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ResMed Inc. Announces Results for the Fourth Quarter of Fiscal Year 2024

- Year-over-year revenue grows 9%, operating profit up 38%, non-GAAP operating profit up 30%
- Operating cash flow of \$440 million
- Quarterly dividend increases 10% to \$0.53 per share
- Company to host an Investor Day on September 30, 2024

Note: A webcast of ResMed's conference call will be available at 4:30 p.m. ET today at http://investor.resmed.com

SAN DIEGO, August 1, 2024 – ResMed Inc. (NYSE: RMD, ASX: RMD) today announced results for its quarter ended June 30, 2024.

Fourth Quarter 2024 Highlights

All comparisons are to the prior year period

- Revenue increased by 9% to \$1.2 billion; up 10% on a constant currency basis
- Gross margin improved 350 bps to 58.5%; non-GAAP gross margin improved 330 bps to 59.1%
- Income from operations increased 38%; non-GAAP income from operations up 30%
- Operating cash flow of \$440 million and debt repayments of \$300 million
- Diluted earnings per share of \$1.98; non-GAAP diluted earnings per share of \$2.08

Full Year 2024 Highlights

All comparisons are to the prior year period

- Revenue increased by 11% to \$4.7 billion; up 11% on a constant currency basis
- Gross margin improved 90 bps to 56.7%; non-GAAP gross margin improved 120 bps to 57.7%
- Income from operations increased 17%; non-GAAP income from operations up 21%
- Operating cash flow of \$1.4 billion and debt repayments of \$0.8 billion
- Diluted earnings per share of \$6.92; non-GAAP diluted earnings per share of \$7.72

"Our fourth quarter and full-year fiscal year 2024 results demonstrate strong performance across all sectors of our business," said Mick Farrell, Chairman & CEO of ResMed. "Ongoing patient and customer demand for our best-in-class products and software solutions is incredibly strong, driving solid growth across our devices, masks, and software businesses. The global ResMed team's focus on operating excellence, ongoing cost discipline, and profitable growth acceleration resulted in gross margin expansion, strong operating leverage, and double-digit growth in bottom-line profitability.

"Nearly 2.5 billion suffer from major sleep health and breathing disorders. As the market leader in these significantly underpenetrated markets, we're well-positioned as the clear leader to drive increased market penetration, demand generation, and accelerate growth for our businesses. We're laser-focused on increasing awareness with the fast-growth population of sleep-health-interested consumers, creating virtual pathways that expand access to therapies, while offering a broad portfolio of medical device products, software solutions, and beyond, as we deliver value for all ResMed stakeholders."

Financial Results and Operating Metrics

Unaudited; \$ in millions, except for per share amounts

		June 30, 2024	June 30, 2023	% Change	Constant Currency ^(A)
Revenue	\$	1,223.2	\$ 1,122.1	9 %	10 %
Gross margin		58.5 %	55.0 %	6	
Non-GAAP gross margin (B)		59.1 %	55.8 %	6	
Selling, general, and administrative expenses		242.2	240.7	1	1
Research and development expenses		80.9	78.1	3	4
Income from operations		381.2	275.3	38	
Non-GAAP income from operations (B)		400.5	307.0	30	
Net income		292.2	229.7	27	
Non-GAAP net income (B)		306.3	235.5	30	
Diluted earnings per share	\$	1.98	\$ 1.56	27	
Non-GAAP diluted earnings per share (B)	\$	2.08	\$ 1.60	30	

		I welve Months	ivionths Ended			
	June 30, 2024	June 30, 2023	% Change	Constant Currency (A)		
Revenue	\$ 4,685.3	\$ 4,223.0	11 %	11 %		
Gross margin	56.7 %	55.8 %	2			
Non-GAAP gross margin (B)	57.7 %	56.5 %	2			
Selling, general, and administrative expenses	917.1	874.0	5	5		
Research and development expenses	307.5	287.6	7	8		
Income from operations	1,319.9	1,131.9	17			
Non-GAAP income from operations (B)	1,478.4	1,224.4	21			
Net income	1,021.0	897.6	14			
Non-GAAP net income (B)	1,139.3	949.8	20			
Diluted earnings per share	\$ 6.92	\$ 6.09	14			
Non-GAAP diluted earnings per share ^(B)	\$ 7.72	\$ 6.44	20			

