



ResMed

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with every breath*



ResMed Investor Meeting

September 20, 2018



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AGENDA



WELCOME



CONNECTED HEALTH DEMONSTRATIONS

- 1 Brightree – Single Patient Workflow
- 2 AirView
- 3 MyAir
- 4 Brightree – Business Management Optimization



BUSINESS CONTEXT DISCUSSION

-  Healthcare Informatics
-  Sleep
-  Respiratory Care
-  SaaS



Q&A SESSION



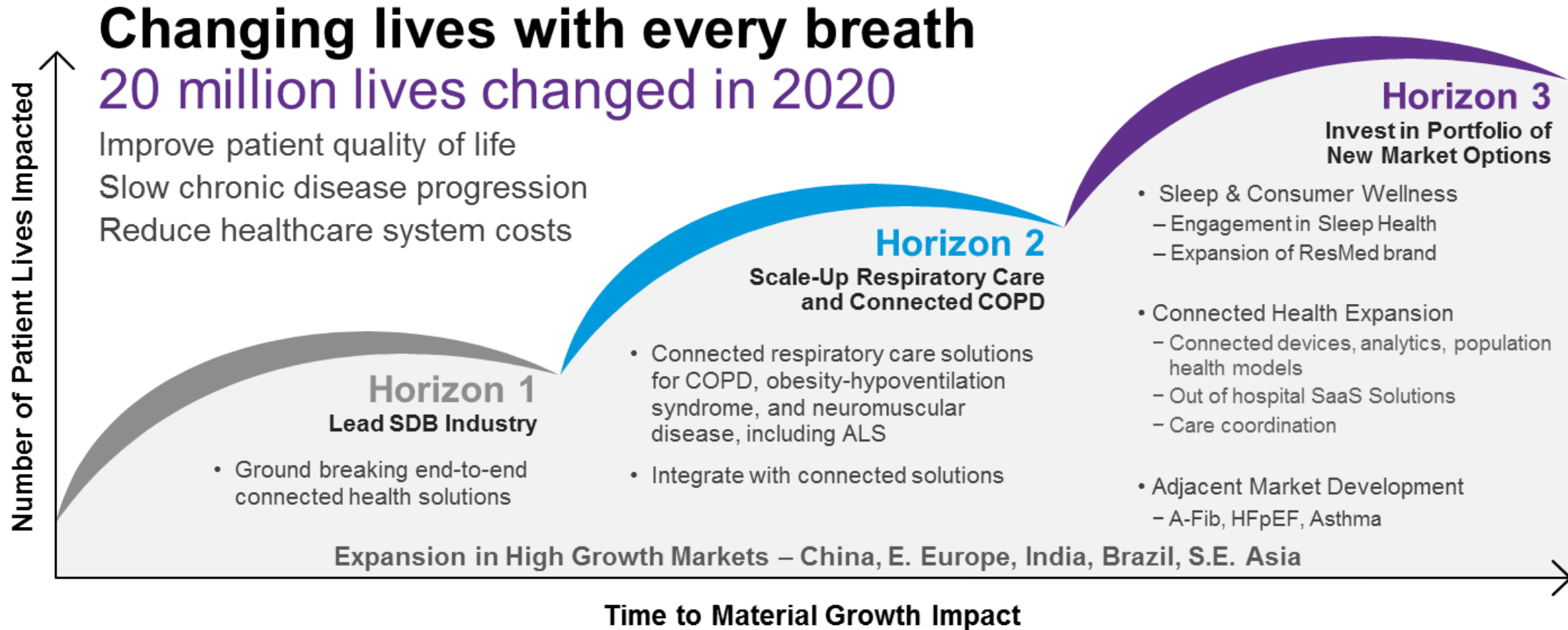
CLOSING REMARKS



Welcome

Rob Douglas
President & Chief Operating Officer

> Growth Strategy & Strategic Initiatives



PEOPLE, LEADERSHIP AND CULTURE

GLOBAL LEADERSHIP IN DIGITAL AND CONNECTED HEALTH

OPERATING EXCELLENCE – LEVERAGE MARKET-LEADING SCALE



CONNECTED HEALTH DEMOS

Raj Sodhi
President, SaaS

Melissa Crawford
Senior Sales Engineer

Melanie Taylor
Product Manager, HI

Trevor Thinnes
Product Manager, HI

Fadi Haddad
Director, Business Analytics



ResMed has built out full end-to-end solutions that improve clinical outcomes for patients and improve business outcomes for customers.



