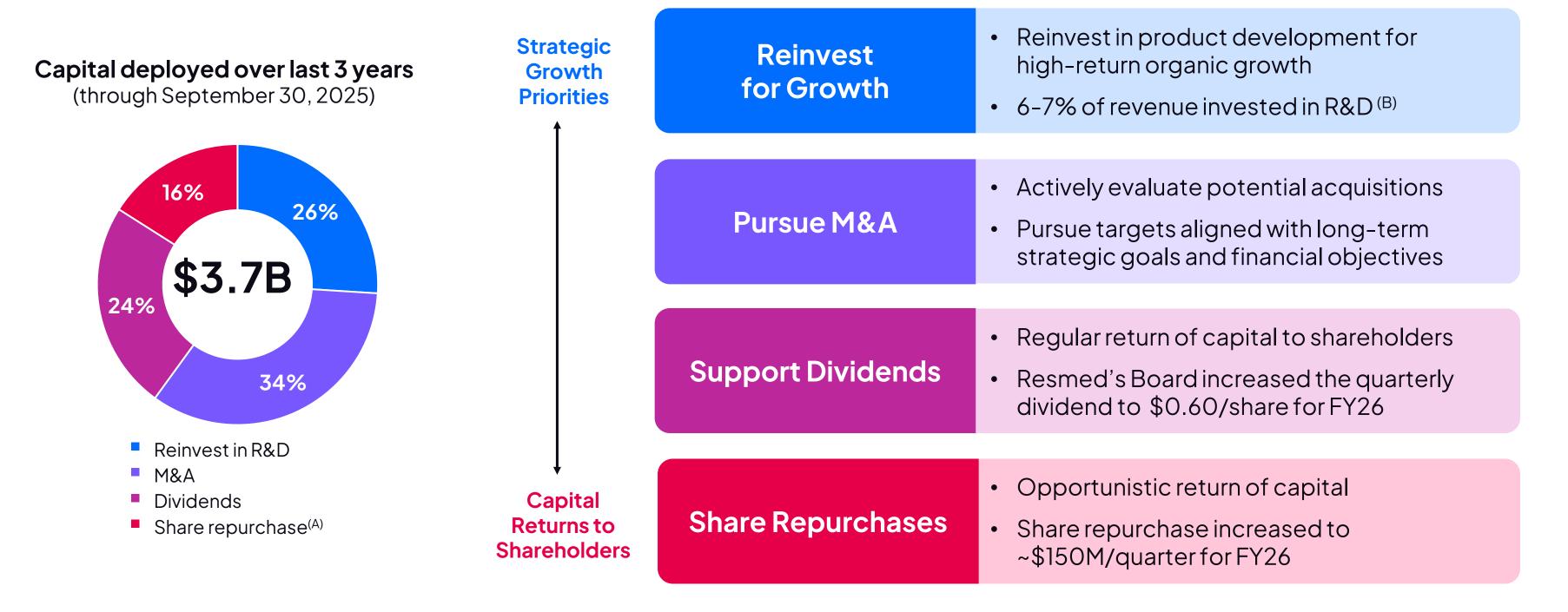
# Track record of strong financial returns for shareholders

(Financial data as of September 30, 2025)





# Strategic capital allocation framework prioritizes innovation



### Disciplined focus on delivering total return



## A compelling investment amid global macro uncertainty

- ✓ Free cash flow totaled ~\$1.8B for LTM Q1 FY26, up ~31% year-over-year; free cash flow yield¹ of more than 4%, above peer and historic levels
- ✓ Balance sheet in a net cash position of \$715M as of Q1 FY26
- ✓ Gross margins continue to improve through manufacturing and logistics efficiencies and component cost improvements in Q1 FY26
- ✓ **Supply chain** flexibility via increasing U.S. manufacturing and distribution; OUS production with key U.S. trading partners
- ✓ Industry advocacy via AdvaMed work and leadership roles
- ✓ Current leadership successfully managed through global financial crisis and COVID.
- ✓ Markets are large and underpenetrated, with global TAM > 2.3B lives
- ✓ Key mega trends are driving patients and providers to sleep ecosystem
- ✓ Differentiated products and robust innovation pipeline



