

RESMED INC  
Form 10-K  
August 21, 2009  
Table of Contents

**UNITED STATES**

**SECURITIES AND EXCHANGE COMMISSION**

**Washington, D.C. 20549**

---

**FORM 10-K**

---

**[X] ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF  
THE SECURITIES EXCHANGE ACT OF 1934**

**For the fiscal year ended June 30, 2009**

**Commission file number: 001-15317**

**RESMED INC.**

(Exact name of registrant as specified in its charter)

**DELAWARE**

(State or other jurisdiction of incorporation or organization)

**98-0152841**

(IRS Employer Identification No.)

**9001 Spectrum Center Blvd.**

**San Diego, CA 92123**

Edgar Filing: RESMED INC - Form 10-K

United States of America

(Address of principal executive offices)

(858) 836-5000

(Registrant's telephone number, including area code)

**Securities registered pursuant to Section 12(b) of the Act:**

**TITLE OF EACH CLASS**

Common Stock, \$0.004 Par Value

**Name of each exchange upon which registered**

New York Stock Exchange

**Securities registered pursuant to Section 12(g) of the Act**

None

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes ☒ No ☐

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or 15(d) of the Act. Yes ☐ No ☒

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes ☐ No ☐

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulations S-K (§ 229.405 of this Chapter) is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K ☐

## Edgar Filing: RESMED INC - Form 10-K

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer ☒ Accelerated filer ☐ Non-accelerated filer ☐ Smaller reporting company ☐

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes ☐ No ☒

The aggregate market value of the voting and non-voting common equity held by non-affiliates of registrant as of December 31, 2008 (the last business day of the registrant's most recently completed second fiscal quarter), computed by reference to the closing sale price of such stock on the New York Stock Exchange, was approximately \$2,985,718,000. All directors, executive officers, and 10% stockholders of registrant are considered affiliates.

At August 12, 2009, registrant had 75,544,678 shares of Common Stock, \$0.004 par value, issued and outstanding. This number excludes 6,701,925 shares held by the registrant as treasury shares.

Portions of the registrant's definitive Proxy Statement to be delivered to shareholders in connection with the registrant's 2009 Annual Meeting of Stockholders, to be filed subsequent to the date hereof, are incorporated by reference into Part III of this report.

---

**Table of Contents**


---

# C<sup>ONTENT</sup>S

---

|          |         |                                                                                                                     |     |
|----------|---------|---------------------------------------------------------------------------------------------------------------------|-----|
|          |         | <u>Cautionary Note Regarding Forward Looking Statements</u>                                                         | 2   |
| Part I   | Item 1  | <u>Business</u>                                                                                                     | 2   |
|          | Item 1A | <u>Risk Factors</u>                                                                                                 | 19  |
|          | Item 1B | <u>Unresolved Staff Comments</u>                                                                                    | 27  |
|          | Item 2  | <u>Properties</u>                                                                                                   | 27  |
|          | Item 3  | <u>Legal Proceedings</u>                                                                                            | 27  |
|          | Item 4  | <u>Submission of Matters to a Vote of Security Holders</u>                                                          | 27  |
| Part II  | Item 5  | <u>Market for Registrant's Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities</u> | 28  |
|          | Item 6  | <u>Selected Financial Data</u>                                                                                      | 30  |
|          | Item 7  | <u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>                        | 32  |
|          | Item 7A | <u>Quantitative and Qualitative Disclosures About Market and Business Risks</u>                                     | 44  |
|          | Item 8  | <u>Consolidated Financial Statements and Supplementary Data</u>                                                     | 47  |
|          | Item 9  | <u>Changes in and Disagreements with Accountants on Accounting and Financial Disclosure</u>                         | 48  |
|          | Item 9A | <u>Controls and Procedures</u>                                                                                      | 48  |
|          | Item 9B | <u>Other Information</u>                                                                                            | 50  |
| Part III | Item 10 | <u>Directors, Executive Officers and Corporate Governance</u>                                                       | 51  |
|          | Item 11 | <u>Executive Compensation</u>                                                                                       | 51  |
|          | Item 12 | <u>Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters</u>               | 51  |
|          | Item 13 | <u>Certain Relationships and Related Transactions and Director Independence</u>                                     | 51  |
|          | Item 14 | <u>Principal Accounting Fees and Services</u>                                                                       | 51  |
| Part IV  | Item 15 | <u>Exhibits and Consolidated Financial Statement Schedules</u>                                                      | 52  |
|          |         | <u>Signatures</u>                                                                                                   | S-1 |

As used in this 10-K, the terms "we", "us", "our" and "the Company" refer to ResMed Inc., a Delaware corporation, and its subsidiaries, on a consolidated basis, unless otherwise stated.

---

**Table of Contents**

---

**PART I**

---

**Cautionary Note Regarding Forward-Looking Statements**

This report contains or may contain certain forward-looking statements and information that are based on the beliefs of our management as well as estimates and assumptions made by, and information currently available to our management. All statements other than statements regarding historical facts are forward-looking statements. The words believe, expect, anticipate, intend, seek, will, will continue, estimate, p other similar expressions generally identify forward-looking statements, including, in particular, statements regarding the development and approval of new products and product applications, market expansion, pending litigation, and the development of new markets for our products, such as cardiovascular and stroke markets. These forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. You are cautioned not to place undue reliance on these forward-looking statements each of which applies only as of the date of this report. Such forward-looking statements reflect the views of our management at the time such statements are made and are subject to a number of risks, uncertainties, estimates and assumptions, including, without limitation, and in addition to those identified in the text surrounding such statements, those identified in Item 1A Risk Factors and elsewhere in this report.