Transforming the Treatment & Management of Sleep Apnea Patients




brightree®

Following the
workflow for setting
up one patient.

1



AirView™

Managing one
patient or many to
compliance.

2



myAir™

Engaging patients
in their therapy.

3




brightree®

Optimizing business
results using
advanced analytics.

4

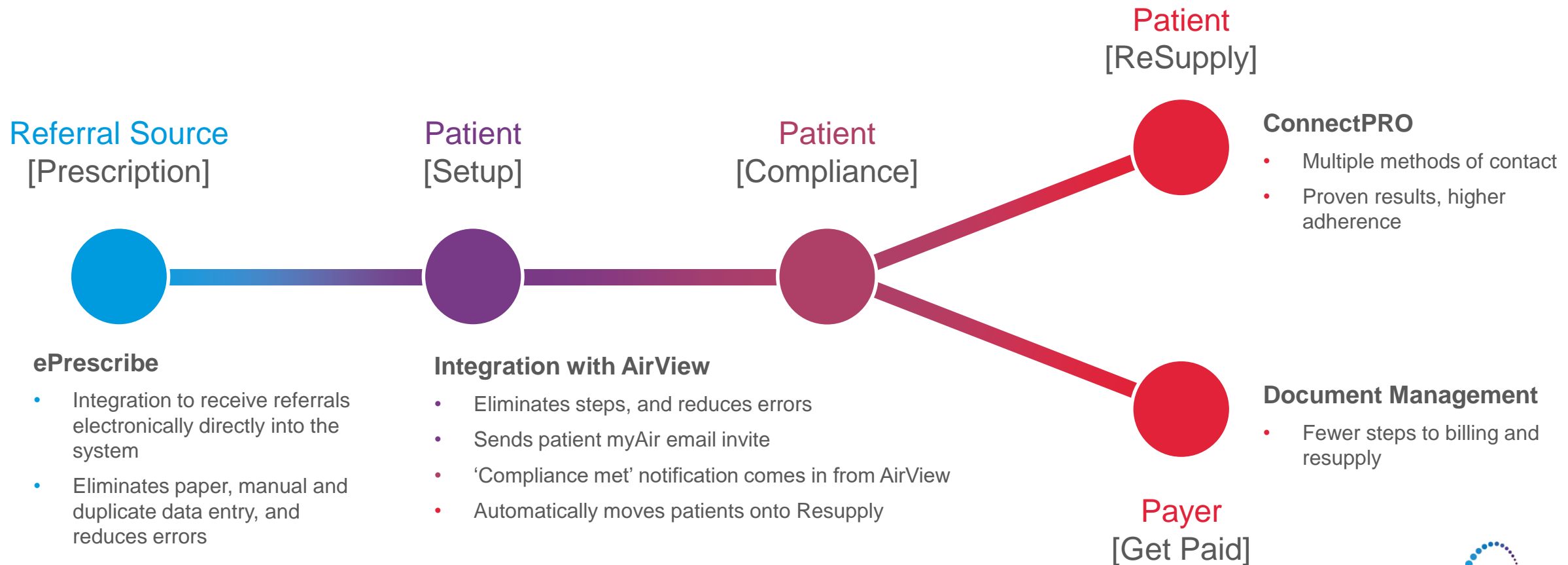


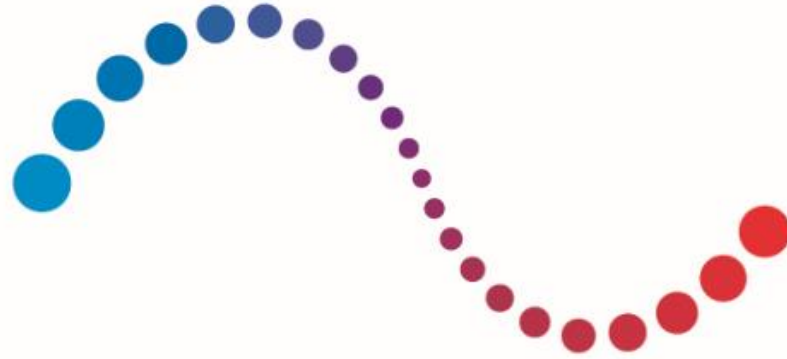
DEMO – Following the Workflow of Single Patient Setup