## **Contact Investor Relations**

Phone: (858) 221-3304

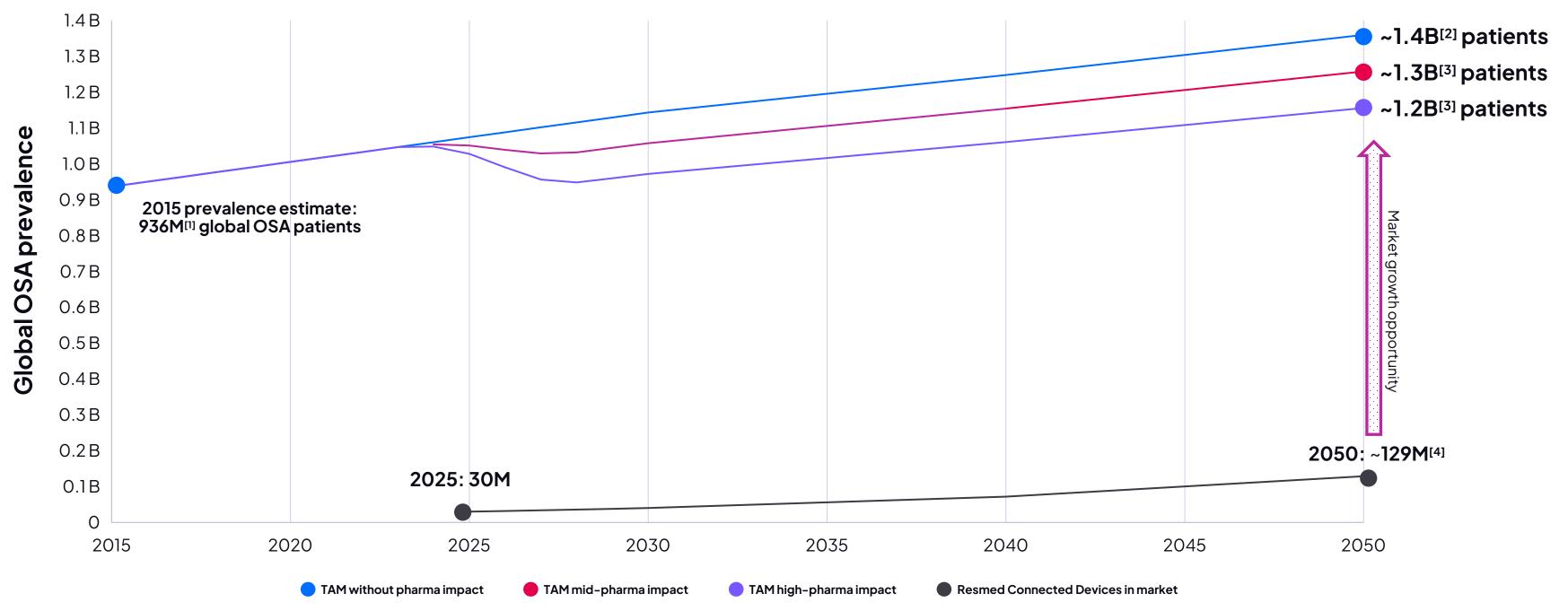
Email: investorrelations@Resmed.com Website: investor.Resmed.com



# **APPENDIX**

# Resmed has a very large, under-penetrated opportunity to reach and serve OSA patients globally, including a broad range of pharma impact scenarios





<sup>[1]</sup> Benjafield AV, Ayas NT, Eastwood PR, et al. Estimation of the global prevalence and burden of obstructive sleep apnoea: a literature-based analysis. Lancet Respir Med. Aug 2019;7(8):687-698

<sup>[4]</sup> Historical growth in Resmed connected device volumes ranges from 5-6% YOY; Growth here shown as 6%; Note revenue growth historically exceeds device volume growth with recurring revenue from masks, accessories & software.