In addition, important factors to consider in evaluating such forward-looking statements include changes or developments in social, economic, market, legal or regulatory circumstances, changes in our business or growth strategy or an inability to execute our strategy due to changes in our industry or the economy generally, the emergence of new or growing competitors, the actions or omissions of third parties, including suppliers, customers, competitors and governmental authorities, the impact of future developments related to the product recall, and various other factors subject to risks and uncertainties which could cause actual results to materially differ from those projected or implied in the forward-looking statements. Should any one or more of these risks or uncertainties materialize, or the underlying estimates or assumptions prove incorrect, actual results may vary significantly from those expressed in such forward-looking statements, and there can be no assurance that the forward-looking statements contained in this report will in fact occur.

**ITEM 1 BUSINESS**

**General**

We are a leading developer, manufacturer and distributor of medical equipment for treating, diagnosing, and managing sleep-disordered breathing and other respiratory disorders. Sleep-disordered breathing, or SDB, includes obstructive sleep apnea, or OSA, and other respiratory disorders that occur during sleep. When we were formed in 1989, our primary purpose was to commercialize a treatment for OSA developed by Professor Colin Sullivan. This treatment, nasal Continuous Positive Airway Pressure, or CPAP, was the first successful noninvasive treatment for OSA. CPAP systems deliver pressurized air, typically through a nasal mask, to prevent collapse of the upper airway during sleep.

Since the development of CPAP, we have developed a number of innovative products for SDB and other respiratory disorders including airflow generators, diagnostic products, mask systems, headgear and other accessories. Our growth has been fuelled by geographic expansion, increased awareness of respiratory conditions as a significant health concern among physicians and patients, and our research and product development efforts.

## **Table of Contents**

We employ approximately 2,900 people and sell our products in over 70 countries through a combination of wholly owned subsidiaries and independent distributors.

Our web site address is [www.resmed.com](http://www.resmed.com). We make our periodic reports, together with any amendments, available on our web site, free of charge, as soon as reasonably practicable after we electronically file or furnish the reports with the Securities and Exchange Commission.

## **Corporate History**

ResMed Inc., a Delaware corporation, was formed in March 1994 as the ultimate holding company for our Americas, Asia-Pacific and European operating subsidiaries. On June 1, 1995, we completed an initial public offering of common stock and on June 2, 1995 our common stock commenced trading on the NASDAQ National Market. On September 30, 1999 we transferred our principal public listing to the New York Stock Exchange, or NYSE, trading under the ticker symbol RMD. On November 25, 1999, we established a secondary listing of our common stock via Chess Depositary Instruments, or CDI's, on the Australian Stock Exchange (now known as the Australian Securities Exchange), or ASX, also under the symbol RMD. Ten CDI's on the ASX represent one share of our common stock on the NYSE. On July 1, 2002, we converted our ASX listing status from a foreign exempt listing to a full listing.

Our Australian subsidiary, ResMed Holdings Limited, was originally organized in 1989 by Dr. Peter Farrell to acquire from Baxter Center for Medical Research Pty Limited, or Baxter, the rights to certain technology relating to CPAP treatment as well as Baxter's existing CPAP device business. Baxter had sold CPAP devices in Australia since 1988, having acquired the rights to the technology in 1987.

Since formation we have acquired a number of operating businesses including:

| <b>Name of Entity</b>                       | <b>Date of Acquisition</b> |
|---------------------------------------------|----------------------------|
| Dieter W. Priess Medtechnik                 | February 7, 1996           |
| Premium Medical SARL                        | June 12, 1996              |
| Innovmedics Pte Ltd                         | November 1, 1997           |
| EINAR Egnell AB                             | January 31, 2000           |
| MAP Medizin Technologie GmbH                | February 16, 2001          |
| Labhardt AG                                 | November 15, 2001          |
| Servo Magnetics Inc.                        | May 14, 2002               |
| John Stark and Associates                   | July 24, 2002              |
| Respro Medical Company Limited              | July 2, 2003               |
| Resprecare BV                               | December 1, 2004           |
| Hoefner Medizintechnik GmbH                 | February 14, 2005          |
| Saime SA                                    | May 19, 2005               |
| Pulmomed Medizinisch-Technische Geräte GmbH | July 1, 2005               |
| PolarMed Holding AS                         | December 1, 2005           |
| Western Medical Marketing                   | October 4, 2006            |
| Respicure Medsys PVT.LTD                    | April 30, 2009             |

## **Segment Information**

## Edgar Filing: RESMED INC - Form 10-K

We believe that, given the single market focus of our operations solely in the sleep-disordered breathing sector of the respiratory medicine industry, and the inter-dependence of its products, we operate as a single operating segment. See Note 16 Segment Information of the Notes to Financial

- 3 -

## **Table of Contents**

Statements (Part II, Item 8) for financial information regarding segment reporting. Financial information about our revenues from and assets located in foreign countries is also included in the notes to our consolidated financial statements.

## **The Market**

Sleep is a complex neurological process that includes two distinct states: rapid eye movement, or REM, sleep and non-rapid eye movement, or non-REM, sleep. REM sleep, which is about 20-25% of total sleep experienced by adults, is characterized by a high level of brain activity, bursts of rapid eye movement, increased heart and respiration rates, and paralysis of many muscles. Non-REM sleep is subdivided into four stages that generally parallel sleep depth; stage 1 is the lightest and stage 4 is the deepest.