1



Following the workflow for setting up one patient





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DEMO – Patient Management

2



AirView™

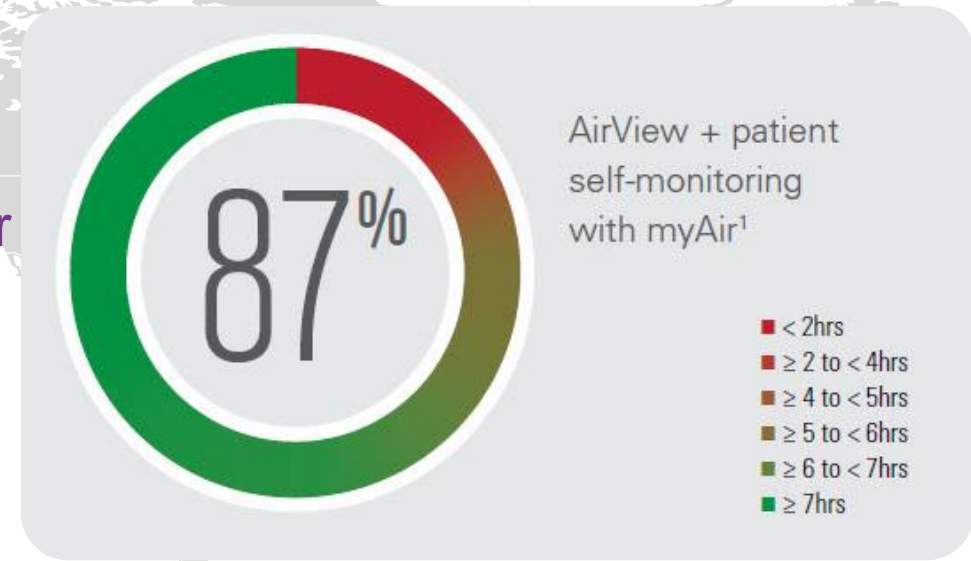
Managing one patient or many to compliance

AirView is a cloud-based system that helps you manage patients with sleep-disordered breathing and respiratory insufficiency

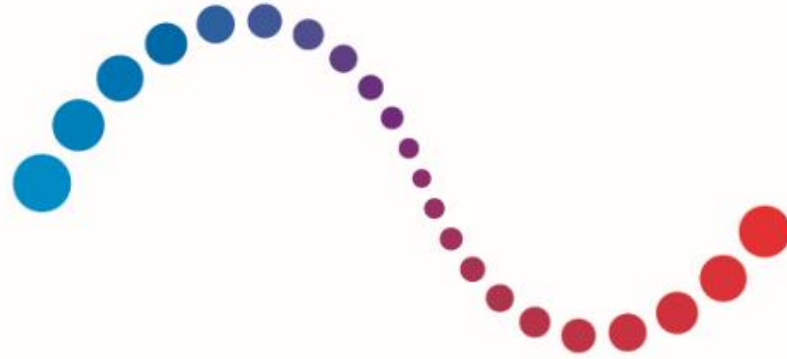
Key benefits:

- Workflow simplification and efficiencies through remote monitoring
- Collaborate more efficiently across patient's care network
- Remote troubleshooting capability through Remote Assist
- Updating sleep device settings remotely
- Higher compliance

Over



tries



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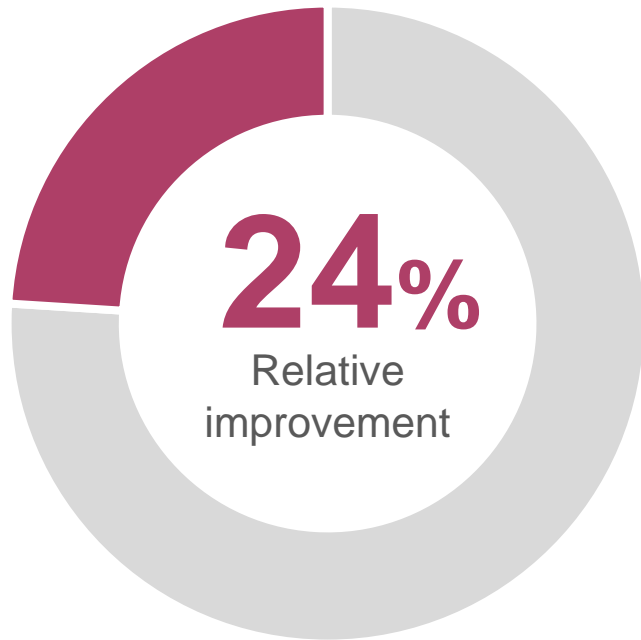
DEMO – Engaging Patients to Improve Therapy Experience

