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.
Company Overview & Strategy
Who we are / what we do

• Listed on NYSE & ASX, ~$15B market cap

• World-leading connected health company with more than 9 million 100% cloud-connectable devices
  – More than 10 million patients in AirView monitoring ecosystem
  – Nearly 80 million patient accounts in out-of-hospital 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
Key demographic, political, and healthcare trends present multiple opportunities for ResMed

Healthcare continues to rise in importance as a major topic on social and political agendas around the world.

**MACRO**
- Increasing Chronic Disease Burden
- Aging Population
- Healthcare Costs Growing
- Physician Shortages

*The shift to value-based healthcare and consumerization-of-care is here to stay.*

**MICRO**
- Delivering the correct care when needed
- Delivering care in lower cost settings
- Patient Engagement
- Documentation
- Data Availability
- Communication
- Analytics

Integration of *Data & Technology* is key to driving increased awareness & treatment
ResMed’s 2025 strategy

250 million lives improved in out-of-hospital healthcare in 2025!

Purpose
- Empower people to live healthier and higher quality lives in the comfort of their home

Growth Focus
- Global health epidemics in sleep apnea, COPD, other major chronic conditions, and caring for patients with SaaS solutions in the out-of-hospital setting

Growth Advantage
- Transform patient care through innovative solutions and tech-driven integrated care to drive superior outcomes, experiences and efficiency

Growth Foundations
- High-performing, diverse and entrepreneurial people
- Industry-leading innovation and business excellence
- Advanced analytics leadership in our markets
Our Business - Sleep
What is sleep-disordered breathing?

- Abnormal respiration during sleep – the cessation of breathing or “sleep suffocation”

- Most prevalent is **obstructive sleep apnea** – collapse of the upper airway despite ongoing effort

- Other types include central sleep apnea -- lack of breathing *and* lack of effort -- and mixed apnea
The global prevalence of sleep apnea is enormous and growing…

Benjafied, et al. AJRCCM 2018 (abstract)
Sleep apnea is more than 80% undiagnosed....

....and is highly prevalent in other chronic conditions

For every 100 U.S. adults...

4 KNOW THEY HAVE SLEEP APNEA

22 DON'T KNOW THEY HAVE IT

References:

Atrial Fibrillation
49%

Heart Failure
76%

Drug-Resistant Hypertension
83%

Type 2 Diabetes
72%

Morbid Obesity
77%

Stroke
62%
Global leadership in digital health

**AirView™** has over
10 million patients

- 800,000+ diagnostic tests
  processed in the cloud

- 84 API calls per second
  from integrators

9 million+
100% cloud connectable devices worldwide

~80 million accounts in
out-of-hospital care network

1.8 million+
patients have
signed up for myAir™

* Data as of 9/30/2018
Turning big data into actionable information

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

AirView™

Labor Costs² ↓59%

New Patient Setups³ ↑55%

myAir™

World’s largest study for adherence

> 128,000 patients

↑24%

patient adherence with patient engagement⁴

↑21%

patient adherence with automated compliance coaching¹

1. Hwang, et al., AJRCCM 2017
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.
Working with others to raise sleep as a public priority

With Verily, we can unlock richer, more holistic insights about sleep apnea and the value of treating it

**POTENTIAL INSIGHTS**

- Sleep apnea phenotypes and determinants
- Sleep apnea risk stratification and identifying parameters
- Ideal diagnostic and treatment approach by phenotype
- Long-term health, quality of life and economic benefits of treating sleep apnea by phenotype
- Impact of treating sleep apnea on related chronic conditions and corresponding value

**POTENTIAL APPLICATIONS**

- Improved sleep apnea devices and masks
- More tailored and effective sleep apnea diagnostic, treatment and care management models – clinically validated
- Partner with customers and other stakeholders to deliver new care models, and better position for value-based care