The upper airway has no rigid support and is held open by active contraction of upper airway muscles. Normally, during REM sleep and deeper levels of non-REM sleep, upper airway muscles relax and the airway narrows. Individuals with narrow upper airways or poor muscle tone are prone to temporary collapses of the upper airway during sleep, called apneas, and to near closures of the upper airway called hypopneas. These breathing irregularities result in a lowering of blood oxygen concentration, causing the central nervous system to react to the lack of oxygen or increased carbon dioxide and signaling the body to respond. Typically, the individual subconsciously arouses from sleep, causing the throat muscles to contract, opening the airway. After a few gasping breaths, blood oxygen levels increase and the individual can resume a deeper sleep until the cycle repeats itself. Sufferers of OSA typically experience ten or more such cycles per hour. While these awakenings greatly impair the quality of sleep, the individual is not normally aware of these disruptions. In addition, OSA has recently been recognized as a cause of hypertension and a significant co-morbidity for heart disease, stroke and diabetes.

Scientists estimate that one in five adults have some form of obstructive sleep apnea. In the United States alone, this represents approximately 40 million people. Despite the high prevalence of OSA, there is a general lack of awareness of OSA among both the medical community and the general public. It is estimated that less than 10% of those with OSA have been diagnosed or treated. Many healthcare professionals are often unable to diagnose OSA because they are unaware that such non-specific symptoms as excessive daytime sleepiness, snoring, hypertension and irritability are characteristic of OSA.

While OSA has been diagnosed in a broad cross-section of the population, it is predominant among middle-aged men and those who are obese, smoke, consume alcohol in excess or use muscle-relaxing and pain-killing drugs. A strong association has been discovered between OSA and a number of cardiovascular diseases. Recent studies have shown that SDB is present in approximately 80% of patients with drug-resistant hypertension, approximately 72% of patients with type 2 diabetes and approximately 80% of patients with congestive heart failure. In relation to diabetes, recent studies indicate that SDB is independently associated with glucose intolerance and insulin resistance.

## **Sleep-Disordered Breathing and Obstructive Sleep Apnea**

Sleep-disordered breathing encompasses all physiological processes that cause detrimental breathing patterns during sleep. Manifestations include OSA, central sleep apnea, or CSA, and hypoventilation syndromes that occur during sleep. Hypoventilation syndromes are generally associated with obesity, chronic obstructive lung disease and neuromuscular disease. OSA is the most common form of SDB.

Sleep fragmentation and the loss of the deeper levels of sleep caused by OSA can lead to excessive daytime sleepiness, reduced cognitive function, including memory loss and lack of concentration,





## **Table of Contents**

depression and irritability. OSA sufferers also experience an increase in heart rate and an elevation of blood pressure during the cycle of apneas. Several studies indicate that the oxygen desaturation, increased heart rate and elevated blood pressure caused by OSA may be associated with increased risk of cardiovascular morbidity and mortality due to angina, stroke and heart attack. Patients with OSA have been shown to have impaired daytime performance in a variety of cognitive functions including problem solving, response speed and visual motor coordination, and studies have linked OSA to increased occurrences of traffic and workplace accidents.

Generally, an individual seeking treatment for the symptoms of OSA is referred by a general practitioner to a specialist for further evaluation. The diagnosis of OSA typically requires monitoring the patient during sleep at either a sleep clinic or the patient's home. During overnight testing, respiratory parameters and sleep patterns may be monitored, along with other vital signs such as heart rate and blood oxygen levels. Simpler tests, using devices such as our Apnealink, or our automatic positive airway pressure devices, monitor airflow during sleep, and use computer programs to analyze airflow patterns. These tests allow sleep clinicians to detect any sleep disturbances such as apneas, hypopneas or subconscious awakenings. We estimate that there are currently around 3,000 sleep clinics in the United States, a substantial portion of which are affiliated with hospitals. The number of sleep clinics has expanded significantly from approximately 100 such facilities in 1985.

## **Existing Therapies**

Before 1981, the primary treatment for OSA was a tracheotomy, a surgical procedure to cut a hole in the patient's windpipe to create a channel for airflow. Most recently, alternative treatments have involved either uvulopalatopharyngoplasty, or UPPP, in which surgery is performed on the upper airway to remove excess tissue and to streamline the shape of the airway, implanting a device to add support to the soft palate, or mandibular advancement, in which the lower jaw is moved forward to widen the patient's airway. UPPP alone has a poor success rate; however, when performed in conjunction with multi-stage upper airway surgical procedures, a greater success rate has been claimed. These combined procedures, performed by highly specialized surgeons, are expensive and involve prolonged and often painful recovery periods.

CPAP, by contrast, is a non-invasive means of treating OSA. CPAP was first used as a treatment for OSA in 1980 by Dr. Colin Sullivan, the past Chairman of our Medical Advisory Board. CPAP systems were commercialized for treatment of OSA in the United States in the mid 1980's. Today, use of CPAP is generally acknowledged as the most effective and least invasive therapy for managing OSA.