3



myAir™

Engaging patients
in their therapy



in compliance when patients
who are managed in AirView
also use myAir

Efficiently
scale business

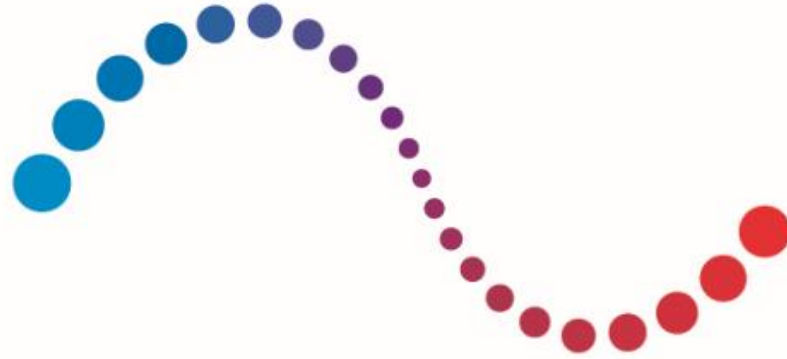


No cost or effort to
provider or patient

myAir helps create the best
patient experience:

- Enables patient self-monitoring to empower care ownership
- Provides personalized, automated coaching
- Extends full-time support





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DEMO – Optimizing the HME through Advanced Analytics

4



Optimizing business results
using Advanced Analytics



Operational Dashboards

- Monitor business processes that frequently change and track current performance of key metrics and KPIs
- Monitor progress towards an objective



Strategic Dashboards

- Monitor the status of KPIs
- Assist with staying on top of KPIs throughout the business



Analytical Dashboards

- Analyze large volumes of data for investigation of trends, predicting outcomes and discovering insights
- Advanced drill-down and filtering



Healthcare Informatics

Bobby Ghoshal
Chief Technology Officer

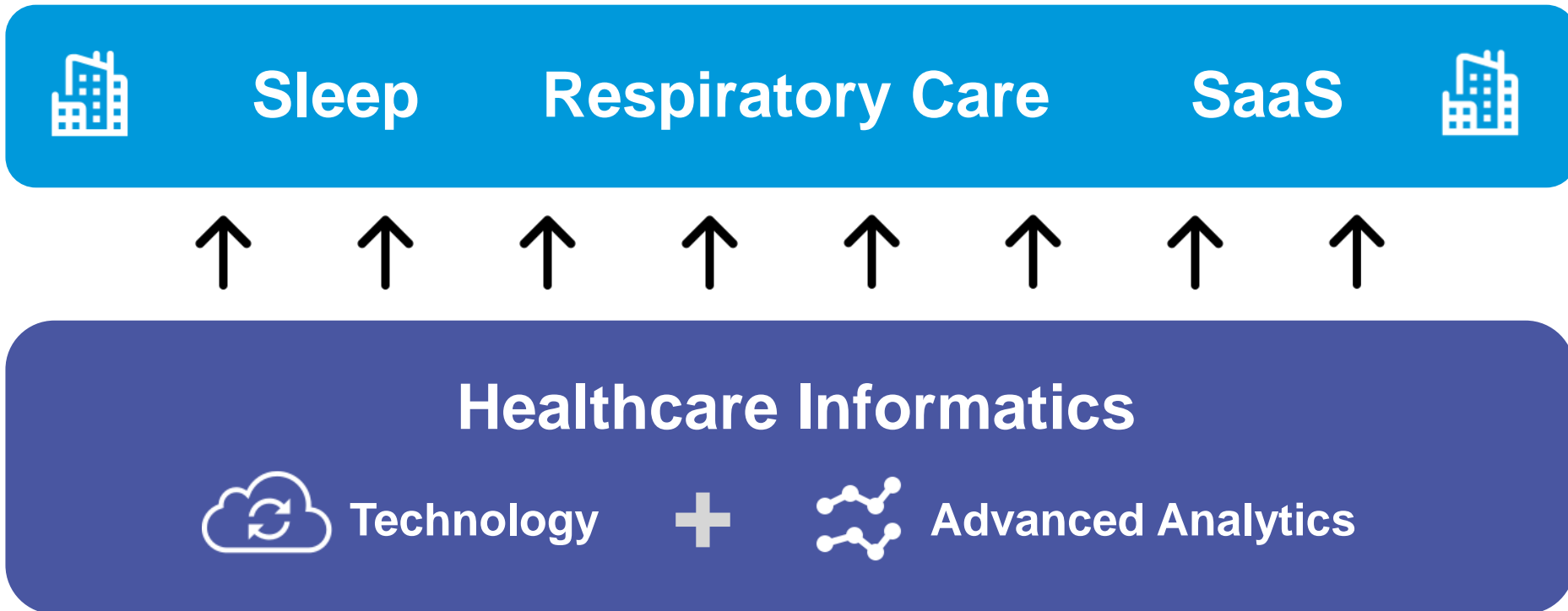


ResMed has built out full end-to-end solutions that improve clinical outcomes for patients and improve business outcomes for customers.