---

- **Sleep research joint venture** with Verily
- To study the health and financial impacts of untreated sleep apnea
- Based on research outcomes: Develop software solutions to help identify, diagnose, treat and manage those with OSA
Our Business—Respiratory Care
COPD is a large and growing market

• COPD is the third leading cause of death worldwide¹

• More than 380 million people worldwide are estimated to have COPD²
  – Largely undiagnosed COPD sufferers in high-growth markets such as China, India, Brazil and E. Europe may be well over 100 million³

• Cost to healthcare systems from COPD is enormous:
  – Europe: ~€48 billion per year⁴
  – US: ~$50 billion per year⁵

• More than 3 million people worldwide die each year due to COPD⁶

³Company estimates based on World Health Organization estimates and Zhong et al. “Prevalence of Chronic Obstructive Pulmonary Disease in China” Respiratory and Critical Care
⁵Guarascio et al. Dove Med Press, 2013 Jun 17
Full spectrum of solutions for respiratory care

- **High-Flow Therapy**
  - AcuCare™ high flow

- **Portable Oxygen Concentrator**
  - Mobi™

- **Bilevel Ventilation**
  - AirCurve 10

- **Non-invasive Ventilation (NIV)**
  - Lumis™
  - Stellar™

- **Life Support Ventilation**
  - Astral™
  - Astral™ with RCM

**Patient Acuity**
There is a need for end-to-end solutions for COPD patients.

Global population of COPD patients: ~380 million

- **Self-management (Smoking Cessation, Diet, Exercise)**
- **Inhaled Pharmaceuticals for COPD**
- **Oxygen**
- **Ventilation**

- **Stage I**: 75% of pop.
- **Stage II**: 20% of pop.
- **Stage III**: <1% of pop.
- **Stage IV**: Increasing severity of disease

Source: https://www.ncbi.nlm.nih.gov/pubmed/26755942
Digital health solutions for inhaled COPD pharmaceuticals

Acquired Propeller Health in January 2019

- ResMed now has end-to-end solutions for Digital Health for COPD patients across stages I, II, III, IV of the disease
- 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 digitally-enabled integration of care through the progression of the disease

UPSTREAM

Customers include:

- gsk
- Boehringer Ingelheim
- Orion
- Novartis

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

DOWNSTREAM

- Payers
- PBMs
- Health systems
- Pharmacies

Patient Acquisition

Propeller

- Patients + $$
- Health and economic outcomes
- Clinical insights and efficiencies
- Patients + $$

Increased drug adherence and sales

Improved clinical trial speed and enhanced time to market
Propeller has demonstrated compelling clinical outcomes

**Impact of the Propeller solution tracking inhaler usage and location**

- **Uncontrolled COPD**
  - **SABA use over time**
    - 
    - % per day
    - Drives a decrease in medication
    - Drives a decrease in medication
  - **Symptom free days**
    - %
    - Drives an improvement in QOL
    - +32%
  - **Healthcare utilization**
    - Events
    - Before
    - After
    - Drives a reduction in healthcare utilization
    - -25%

- **Uncontrolled Asthma**
  - **Adherence**
    - %
    - Drives an improvement in adherence
    - +58%
  - **QoL: Rescue Inhaler use per day**
    - % times used
    - Drives an improvement in QOL
    - -75%
  - **Acute care utilization**
    - Events per 100 patient years
    - Drives a reduction in healthcare utilization
    - Pre-enrollment
    - Post-enrollment
Our Business – Software as a Service (SaaS)
History of successful SaaS acquisitions and integrations….

…serve as the foundation of our growing SaaS Business

- UMB iAN: Aug 2012
- brightree®: Apr 2016
- MatrixCare®: Nov 2018
Broad portfolio of out-of-hospital verticals
Our SaaS portfolio is operating at scale and creating value

- SaaS portfolio financially attractive
- Brightree has provided value for HME businesses and allowed ResMed to better serve US customers
- Matrixcare offers digital solutions creating efficiencies and seamless movement through care settings
- High prevalence of sleep apnea and COPD among skilled nursing facilities, home health, and hospice
- Upcoming regulatory changes will drive near term value:
  - Skilled Nursing changes on Oct. 1
  - Home Health changes on Jan. 1

The **right software platforms in the right care settings** to capitalize on these opportunities

Digital Health ecosystem operating at scale creates our competitive advantage.