During CPAP treatment, a patient sleeps with a nasal interface connected to a small portable airflow generator that delivers room air at a positive pressure. The patient breathes in air from the flow generator and breathes out through an exhaust port in the interface. Continuous air pressure applied in this manner acts as a pneumatic splint to keep the upper airway open and unobstructed. Interfaces include nasal masks and nasal pillows. Sometimes, when a patient leaks air through their mouth, a full-face mask may need to be used, rather than a nasal interface.

CPAP is not a cure and therefore, must be used on a nightly basis as long as treatment is required. Patient compliance has been a major factor in the efficacy of CPAP treatment. Early generations of CPAP units provided limited patient comfort and convenience. Patients experienced soreness from the repeated use of nasal masks and had difficulty falling asleep with the CPAP device operating at the prescribed pressure. In more recent years, product innovations to improve patient comfort and compliance have been developed. These include more comfortable patient interface systems; delay timers that gradually raise air pressure allowing the patient to fall asleep more easily; bilevel air flow

## **Table of Contents**

generators, including Variable Positive Airway Pressure, or VPAP systems, which provide different air pressures for inhalation and exhalation; heated humidification systems to make the airflow more comfortable; and autotitration devices that reduce the average pressure delivered during the night.

## **Business Strategy**

We believe that the SDB market will continue to grow in the future due to a number of factors including increasing awareness of OSA, improved understanding of the role of SDB treatment in the management of cardiac, neurologic, metabolic and related disorders, and an increase in home-based diagnosis. Our strategy for expanding our business operations and capitalizing on the growth of the SDB market consists of the following key elements:

**Continue Product Development and Innovation.** We are committed to ongoing innovation in developing products for the diagnosis and treatment of SDB. We have been a leading innovator of products designed to more effectively treat SDB, increase patient comfort and encourage compliance with prescribed therapy. For example, in 1999 we introduced the Mirage Full Face Mask. This mask conforms to the patient's facial contours, creating a more comfortable and better seal. In 2002, we introduced the AutoSet Spirit flow generator, our second-generation autotitrating device that adapts to the patient's breathing patterns to more effectively treat OSA. In 2003, we introduced the Mirage Activa nasal mask, with active cushion technology. In 2004, we introduced the Mirage Swift nasal pillows system, a less obtrusive, lightweight, and flexible alternative to nasal masks. In 2005, we introduced the S8 range of CPAP, a small flow generator with optional integrated humidification. In 2007, we introduced the Mirage Quattro, a full face mask that offers dual-wall cushion with spring air technology which accommodates movement during sleep, and the Mirage Liberty, which combines our nasal pillow technology in a full face mask product with a minimalist design. In 2008, we launched several new patient interfaces including the Mirage Micro, a new generation nasal mask with a microfit dial and the Swift LT which offers a pillow system for additional support and comfort. In 2008, we also launched an updated version of our S8 flow generator and the VPAP Auto, a new bi-level device incorporating our new motor technology including the easy-breathe waveform. In 2009, we launched Activa LT and the Swift LT for Her, which was the first nasal pillow product released that is designed and marketed specifically for female patients. We believe that continued product development and innovation are key factors to our ongoing success. Approximately 11% of our employees are devoted to research and development activities. In fiscal year 2009, we invested \$63.1 million, or 7% of our revenues, in research and development.

**Expand Geographic Presence.** We market our products in over 70 countries to sleep clinics, home healthcare dealers and third party payers. We intend to increase our sales and marketing efforts in our principal markets, as well as expand the depth of our presence in other geographic regions.

**Increase Public and Clinical Awareness.** We intend to continue to expand our existing promotional activities to increase awareness of SDB and our treatment alternatives. These promotional activities target the population with predisposition to SDB as well as primary care physicians and specialists, such as cardiologists, neurologists and pulmonologists. In addition, we also target special interest groups, including the National Stroke Association, the American Heart Association and the National Sleep Foundation.

During fiscal years 2009, 2008 and 2007, we donated \$3.5 million, \$2.0 million and \$Nil, respectively, to the ResMed Foundation in the United States, and the ResMed Foundation in Australia, to further enhance research and awareness of SDB. The contributions to the Foundations reflect ResMed's commitment to medical research into sleep-disordered breathing, particularly the treatment of obstructive sleep apnea.

## **Table of Contents**

**Expand into New Clinical Applications.** We continually seek to identify new applications of our technology for significant unmet medical needs. Recent studies have established a clinical association between OSA and both stroke and congestive heart failure, and have recognized SDB as a cause of hypertension or high blood pressure. Research also indicates that SDB is independently associated with glucose intolerance and insulin resistance. We have developed a device for the treatment of Cheyne-Stokes breathing in patients with congestive heart failure. In addition, we maintain close working relationships with a number of prominent physicians to explore new medical applications for our products and technology. In 2007 we received Food and Drug Administration, or FDA, clearance and launched a new product in the United States for the treatment of respiratory insufficiency due to central sleep apnea, mixed apnea and periodic breathing, called the Adapt SV. The Adapt SV uses a technology known as adaptive servo-ventilation and was first made available to a select group of U.S. key opinion leader sites beginning in the third quarter of fiscal year 2006. Adapt SV, utilizes an advanced algorithm to calculate a patient-specific minute ventilation target and automatically adjusts pressure support to maintain the target. We believe this technology has allowed physicians to successfully treat complex breathing disorders in some patients who had previously tried and failed traditional positive airway pressure therapy.

**Leverage the Experience of our Management Team.** Our senior management team has extensive experience in the medical device industry in general, and in the field of SDB in particular. We intend to continue to leverage the experience and expertise of these individuals to maintain our innovative approach to the development of products and increase awareness of the serious medical problems caused by SDB.