Healthcare Informatics Strategy

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





Healthcare Informatics Strategy



Connected Health Ecosystem

- Innovating for core Sleep and RC business
 - Device connectivity to the cloud
 - Patient monitoring and management
 - Patient engagement

Out-of-Hospital SaaS Ecosystem

- ePrescribe and Resupply
- Integrations with our SaaS platforms
- Accelerating the ResMed value prop for our customers and patients



Data Analytics – The AI Journey

- Drive better clinical outcomes for patients and business outcomes for provider
- Leverage big data to derive meaningful actionable insights, 2.5B nights of sleep data
- Talented team of data scientists using AI/ML to improve long-term patient adherence



Sleep

Jim Hollingshead
President, Sleep



Sleep Business Strategy

Our Purpose: Deliver a world-class patient experience through innovative solutions that lower overall cost for treating sleep apnea patients and improve clinical outcomes.

Optimize efficiencies for providers

- HME/HCP facing solutions that drive workflow efficiencies
- Long-term adherence solutions that improve patient management and meet the needs of referring physicians



Deliver best-in-class patient experience

- Patient-facing solutions, from identification through to treatment, that streamline the experience and improve long-term adherence



Embrace and enable integrated care models

- Payor-facing solutions that enable population management, backed by our data insights, outcomes research, and Market Access



Operating Excellence – Portfolio Mindset – Deep Customer Understanding – Talent



Respiratory Care

Richie McHale
President, Respiratory Care



Respiratory Care Strategy

Our Purpose: Changing the lives of COPD patients by bringing new solutions for unmet patient needs.

Win in the core

- Reach more COPD patients through our connected non-invasive ventilation technology
- Take share in the life-support ventilation category with Astral Release 6
- Prepare for Mobi full product launch



Innovate and expand into adjacent categories

- Treat patients earlier in COPD disease progression with Mobi in a connected ecosystem
- Further innovate and scale the POC business model
- Bring a connected High Flow Therapy home solution to market
- Enable new models of care that keep COPD patients out of hospital



Transform COPD healthcare delivery

- Develop Intelligent therapy solutions and improve the patient experience through new technologies
- Create value propositions in longitudinal care, prediction of exacerbations and prevention of hospitalization



Operating Excellence – Portfolio Mindset – Deep Customer Understanding – Talent



SaaS Business

Raj Sodhi
President, SaaS



SaaS Strategy

Our Purpose: Revolutionize healthcare delivery through a smart connected ecosystem that drives superior outcomes for patients and providers.

Build on existing platforms

Drive organic growth from existing SaaS platforms

- **HME:** Deliver new value added offers to drive incremental revenue
- **Home Health:** Increase market share and build solutions to meet the changing needs of the market
- **Hospice:** Capitalize on favorable regulatory landscape to innovate and capture market share



Platform services

Deliver service offerings as extensions of SaaS platforms

- Develop people & process offerings as customers look to outsource tasks
- Focus on opportunities to create efficiencies through technology
- Take costs out through workflow automation that incorporates tech driven processes and ML / AI



Portfolio expansion through M&A

Expand SaaS OOH portfolio globally

- Extend workflow knowledge and clinical data sets across the care continuum/settings
- Develop a diverse portfolio to build a healthcare ecosystem expertise agnostic of disease
- Develop assets and capabilities that contribute and integrate with long-term Corporate strategy



Operating Excellence – Portfolio Mindset – Deep Customer Understanding – Talent



Q&A



Closing Remarks

Rob Douglas
President & Chief Operating Officer

> ResMed is the Global Leader in Connected Health

Well-positioned to extend success in Sleep to COPD and the broader Out-of-Hospital ecosystem – agnostic of disease



Market Dynamics

- Underpenetrated markets in sleep and COPD
- Healthcare costs continue to increase
- Focus on improving patient outcomes
- Value-based technology solutions



Growth & Innovation

- Global leader in connected health for sleep and respiratory care
- Long-term growth opportunities
- 5,500+ patents and designs
- ~7% of revenue invested in R&D



Financial Results

- Historical revenue and profit growth
- Recurring revenue
- Operating excellence program
- Strong track record of disciplined capital deployment

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