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- (A) In order to provide a framework for assessing how our underlying businesses performed, excluding the effect of foreign currency fluctuations, we provide certain financial information on a "constant currency" basis, which is in addition to the actual financial information presented. In order to calculate our constant currency information, we translate the current period financial information using the foreign currency exchange rates that were in effect during the previous comparable period. However, constant currency measures should not be considered in isolation or as an alternative to U.S. dollar measures that reflect current period exchange rates, or to other financial measures calculated and presented in accordance with U.S. GAAP.
- (B) See the reconciliation of non-GAAP financial measures in the table at the end of the press release.

Discussion of Fourth Quarter Results

All comparisons are to the prior year period unless otherwise noted

- Revenue grew by 10 percent on a constant currency basis, driven by increased demand for our sleep devices and masks portfolio, as well as strong growth across our Software as a Service business.
 - Revenue in the U.S., Canada, and Latin America, excluding Software as a Service, grew by 10 percent.
 - Revenue in Europe, Asia, and other markets, excluding Software as a Service, grew by
 8 percent on a constant currency basis.
 - Software as a Service revenue increased by 10 percent, reflecting continued organic growth in our SaaS portfolio.
- Gross margin increased by 350 basis points mainly due to reduced freight and manufacturing cost improvements, an increase in average selling prices as well as favorable product mix. Non-GAAP gross margin increased by 330 basis points due to the same factors.
- Selling, general, and administrative expenses increased by 1 percent on a constant currency basis. SG&A
 expenses improved to 19.8 percent of revenue in the quarter, compared with 21.5 percent in the same
 period of the prior year. The modest increase in SG&A expenses reflects cost management initiatives
 implemented during the December quarter.
- Income from operations increased by 38 percent, and non-GAAP income from operations increased by 30 percent.
- Net income for the quarter was \$292 million and diluted earnings per share was \$1.98. Non-GAAP net
 income increased by 30 percent to \$306 million, and non-GAAP diluted earnings per share increased by 30
 percent to \$2.08, predominantly attributable to strong sales and gross margin improvement as well as
 modest growth in operating expenses.
- Operating cash flow for the quarter was \$440 million, compared to net income in the current quarter of \$292 million and non-GAAP net income of \$306 million.
- During the quarter, we paid \$71 million in dividends and repurchased 232,000 shares for consideration of \$50 million as part of our ongoing capital management.

Other Business and Operational Highlights

Supported the presentation of 39 clinical research abstracts at the annual American Thoracic Society (26 abstracts) and SLEEP (13 abstracts) conferences, demonstrating the breadth and depth of ResMed's leadership in generating and analyzing real-world evidence in support of better clinical and patient outcomes. Research focused on a variety of topics including the increasing prevalence of Obstructive Sleep Apnea (OSA), the economic benefits of treating OSA, and the relationship between OSA and depression in women.

Dividend program

The ResMed board of directors today declared a quarterly cash dividend of \$0.53 per share. The dividend will have a record date of August 15, 2024, payable on September 19, 2024. The dividend will be paid in U.S. currency to holders of ResMed's common stock trading on the New York Stock Exchange. Holders of CHESS Depositary Interests ("CDIs") trading on the Australian Securities Exchange will receive an equivalent amount in Australian currency, based on the exchange rate on the record date, and reflecting the 10:1 ratio between CDIs and NYSE shares. The ex-dividend date will be August 14, 2024, for common stockholders and for CDI holders. ResMed has received a waiver from the ASX's settlement operating rules, which will allow ResMed to defer processing conversions between its common stock and CDI registers from August 14, 2024, through August 15, 2024, inclusive.

Webcast details

ResMed will discuss its fourth quarter fiscal year 2024 results on its webcast at 1:30 p.m. U.S. Pacific Time today. The live webcast of the call can be accessed on ResMed's Investor Relations website at investor.resmed.com. Please go to this section of the website and click on the icon for the "Q4 2024 Earnings" Webcast" to register and listen to the live webcast. A replay of the earnings webcast will be accessible on the website and available approximately two hours after the live webcast. In addition, a telephone replay of the conference call will be available approximately three hours after the webcast by dialing +1 877-660-6853 (U.S.) or +1 201-612-7415 (outside U.S.) and entering the passcode 13747201. The telephone replay will be available until August 15, 2024.