## **Products**

Our portfolio of products for the treatment of OSA and other forms of SDB includes airflow generators, diagnostic products, mask systems, headgear and other accessories.

### **Air Flow Generators**

We produce CPAP, VPAP and AutoSet systems for the titration and treatment of SDB. The flow generator systems deliver positive airway pressure through a patient interface, either a small nasal mask, nasal pillows system, or full-face mask.

Our VPAP units deliver ultra-quiet, comfortable bilevel therapy. There are two preset pressures: a higher pressure as the patient breathes in, and a lower pressure as the patient breathes out. Breathing out against a lower pressure makes treatment more comfortable, particularly for patients who need high pressure levels or for those with impaired breathing ability.

AutoSet systems are based on a proprietary technology to monitor breathing and can also be used in the diagnosis, treatment and management of OSA. CPAP and VPAP flow generators accounted for approximately 58%, 50% and 52% of our net revenues in fiscal years 2009, 2008 and 2007, respectively.

With the acquisition of Saime SAS in May 2005, we increased our presence in the European homecare ventilation market. The VS and Elisée range of products are sophisticated, yet easy to use for physicians, clinicians and patients. We believe these devices compliment our VPAP III, VPAP Adapt SV and Autoset CS2 for patients who need ventilatory assistance.



**Table of Contents**

The tables below provide a selection of products, as known by our trademarks, which have been released during the last five years.

| <b>CONTINUOUS<br/>POSITIVE AIRWAY<br/>PRESSURE PRODUCTS</b> | <b>DESCRIPTION</b>                                                                                                                                                                     | <b>DATE OF<br/>COMMERCIAL<br/>INTRODUCTION</b> |
|-------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------|
| ResMed S8 Series                                            | A small CPAP device with optional integrated humidification.                                                                                                                           | June 2005                                      |
| C-Series Tango                                              | An entry level CPAP device with optional humidification                                                                                                                                | March 2007                                     |
| ResMed S8 Series II                                         | A small CPAP device with enhanced feature set to the original S8 Series, with improved patient therapy comfort. The device has an optional integrated humidifier.                      | April 2008                                     |
| S8 Elite (AutoScore) II<br>(ROW, ex Japan)                  | A small CPAP device with enhanced feature set to the original S8 (AutoScore), with improved patient therapy comfort. The device has an optional integrated humidifier.                 | September 2007                                 |
| S8 Elite II (US)                                            | A small CPAP device with enhanced feature set to the original S8 Elite, with further improved patient therapy comfort. The device has an optional integrated humidifier.               | April 2008                                     |
| S8 Escape II (US)                                           | A small CPAP device with enhanced feature set to the original S8 Escape, with further improved patient therapy comfort. The device has an optional integrated humidifier               | June 2008                                      |
| S8 Escape (Lightweight) II<br>(ROW, ex Japan)               | A small CPAP device with enhanced feature set to the original S8 Escape (Lightweight), with further improved patient therapy comfort. The device has an optional integrated humidifier | September 2008                                 |

**Table of Contents**

| <b>VARIABLE<br/>POSITIVE AIRWAY<br/>PRESSURE PRODUCTS</b> | <b>DESCRIPTION</b>                                                                                                                                                                 | <b>DATE OF<br/>COMMERCIAL<br/>INTRODUCTION</b> |
|-----------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------|
| VPAP Adapt SV                                             | The newest and most highly evolved bilevel device which uses adaptive servo-ventilation technology to treat patients with central sleep apnea, mixed apnea and periodic breathing. | March 2006                                     |
| VPAP Malibu                                               | Auto-adjusting bilevel device utilizing the smooth pressure waveform of the VPAP Adapt SV to achieve ultimate comfort for non-compliant CPAP users.                                | April 2007                                     |
| VPAP Auto                                                 | Auto-bilevel device on the compact S8 platform utilizing the easy-breathe waveform and Autoset algorithms.                                                                         | January 2008                                   |
| VPAP Adapt SV Enhanced                                    | Revised VPAP Adapt SV increasing pressure range from 4-20 cmH2O to 4-25 cmH2O and AHI resporting.                                                                                  | February 2008                                  |
| VPAP ST                                                   | Small compact Bi-level ST device in an S8 box with VAuto for US                                                                                                                    | June 2008                                      |
| VPAP Auto 25                                              | Small compact Bi-level ST device in an S8 box with VAuto for US                                                                                                                    | June 2008                                      |
| VPAP III STA with QuickNav                                | An upgraded Bi-level device with alarm history, instant efficacy data and a large screen.                                                                                          | July 2008                                      |
| VPAP S / VPAP IV                                          | Bi-level device that provides S and CPAP modes with the pressure up to 25 cmH2O in a compact and convenient S8 design.                                                             | September 2008                                 |
| VPAP IV ST#                                               | Small compact Bi-level ST device in an S8 box with VAuto for Europe                                                                                                                | September 2008                                 |
| S8 Auto 25                                                | Bi-level device that provides the Easy-Breathe wave on the AutoSet algorithm and the pressure up to 25cm H2O in a compact and convenient S8 design.                                | October 2008                                   |