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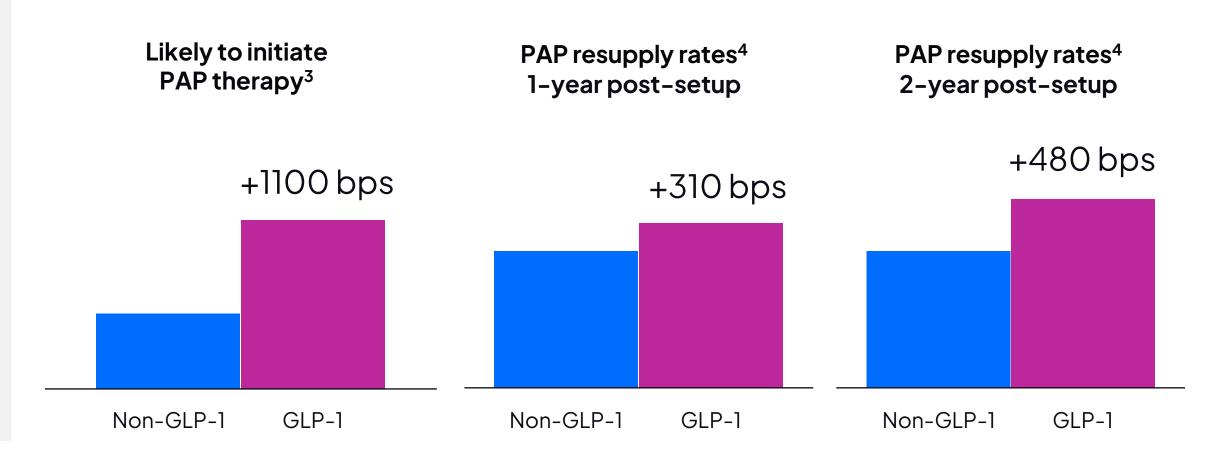
<sup>[2]</sup> Internal Resmed analysis based on World Bank forecasted population growth for those aged 30-69 across 193 countries

<sup>[3]</sup> Mid-to-high impacts ranging from ~7.5% to 15% OSA prevalence reduction due to weight-loss pharma, with impact starting in 2024 and ramping by 2029

# Real-world data analysis in Sleep Apnea population shows significant positive correlation between GLP-1s and PAP therapy

Patients with an OSA diagnosis *and* prescribed a GLP-1 drug are 11.0% more likely to initiate PAP therapy and have higher PAP resupply rates 1-year and 2-years-post setup

#### GLP-1 initiated<sup>1,2</sup> vs. non-GLP-1 initiated OSA patients<sup>1</sup>



Large real-world data analysis: n = 1,843,000 patients with GLP-1 initiation, sleep apnea diagnosis, and Rx for PAP therapy<sup>5</sup>

Source: IQVIA LRX data and Diagnostic claims, July 2021 – June 2025

<sup>5.</sup> Majority of patients in the analysis population were prescribed newer GLP-1 drugs: semaglutide or tirzepatide



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<sup>1.</sup> Total patients with an OSA diagnosis claim from July 2021 – June 2025; those who were diagnosed with OSA prior to July 2021 are not included in this analysis.

 $<sup>2. \,</sup> GLP-1 \, initiation \, is \, defined \, by \, presence \, of \, GLP-1 \, claim \, at \, any \, point \, from \, July \, 2021-June \, 2025 \, (n=1,843k \, patients); \, initiation \, does \, not \, demonstrate \, GLP-1 \, treatment \, adherence, so \, patients \, may \, not \, be \, actively \, taking \, GLP-1s \, today.$ 

<sup>3.</sup> Values show absolute percentage difference in presence of any PAP-related claim from July 2021 – June 2025 comparing OSA patients who used GLP-1s versus OSA patients with no GLP-1 use.