About ResMed

At ResMed (NYSE: RMD, ASX: RMD) we pioneer innovative solutions that treat and keep people out of the hospital, empowering them to live healthier, higher-quality lives. Our digital health technologies and cloudconnected medical devices transform care for people with sleep apnea, COPD, and other chronic diseases. Our comprehensive out-of-hospital software platforms support the professionals and caregivers who help people stay healthy in the home or care setting of their choice. By enabling better care, we improve quality of life, reduce the impact of chronic disease, and lower costs for consumers and healthcare systems in more than 140 countries. To learn more, visit ResMed.com and follow @ResMed.

Safe harbor statement

Statements contained in this release that are not historical facts are "forward-looking" statements as contemplated by the Private Securities Litigation Reform Act of 1995. These forward-looking statements – including statements regarding ResMed's projections of future revenue or earnings, expenses, new product development, new product launches, new markets for its products, the integration of acquisitions, our supply chain, domestic and international regulatory developments, litigation, tax outlook, and the expected impact of macroeconomic conditions of our business - are subject to risks and uncertainties, which could cause actual results to materially differ from those projected or implied in the forward-looking statements. Additional risks and uncertainties are discussed in ResMed's periodic reports on file with the U.S. Securities & Exchange Commission. ResMed does not undertake to update its forward-looking statements.

Condensed Consolidated Statements of Operations

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

		Three Mor	nths	Ended	Twelve Months Ended					
		June 30, 2024		June 30, 2023		June 30, 2024		June 30, 2023		
Net revenue	\$	1,223,195	\$	1,122,057	\$	4,685,297	\$	4,222,993		
Cost of sales		499,681		496,276		1,982,769		1,836,935		
Amortization of acquired intangibles (1)		7,987		8,395		32,963		30,396		
Masks with magnets field safety notification expenses (1)		_		_		6,351				
Astral field safety notification expenses (1)		_		_		7,911		_		
Total cost of sales	\$	507,668	\$	504,671	\$	2,029,994	\$	1,867,331		
Gross profit	\$ \$	715,527	\$	617,386	\$	2,655,303	\$	2,355,662		
Selling, general, and administrative		242,187		240,687		917,136		874,003		
Research and development		80,861		78,144		307,525		287,642		
Amortization of acquired intangibles (1)		11,262		12,319		46,521		42,020		
Restructuring expenses (1)		_		9,177		64,228		9,177		
Acquisition related expenses (1)		_		1,792				10,949		
Total operating expenses	\$	334,310	\$	342,119	\$	1,335,410	\$	1,223,791		
Income from operations	\$	381,217	\$	275,267	\$	1,319,893	\$	1,131,871		
Other income (expenses), net:										
Interest expense, net	\$	(5,920)	\$	(14,943)	\$	(45,708)	\$	(47,379)		
Gain (loss) attributable to equity method investments		868		(2,228)		(1,848)		(7,265)		
Gain on equity investments (1)		(15,473)		(1,583)		(4,045)		9,922		
Gain on insurance recoveries (1)				20,227				20,227		
Other, net		(2,960)		61		(3,494)		(5,712)		
Total other income (expenses), net		(23,485)		1,534		(55,095)		(30,207)		
Income before income taxes	\$	357,732	\$	276,801	\$	1,264,798	\$	1,101,664		
Income taxes		65,495		47,137		243,847		204,108		
Net income	\$	292,237	\$	229,664	\$	1,020,951	\$	897,556		
Basic earnings per share	\$	1.99	\$	1.56	\$	6.94	\$	6.12		
Diluted earnings per share	\$	1.98	\$	1.56	\$	6.92	\$	6.09		
Non-GAAP diluted earnings per share ⁽¹⁾	\$	2.08	\$	1.60	\$	7.72	\$	6.44		
Basic shares outstanding		146,915		147,015		147,021		146,765		
Diluted shares outstanding		147,533		147,554		147,550		147,455		

⁽¹⁾ See the reconciliation of non-GAAP financial measures in the table at the end of the press release.