# Sold outside United States only

## Table of Contents

| <b>AUTOMATIC<br/>POSITIVE AIRWAY<br/>PRESSURE PRODUCTS</b> | <b>DESCRIPTION</b>                                                                                                                                                                              | <b>DATE OF<br/>COMMERCIAL<br/>INTRODUCTION</b> |
|------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------|
| AutoSet CS2*#                                              | Modular, automatic device specifically designed to normalize ventilation in congestive heart failure patients with Cheyne Stokes respiration. The device has an optional integrated humidifier. | August 2004                                    |
| S8 Autoset II (ROW, ex Japan)                              | Premium auto-adjusting device in ResMed's S8 Series II range, with improved patient therapy comfort. The device has an optional integrated humidifier.                                          | September 2007                                 |
| S8 Autoset II (US)                                         | Premium auto-adjusting device in ResMed's S8 Series II range, with further improved patient therapy comfort. The device has an optional integrated humidifier.                                  | April 2008                                     |

\* Not cleared for marketing in the United States

# Sold outside United States only

| <b>VENTILATION PRODUCTS</b> | <b>DESCRIPTION</b>                                                                                                                                                     | <b>DATE OF<br/>COMMERCIAL<br/>INTRODUCTION</b> |
|-----------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------|
| Elisée 150*#                | Ventilator device that combines volumetric and barometric ventilation modes with single or double limb circuit.                                                        | June 2004                                      |
| Elisée 370*#                | Ventilator for use in Intensive Care Unit combining all conventional ventilation modes, diagnostic functions with external monitoring interface for ventilation loops. | September 2004                                 |
| Elisée 250*#                | Ventilator for use in transport and emergency situations.                                                                                                              | April 2005                                     |
| Elisée 150*# (Lyon)         | New software launch V2.50 incorporating CPAP mode and additional flexibility in settings. For example presetting 2 programs in both invasive and non-invasive.         | November 2008                                  |
| VS III*#                    | Pressure support and volume ventilator for invasive and non-invasive purposes so it can be used from the hospital to the home. Launched in France and Germany.         | December 2008                                  |

\* Not cleared for marketing in the United States

# Sold outside United States only



**Table of Contents****Mask Systems and Diagnostic Products**

Mask systems are one of the most important elements of SDB treatment systems. Masks are a primary determinant of patient comfort and as such may drive or impede patient compliance with therapy. We have been a consistent innovator in masks, improving patient comfort while minimizing size and weight. Masks, accessories, motors and diagnostic products accounted for approximately 42%, 50% and 48% of our net revenues in fiscal years 2009, 2008 and 2007, respectively.

| <b>MASK PRODUCTS</b>       | <b>DESCRIPTION</b>                                                                                                                                                 | <b>DATE OF<br/>COMMERCIAL<br/>INTRODUCTION</b> |
|----------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------|
| Mirage Swift               | A light and unobtrusive nasal pillows mask system.                                                                                                                 | August 2004                                    |
| Silent Papillon Mask*#     | A low noise nasal mask with simplified assembly.                                                                                                                   | March 2005                                     |
| Hospital Full Face Mask    | Disposable full face mask specifically designed for hospital use.                                                                                                  | April 2005                                     |
| Hospital Nasal Mask        | Disposable nasal mask specifically designed for hospital use.                                                                                                      | April 2005                                     |
| Ultra Mirage II            | Advanced version of the Ultra Mirage Nasal System with improved comfort and ease of fit through enhanced forehead pads and support.                                | July 2005                                      |
| Meridian Nasal Mask        | A value line nasal mask that is simple yet comfortable.                                                                                                            | February 2006                                  |
| Mirage Swift II            | Improved design to reduce noise and airflow pattern.                                                                                                               | April 2007                                     |
| Mirage Quattro             | ResMed's fourth generation full face mask, delivering an individualized fit for over 95% of users.                                                                 | April 2007                                     |
| Mirage Liberty             | A full face mask that seals individually at the mouth and nose. With less skin contact and an open field of vision, this unobtrusive mask feels light on the face. | May 2007                                       |
| Hospital NV Full Face Mask | Non-vented version of hospital Full Face Mask designed for hospital ventilation                                                                                    | October 2007                                   |
| Micro Mirage               | Nasal mask equipped with Mircofit dial for personalized fit                                                                                                        | February 2008                                  |
| Swift LT                   | Nasal mask offering pillow system for additional support and stability                                                                                             | June 2008                                      |
| Activa LT                  | Nasal mask including Active Cell Technology in a lightweight version to help mitigate leak and optimize patient comfort                                            | October 2008                                   |
| Swift LT for Her           | Nasal mask offering pillows systems with female specific design features                                                                                           | November 2008                                  |

\* Not cleared for marketing in the United States

# Sold outside United States only

---

**Table of Contents**

We market sleep recorders for the diagnosis and titration of SDB in sleep clinics and hospitals. These diagnostic systems record relevant respiratory and sleep data, which can be analyzed by a sleep specialist or physician who can then tailor an appropriate OSA treatment regimen for the patient.

| <b>DIAGNOSTIC PRODUCTS</b> | <b>DESCRIPTION</b>                                                                                   | <b>DATE OF<br/>COMMERCIAL<br/>INTRODUCTION</b> |
|----------------------------|------------------------------------------------------------------------------------------------------|------------------------------------------------|
| ApneaLink (MicroMesam)     | A portable Sleep Apnea screening device for use by sleep professionals and primary care physicians   | April 2004                                     |
| ApneaLink + Oximetry       | A portable Sleep Apnea screening device with oximetry measurement                                    | June 2007                                      |
| ApneaLink Plus (US)        | A portable Sleep Apnea screening device with oximetry measurement and respiratory effort measurement | June 2009                                      |

