



### **About ResMed**

Around the clock and across the globe, ResMed employees are working to help the millions of people suffering from sleep-disordered breathing (SDB) and other respiratory disorders. ResMed's team is focused on improving the quality of life and health of all our patients and on providing quality products and services that are accessible to all patients and also valued by our professional partners.

**Who are we?** ResMed (ASX: RMD and NYSE: RMD) is a leading developer, manufacturer and marketer of products for the screening, treatment and long-term management of sleep-disordered breathing (SDB) and other respiratory disorders.

**Employees:** 2432 at October 2006, of which 622 are based in Europe

**Presence in Europe:** ResMed's history in Europe began in 1990 when the former ResCare Ltd. started to do sales in this region. In June 1995 the company listed as ResMed Inc on the Nasdaq exchange, in late 1999 the company transferred to the NYSE where the stock trades under the symbol RMD. Subsequently, wholly owned subsidiaries have been formed (such as in the UK) or successful distributors have been acquired, as in Germany, France and Sweden. The acquisition of a major competitor in Germany in 2005 with leading market shares in Germany, Austria and Switzerland made ResMed the market leader in sleep disordered breathing in Europe. Further acquisitions in France, Sweden and Austria allowed ResMed to become a reliable partner in ventilation in Europe. With the establishment of a European head office based in Basel and the creation of a European partner network, ResMed clearly understands the importance of the region to the growth strategy of the company. ResMed is represented in 27 European countries either by subsidiaries or designated ResMed partners.

**Leadership and innovation:** 1301 patents and 565 design registrations, granted or pending worldwide, at June 2006

**The market:** SDB affects around 20% of the adult population<sup>1</sup>, making it as widespread as diabetes or asthma. The most common form of SDB is obstructive sleep apnea (OSA). We believe that about 90% of people who have OSA remain undiagnosed and untreated. ResMed is positioned to meet the growing challenges of this under-penetrated market.

### **Our mission**

**Inform and educate:** ResMed is committed to increasing the education and awareness of the serious health consequences of untreated SDB and its co-morbidities among the general public, physicians, and health care professionals. ResMed provides educational and practical support to medical professionals throughout Europe and offers widespread education programme dedicated to enhancing the understanding of SDB in order to increase awareness amongst patients and general public,

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<sup>1</sup> Young et al. Am J Respir Crit Care Med. 2002; 165:1217-1239

ResMed has developed web sites and programmes focused on sleep and respiratory disorders across Europe.

**Understanding SDB:** the term “sleep disordered breathing” (SDB) includes a spectrum of respiratory disorders ranging in severity from snoring to obstructive sleep apnea (OSA). OSA occurs when the airway temporarily collapses during sleep, preventing or restricting breathing for up to ten seconds or more. Such events can occur several hundred times a night severely disrupting sleep.

**The health risk:** untreated OSA can severely affect quality of life, health and mortality. Clinical research showed that it is linked strongly to a range of serious, even life-threatening chronic diseases such as stroke, heart failure, hypertension, diabetes, obesity and coronary heart disease. Other links include preeclampsia in pregnant women, attention deficit disorder in children and increase traffic and workplace accidents.

**The treatment:** Widely accepted across the globe, positive airway pressure treatment is a highly effective, proven and popular way to treat OSA. This treatment involves wearing a mask or nasal pillows system connected to a small portable airflow generator that delivers air at positive pressure. The air pressure acts like an “air splint” to keep the airway open.

**Continuing research and product development:** ResMed continues to invest approximately 6% of revenues into research and product development – that’s a growing dollar figure every year, demonstrating our commitment to continuing global leadership in sleep medicine and to patient outcomes.

**Expanding our geographic presence:** ResMed operates in over 67 countries via 21 direct offices of which 10 are based in Europe. Via our extensive partner network we supply extensive knowledge and experience to local markets within Europe.

**ResMed recognized:** In 2006 ResMed has been on the Forbes list of the 200 Best Small Companies for 10 years in a row (No. 64). In 2005 we made the *BusinessWeek* list of 100 Hot Growth Companies for the sixth time in seven years. We were also awarded Manufacturer of the Year for 2006 by the UK Association for Respiratory Technology & Physiology (ARTP) and ResMed received the 2006 Australian Design Award for the S8 Series Flow Generator and HumidAire 3i™.

**Leadership team:** Our senior management team has extensive experience in the SDB field and the medical device industry in general. We also leverage the knowledge and expertise of our Medical Advisory board which consists of leading SDB experts.

For more information on ResMed and SDB visit [www.resmed.com](http://www.resmed.com), [www.syndrome-apnee-sommeil.fr](http://www.syndrome-apnee-sommeil.fr), [www.somnapne.se](http://www.somnapne.se), [www.gezondeslaap.nl](http://www.gezondeslaap.nl), [www.trefpuntslaap.nl](http://www.trefpuntslaap.nl), [www.traffpunktsomn.se/](http://www.traffpunktsomn.se/), [www.myResMed.de](http://www.myResMed.de), [www.osauk.org.uk](http://www.osauk.org.uk).

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