Condensed Consolidated Balance Sheets

(Unaudited; \$ in thousands)

		June 30, 2024			
Assets					
Current assets:					
Cash and cash equivalents	\$	238,361	\$	227,891	
Accounts receivable, net		837,275		704,909	
Inventories		822,250		998,012	
Prepayments and other current assets		459,833		437,018	
Total current assets	\$	2,357,719	\$	2,367,830	
Non-current assets:					
Property, plant, and equipment, net	\$	548,025	\$	537,856	
Operating lease right-of-use assets		151,121		127,955	
Goodwill and other intangibles, net		3,327,959		3,322,640	
Deferred income taxes and other non-current assets		487,570		395,427	
Total non-current assets	\$	4,514,675	\$	4,383,878	
Total assets	<u>\$</u> \$		\$	6,751,708	
Liabilities and Stockholders' Equity					
Current liabilities:					
Accounts payable	\$	237,728	\$	150,756	
Accrued expenses		377,678		365,660	
Operating lease liabilities, current		25,278		21,919	
Deferred revenue		152,554		138,072	
Income taxes payable		107,517		72,224	
Short-term debt		9,900		9,902	
Total current liabilities	\$	910,655	\$	758,533	
Non-current liabilities:	•	,	•	,	
Deferred revenue	\$	137,343	\$	119,186	
Deferred income taxes	*	79,339	•	90,650	
Operating lease liabilities, non-current		141,444		116,853	
Other long-term liabilities		42,257		68,166	
Long-term debt		697,313		1,431,234	
Long-term income taxes payable		_		37,183	
Total non-current liabilities	\$	1,097,696	\$	1,863,272	
Total liabilities	\$	2,008,351	\$	2,621,805	
Stockholders' equity			-		
Common stock	\$	588	\$	588	
Additional paid-in capital	Ψ	1,896,604	Ψ	1,772,083	
Retained earnings		4,991,647		4,253,016	
Treasury stock		(1,773,267)		(1,623,256)	
Accumulated other comprehensive income		(251,529)		(272,528)	
Total stockholders' equity	\$		\$	4,129,903	
Total liabilities and stockholders' equity	\$	6,872,394	\$	6,751,708	
rotal habilities and stockholders equity	Ψ	0,012,004	Ψ	0,701,700	

Condensed Consolidated Statements of Cash Flows

(Unaudited; \$ in thousands)

		Three Mor	nths	Ended	Twelve Months Ended				
	,	June 30, 2024		June 30, 2023		June 30, 2024		June 30, 2023	
Cash flows from operating activities:									
Net income	\$	292,237	\$	229,664	\$	1,020,951	\$	897,556	
Adjustment to reconcile net income to cash provided by operating activities:									
Depreciation and amortization		43,677		46,760		176,870		165,156	
Amortization of right-of-use assets		11,077		8,440		39,339		32,406	
Stock-based compensation costs		21,392		19,927		80,184		71,142	
(Gain) loss attributable to equity method investments, net of dividends received		(868)		5,102		1,848		10,138	
(Gain) loss on equity investments		15,473		1,584		4,045		(9,922)	
Non-cash restructuring expenses		_		9,177		33,239		9,177	
Gain on insurance recoveries		_		(20,227)		_		(20,227)	
Changes in operating assets and liabilities:									
Accounts receivable, net		(57,523)		(18,059)		(134,278)		(106,511)	
Inventories, net		8,910		6,257		172,203		(248,833)	
Prepaid expenses, net deferred income taxes and other current assets		(16,237)		(51,518)		(115,213)		(138,125)	
Accounts payable, accrued expenses, income taxes payable and other		121,975		330		122,072		31,342	
Net cash provided by operating activities	\$	440,113	\$	237,437	\$	1,401,260	\$	693,299	
Cash flows from investing activities:									
Purchases of property, plant, and equipment		(24,881)		(34,449)		(99,460)		(119,672)	
Patent registration and acquisition costs		(1,442)		(4,285)		(15,396)		(14,328)	
Business acquisitions, net of cash acquired		(19,697)		(1,524)		(133,464)		(1,012,749)	
Purchases of investments		(3,073)		(2,500)		(12,765)		(32,229)	
Proceeds from exits of investments		750		_		1,000		3,937	
(Payments) / proceeds on maturity of foreign currency contracts		1,833		(3,765)		(9,699)		15,196	
Net cash used in investing activities	\$	(46,510)	\$	(46,523)	\$	(269,784)	\$	(1,159,845)	
Cash flows from financing activities:									
Proceeds from issuance of common stock, net		27,696		23,493		53,094		49,142	
Purchases of treasury stock		(50,004)		_		(150,011)		_	
Taxes paid related to net share settlement of equity awards		(421)		(334)		(8,757)		(30,631)	
Payments of business combination contingent consideration		_		(2,045)		(1,293)		(2,361)	
Proceeds from borrowings, net of borrowing costs		_		_		105,000		1,070,000	
Repayment of borrowings		(300,000)		(145,000)		(835,000)		(405,000)	
Dividends paid		(70,553)		(64,705)		(282,320)		(258,276)	
Net cash (used in) / provided by financing activities	\$	(393,282)	\$	(188,591)		(1,119,287)	\$	422,874	
Effect of exchange rate changes on cash	\$	130	\$	(2,326)	\$	(1,719)	\$	(2,147)	
Net increase / (decrease) in cash and cash equivalents		451		(3)		10,470		(45,819)	
Cash and cash equivalents at beginning of period		237,910		227,894		227,891		273,710	
Cash and cash equivalents at end of period	\$	238,361	\$	227,891	\$	238,361	\$	227,891	