- 12 -

**Table of Contents****Accessories and Other Products**

To assist those professionals diagnosing or managing the treatment of patients there are data communications and control products such as the ResLink, ResControl, ResControl II, TxControl, ResScan and ResTraxx modules that facilitate the transfer of data and other information to and from the flow generators. To enhance patient comfort, convenience and compliance, we market a variety of other products and accessories. These products include humidifiers, such as the HumidAire, H2i and H3i, which connect directly with the CPAP, VPAP and AutoSet flow generators to humidify and heat the air delivered to the patient. Their use helps prevent the drying of nasal passages that can cause discomfort. Other optional accessories include cold passover humidifiers, carry bags and breathing circuits.

| <b>DATA / PATIENT<br/>MANAGEMENT PRODUCTS</b> | <b>DESCRIPTION</b>                                                                                                                                                                                                                                                         | <b>DATE OF<br/>COMMERCIAL<br/>INTRODUCTION</b> |
|-----------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------|
| ResScan v3.6                                  | Support for VPAP Auto 25, VPAP ST, VPAP S devices; plus ability to export patient files to csv format; option to switch between hPa and cmH2O units of measurement; patient list display improvements.                                                                     | July 2008                                      |
| ResScan v3.7                                  | Support for S8 Auto 25, S8 Escape II (ROW), S8 AutoSet II w/EPR (ROW), S8 Escape II Auto devices; support for Vista Home Premium OS; support for Japanese OS; enhancements to Quick Start feature.                                                                         | September 2008                                 |
| ResTraxx v13                                  | Support for using the GSM network for wireless communication between ResMed Data Centre( RDC ) and S8 AutoSet II, S8 Elite II, VPAP- ST, VPAP Auto, VPAP Auto 25 & VPAP S flow generators. S8 ResTraxx Centres for Medicare and Medicaid Services ( GSM ) module released. | October 2008                                   |
| ResTraxx v14                                  | Support for VPAP S devices; enhancements to compliance reports to show CMS guidelines compliance; ability to generate compliance report directly by running a script on the database for a given organization as a csv file.                                               | May 2009                                       |

**Product Development and Clinical Trials**

We have a strong track record in innovation in the sleep market. In 1989, we introduced our first CPAP device. Since then we have been committed to an ongoing program of product advancement and development. Currently, our product development efforts are focused on not only improving our current product offerings, but also expanding into new product applications.

In 1999, we introduced the AutoSet T flow generator, an autotitrating device that adapts to the patient's breathing patterns to effectively prevent apneas. In 2001, we introduced our next generation autotitrating device, the AutoSet Spirit. The AutoSet Spirit is an autotitrating modular device with optional integrated humidifier. In 2003, we introduced the Activa nasal mask using our patented Active Cushion Technology. In 2004, we launched our Mirage Swift mask, a light and unobtrusive



## **Table of Contents**

nasal pillows mask system. Also, in 2004 we launched an improved AutoSet CS 2 (outside the United States only) to treat congestive heart failure patients with significant central sleep apnea. In 2006, we launched the Adapt SV within the United States. This product is for the treatment of respiratory insufficiency due to central sleep apnea, mixed apnea and periodic breathing and uses a technology which we call adaptive servo-ventilation.

We continually seek to identify new applications of our technology for significant unmet medical needs. SDB is associated with a number of symptoms beyond excessive daytime sleepiness and irritability. Recent studies have established a clinical association between SDB and hypertension, stroke, congestive heart failure and diabetes. We support clinical trials in the United States, Germany, France, the United Kingdom, Italy, Switzerland and Australia to develop new clinical applications for our technology.

We consult with physicians at major sleep centers throughout the world to identify technological trends in the treatment of SDB. New product ideas are also identified by our marketing staff, direct sales force, network of distributors, manufacturers' representatives, customers and patients. Typically, our internal development staff then develops these ideas, where appropriate, into new products.

In fiscal years 2009, 2008 and 2007 we invested \$63.1 million, \$60.5 million and \$50.1 million, respectively, on research and development.

## **Sales and Marketing**

We currently market our products in over 70 countries using a network of distributors, independent manufacturers' representatives and our direct sales force. We attempt to tailor our marketing approach to each national market, based on regional awareness of SDB as a health problem, physician referral patterns, consumer preferences and local reimbursement policies. See Note 16 Segment Information of the Notes to Financial Statements (Part II, Item 8) for financial information about our geographic areas.

**North America and Latin America.** Our products are typically purchased by a home healthcare dealer who then sells the products to the patient. The decision to purchase our products, as opposed to those of our competitors, is made or influenced by one or more of the following individuals or organizations: the prescribing physician and his or her staff; the home healthcare dealer; the insurer and the patient. In the United States, our sales and marketing activities are conducted through a field sales organization made up of regional territory representatives, program development specialists and regional sales directors. Our U.S. field sales organization markets and sells products to home healthcare dealer branch locations throughout the United States.

We also market our products directly to sleep clinics. Patients who are diagnosed with OSA and prescribed CPAP treatment are typically referred by the diagnosing sleep clinic to a home healthcare dealer to fill the prescription. The home healthcare dealer, in consultation with the referring physician, will assist the patient in selecting the equipment, fit the patient with the appropriate mask and set the flow generator pressure to the prescribed level.