<sup>4.</sup> Values show absolute percentage difference in presence of any PAP-related claim at each timepoint post PAP setup from July 2021 - June 2025 comparing OSA patients who used GLP-1s versus OSA patients with no GLP-1 use.

## Reconciliation of non-GAAP financial measures

The measures "non-GAAP gross profit" and "non-GAAP gross margin" exclude amortization expense from acquired intangibles related to cost of sales and are reconciled below:

Three Months Ended

(Unaudited; \$ in thousands, except for per share amounts)

	S	September 30, 2025		September 30, 2024		
Revenue	\$	1,335,582	\$	1,224,509		
GAAP cost of sales	\$	514,762	\$	507,290		
Less: Amortization of acquired intangibles (A)		(7,821)		(7,670)		
Non-GAAP cost of sales	\$	506,941	\$	499,620		
GAAP gross profit	\$	820,820	\$	717,219		
GAAP gross margin		61.5 %	58.6 %			
Non-GAAP gross profit	\$	828,641	\$	724,889		
Non-GAAP gross margin		62.0 %	59.2 %			

#### Note regarding non-GAAP reconciliations

Resmed believes that non-GAAP diluted earnings per share is an additional measure of performance that investors can use to compare operating results between reporting periods. Resmed uses non-GAAP information internally in planning, forecasting, and evaluating the results of operations in the current period and in comparing it to past periods. Resmed believes this information provides investors better insight when evaluating Resmed's performance from core operations and provides consistent financial reporting. The use of non-GAAP measures is intended to supplement, and not to replace, the presentation of net income and other GAAP measures. Like all non-GAAP measures, non-GAAP measures that must be included under GAAP.



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<sup>(</sup>A) Resmed adjusts for the impact of the amortization of acquired intangibles from their evaluation of ongoing operations, and believes that investors benefit from adjusting these items to facilitate a more meaningful evaluation of current operating performance.

# Reconciliation of non-GAAP financial measures, cont'd

The measure "non-GAAP income from operations" is reconciled with GAAP income from operations below:

(Unaudited; \$ in thousands, except for per share amounts)

GAAP income from operations

Amortization of acquired intangibles—cost of sales (A)

Amortization of acquired intangibles—operating expenses (A)

Restructuring (A)

Non-GAAP income from operations

Three Months Ended							
September 30, 2025		September 30, 2024					
\$	446,537	\$	387,312				
	7,821		7,670				
	11,956		11,404				
	15,810		_				
\$	482,124	\$	406,386				

#### Note regarding non-GAAP reconciliations

(A) Resmed adjusts for the impact of the amortization of acquired intangibles and restructuring expenses from their evaluation of ongoing operations, and believes that investors benefit from adjusting these items to facilitate a more meaningful evaluation of current operating performance.

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# Reconciliation of non-GAAP financial measures, cont'd

The measure "non-GAAP net income" and "non-GAAP diluted earnings per share" are reconciled with GAAP net income and GAAP diluted earnings per share in the table below:

Three Months Ended

(Unaudited; \$ in thousands, except for per share amounts)

	September 30, 2025		September 30, 2024	
GAAP net income	\$	348,536	\$	311,355
Amortization of acquired intangibles—cost of sales (A)		7,821		7,670
Amortization of acquired intangibles—operating expenses (A)		11,956		11,404
Restructuring expenses (A)		15,810		_
Income tax effect on non-GAAP adjustments (A)		(9,248)		(5,071)
Non-GAAP net income (A)	\$	374,875	\$	325,358
GAAP diluted shares outstanding		146,899		147,599
GAAP diluted earnings per share	\$	2.37	\$	2.11
Non-GAAP diluted earnings per share <sup>(A)</sup>	\$	2.55	\$	2.20

#### Note regarding non-GAAP reconciliations

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