Reconciliation of Non-GAAP Financial Measures

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

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

	Three Months Ended					Twelve Months Ended			
	Ju	ıne 30, 2024	Jι	ıne 30, 2023	J	une 30, 2024	Jı	une 30, 2023	
Revenue	\$	1,223,195	\$	1,122,057	\$	4,685,297	\$	4,222,993	
GAAP cost of sales	\$	507,668	\$	504,671	\$	2,029,994	\$	1,867,331	
Less: Amortization of acquired intangibles (A)		(7,987)		(8,395)		(32,963)		(30,396)	
Less: Masks with magnets field safety notification expenses (A)		_		_		(6,351)		_	
Less: Astral field safety notification expenses (A)		_		_		(7,911)		_	
Non-GAAP cost of sales	\$	499,681	\$	496,276	\$	1,982,769	\$	1,836,935	
GAAP gross profit	\$	715,527	\$	617,386	\$	2,655,303	\$	2,355,662	
GAAP gross margin		58.5 %		55.0 %		56.7 %		55.8 %	
Non-GAAP gross profit	\$	723,514	\$	625,781	\$	2,702,528	\$	2,386,058	
Non-GAAP gross margin		59.1 %		55.8 %		57.7 %		56.5 %	

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

Three Months Ended					Twelve Months Ended			
June	June 30, 2024		June 30, 2023		June 30, 2024		ne 30, 2023	
\$	381,217	\$	275,267	\$	1,319,893	\$	1,131,871	
	7,987		8,395		32,963		30,396	
	11,262		12,319		46,521		42,020	
	_		9,177		64,228		9,177	
	_		_		6,351		_	
	_		_		7,911		_	
			1,792		483		10,949	
\$	400,466	\$	306,950	\$	1,478,350	\$	1,224,413	
		June 30, 2024 \$ 381,217 7,987 11,262 — — —	June 30, 2024 June \$ 381,217 \$ 7,987 \$ 11,262 — — — — — — —	June 30, 2024 June 30, 2023 \$ 381,217 \$ 275,267 7,987 8,395 11,262 12,319 — 9,177 — — — 1,792	June 30, 2024 June 30, 2023 June 30, 2023 \$ 381,217 \$ 275,267 \$ 8,395 11,262 12,319 — 9,177 — — — — 1,792	June 30, 2024 June 30, 2023 June 30, 2024 \$ 381,217 \$ 275,267 \$ 1,319,893 7,987 8,395 32,963 11,262 12,319 46,521 — 9,177 64,228 — - 6,351 — 7,911 — 1,792 483	June 30, 2024 June 30, 2023 June 30, 2024 June 30, 2024<	