Supports growth for HME businesses and chronic diseases, sleep apnea and COPD in particular.
Digital Health Technology
Digital health technology strategy

Connected Health Ecosystem

• Innovate 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 proposition for our customers and patients

Data Analytics – The AI/ML Journey

• Drive better clinical outcomes for patients and business outcomes for providers
• Leverage big data to derive meaningful actionable insights, more than 4 billion nights of sleep data
• Talented team of data scientists using artificial intelligence and machine learning to improve long-term patient adherence
End-to-end connected health solutions in sleep, respiratory care, and out-of-hospital healthcare
Recent financial results
Q3 FY19 financial results

<table>
<thead>
<tr>
<th></th>
<th>Q3 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$662.2M</td>
</tr>
<tr>
<td></td>
<td>+12% (+15% CC)</td>
</tr>
<tr>
<td><strong>Gross margin</strong></td>
<td>59.2%</td>
</tr>
<tr>
<td></td>
<td>+100 bps</td>
</tr>
<tr>
<td><strong>Non-GAAP operating profit</strong></td>
<td>$182.0M</td>
</tr>
<tr>
<td></td>
<td>+15%</td>
</tr>
<tr>
<td><strong>Non-GAAP EPS</strong></td>
<td>$0.89</td>
</tr>
<tr>
<td></td>
<td>(3)%</td>
</tr>
<tr>
<td><strong>Cash flow from operations</strong></td>
<td>$139.6M</td>
</tr>
<tr>
<td><strong>Free cash flow</strong></td>
<td>$124.6M</td>
</tr>
</tbody>
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*ResMed adjusts for the impact of the amortization of acquired intangibles, impact of U.S. tax reform, and restructuring expenses, from their evaluation of ongoing operations and believes investors benefit from adjusting these items to facilitate a more meaningful evaluation of current operating performance.*
Track record of disciplined financial growth

Revenue ($B)
- LTM 3Q14: $1.6
- LTM 3Q19: $2.5

Adjusted EPS
- LTM 3Q14: $2.42
- LTM 3Q19: $3.65

Quarterly dividend
- LTM 3Q14: $0.25
- LTM 3Q19: $0.37

CAGR:
- Revenue: 10%
- Adjusted EPS: 9%
- Quarterly dividend: 8%
Recognized by Forbes as #1 in our category for corporate citizenship

<table>
<thead>
<tr>
<th>Eliminating unnecessary waste</th>
<th>Minimizing pollution</th>
<th>Product stewardship</th>
<th>Responsible compliance</th>
<th>Increased awareness and continual improvement</th>
</tr>
</thead>
<tbody>
<tr>
<td>We work to eliminate unnecessary waste in all our systems &amp; processes, such as minimizing our use of natural resources.</td>
<td>We are minimizing pollution, in particular our non-biodegradable waste to landfill.</td>
<td>We design and develop products with reduced impact on the environment through their lifecycle.</td>
<td>We fulfill all relevant and applicable compliance obligations in the countries and communities that we operate in.</td>
<td>We drive internal awareness of environmental impacts and monitor our performance through collaboration with others to make continual improvements.</td>
</tr>
</tbody>
</table>

Recognized by others for leading in this space:

- #18 on Forbes & Just Capital’s “2019 Just 100”, #1 in Healthcare Equipment and Services
- #170 on WSJ’s 2018 Management Top 250 of the U.S.’s most well-run companies for customers, employees, and investors
ResMed is the global leader in connected health

**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
- ~7-8% 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
Thank you

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