Reconciliation of Non-GAAP Financial Measures

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

The measures "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				Twelve Months Ended			
	Jun	e 30, 2024	Jur	ne 30, 2023	Ju	ne 30, 2024	Ju	ne 30, 2023
GAAP net income	\$	292,237	\$	229,664	\$	1,020,951	\$	897,556
Amortization of acquired intangibles—cost of sales (A)		7,987		8,395		32,963		30,396
Amortization of acquired intangibles—operating expenses $^{(A)}$		11,262		12,319		46,521		42,020
Restructuring expenses (A)		_		9,177		64,228		9,177
Masks with magnets field safety notification expenses (A)		_		_		6,351		_
Astral field safety notification expenses (A)		_		_		7,911		_
Acquisition-related expenses (A)		_		1,792		483		10,949
Gain on insurance recoveries (A)		_		(20,227)		_		(20,227)
Income tax effect on non-GAAP adjustments (A)		(5,145)		(5,631)		(40,114)		(20,114)
Non-GAAP net income (A)	\$	306,341	\$	235,489	\$	1,139,294	\$	949,757
GAAP diluted shares outstanding		147,533		147,554		147,550		147,455
GAAP diluted earnings per share	\$	1.98	\$	1.56	\$	6.92	\$	6.09
Non-GAAP diluted earnings per share (A)	\$	2.08	\$	1.60	\$	7.72	\$	6.44

(A) ResMed adjusts for the impact of the amortization of acquired intangibles, restructuring expenses, field safety notification expenses, acquisition-related expenses, gain on insurance recoveries, and associated tax effects 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.

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 earnings are subject to inherent limitations because they do not include all the expenses that must be included under GAAP.

Revenue by Product and Region

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

	Three Months Ended									
	J	lune 30, 2024	(A)	June 30, 2023 ^(A)	% Change	Constant Currency ^(B)				
U.S., Canada, and Latin America										
Devices	\$	406.2	\$	387.2	5 %					
Masks and other		321.2		273.7	17					
Total U.S., Canada and Latin America	\$	727.4	\$	660.9	10					
Combined Europe, Asia, and other markets										
Devices	\$	228.8	\$	215.2	6 %	8 %				
Masks and other		115.0	_	107.4	7	9				
Total Combined Europe, Asia and other markets	\$	343.9	\$	322.6	7	8				
Global revenue										
Total Devices	\$	635.1	\$	602.4	5 %	6 %				
Total Masks and other		436.2		381.0	14	15				
Total Sleep and Respiratory Care	\$	1,071.3	\$	983.5	9	9				
Software as a Service		151.9		138.6	10	10				
Total	\$	1,223.2	\$	1,122.1	9	10				

	Twelve Months Ended											
		June 30, 2024	(A)	June 30, 2023 (A)	% Change	Constant Currency ^(B)						
U.S., Canada, and Latin America												
Devices	\$	1,522.8	\$	1,444.4	5 %							
Masks and other		1,199.8		1,039.0	15							
Total U.S., Canada and Latin America	\$	2,722.6	\$	2,483.4	10							
Combined Europe, Asia, and other markets												
Devices	\$	921.3	\$	826.3	11 %	10 %						
Masks and other		457.4		415.3	10	8						
Total Combined Europe, Asia and other markets	\$	1,378.6	\$	1,241.6	11	10						
Global revenue												
Total Devices	\$	2,444.0	\$	2,270.7	8 %	7 %						
Total Masks and other		1,657.2		1,454.3	14	13						
Total Sleep and Respiratory Care	\$	4,101.2	\$	3,725.0	10	10						
Software as a Service		584.1		498.0	17	17						
Total	\$	4,685.3	\$	4,223.0	11	11						

⁽A) Totals and subtotals may not add due to rounding.

⁽B) In order to provide a framework for assessing how our underlying businesses performed excluding the effect of foreign currency fluctuations, we provide certain financial information on a "constant currency basis," which is in addition to the actual financial information presented. In order to calculate our constant currency information, we translate the current period financial information using the foreign currency exchange rates that were in effect during the previous comparable period. However, constant currency measures should not be considered in isolation or as an alternative to U.S. dollar measures that reflect current period exchange rates, or to other financial measures calculated and presented in accordance with U.S. GAAP.