Sales in North and Latin America accounted for 54%, 49% and 53% of our net revenues for fiscal years 2009, 2008 and 2007, respectively.

## Edgar Filing: RESMED INC - Form 10-K

**Europe.** We market our products in most major European countries. We have wholly-owned subsidiaries in Austria, Finland, France, Germany, Spain, Sweden, Norway, Netherlands, Switzerland and the United Kingdom. We use independent distributors to sell our products in other areas of Europe. Distributors are selected in each country based on their knowledge of respiratory medicine

- 14 -

## **Table of Contents**

and a commitment to SDB therapy. In each country in which we sell our products direct, a local senior manager is responsible for direct national sales. In many countries in Europe, we sell our products to home healthcare dealers who then sell the products to the patients. In Germany, we also operate a home healthcare company, in which we provide products and services directly to patients, and receive reimbursement directly from third party payers.

Sales in Europe accounted for 38%, 43% and 39% of our total net revenues for fiscal years 2009, 2008 and 2007, respectively.

**Asia Pacific.** We have wholly owned subsidiaries in Australia, Hong Kong, Japan, New Zealand, Singapore, China and India. We use a combination of our direct sales force and independent distributors to sell our products in Asia Pacific. Sales in Asia Pacific and the rest of the world accounted for 8%, 8% and 8% of our total net revenues for the fiscal years 2009, 2008 and 2007, respectively.

**Other Marketing Efforts.** We continue to pursue other suitable opportunities with professional and healthcare associations to raise awareness of the co-morbidity of SDB in cardiovascular disease patients, including coronary artery disease, congestive heart failure, hypertension and stroke.

We also continue to work to raise awareness of SDB in diabetes. Current research is increasingly showing an independent association between OSA and type 2 diabetes. Accordingly, we initiated a study investigating the prevalence of OSA in the type 2 diabetic population. Due to the high prevalence of the SDB and type 2 diabetes, we are now actively supporting the American Association of Diabetes Educators and are in the process of setting up further initiatives to develop the SDB market in the diabetic population. ResMed is also reaching out to diabetes patients. Through our partnership with the American Diabetes Association, a sleep laboratory is now present at every *Diabetes Expo* meeting where patients have the opportunity to learn about diabetes self-management.

In June 2008, the International Diabetes Federation (IDF) released a statement on SDB and type 2 diabetes. The IDF Taskforce on Epidemiology and Prevention strongly recommended that health professionals working in both type 2 diabetes and SDB adopt clinical practices to ensure that a patient presenting with one condition is considered for the other. Furthermore, the IDF recommended that people with type 2 diabetes should be screened for OSA particularly when they present classical symptoms such as witnessed apneas, heavy snoring or daytime sleepiness and poor workplace performance. We also announced a co-marketing agreement with LifeScan, a Johnson and Johnson company, to increase the level of education and awareness of SDB in the diabetic population.

In September 2008, the European Society of Cardiologists published guidelines for the treatment of acute and chronic heart failure. The guidelines noted that patients with symptomatic heart failure frequently have sleep-related disorders (central or obstructive sleep apnea) and recommended treatment with Continuous Positive Airway Pressure, or CPAP, for patients diagnosed with obstructive sleep apnea. In June 2008 the International Diabetes Federation issued a consensus statement on sleep disordered breathing and Type 2 Diabetes, where the substantial value of identifying and treating diabetic patients suffering from sleep disordered breathing was recognized and recommended. We believe that the increasing awareness among the co-morbidity specialists supports the efforts and investment we are making in new markets, including diabetes and cardiology.

## **Manufacturing**



## Edgar Filing: RESMED INC - Form 10-K

Our principal manufacturing facility is located in Sydney, Australia and comprises a 155,000 square foot manufacturing facility. Our manufacturing operations consist primarily of assembly and testing of our flow generators, masks and accessories. Of the numerous raw materials, parts and components

- 15 -

## **Table of Contents**

purchased for assembly of our therapeutic and diagnostic sleep disorder products, most are off-the-shelf items available from multiple vendors. We generally manufacture to our internal sales forecasts and fill orders as received. Over the last few years, the manufacturing processes have been transformed along lean manufacturing guidelines to flow lines staffed by dedicated teams. Each team is responsible for the manufacture and quality of their product group and decisions are based on performance and quality measures, including customer feedback.

We have a 43,000 square foot manufacturing facility in Paris, France. This facility is accredited to ISO 13485 and is primarily responsible for the assembly of mechanical ventilators and associated accessories.

We also manufacture high-quality electric motors for our flow generator devices at the ResMed Motor Technologies Inc. facility which comprises a 72,000 square foot facility at Chatsworth, California.

In November 2008 we opened a 32,000 square foot manufacturing facility in Singapore to complement the Sydney manufacturing site. The plant commenced with the production of masks and in the fourth quarter of fiscal year 2009 a flow generator assembly line was commissioned.

Our quality management system is based upon the requirements of ISO 9001, ISO 13485, FDA Quality System Regulations for Medical Devices and the Medical Device Directive (93/42/EEC). Our Sydney, Australia and San Diego, California and Singapore facilities are each accredited to ISO 9001 and ISO 13485. These three sites have third party audits conducted by the ISO certification bodies at regular intervals.

## **Third-Party Reimbursement**

The cost of medical care in many of the countries in which we operate is funded in substantial part by government and private insurance programs. In Germany, we receive payments directly from these payers. Outside Germany, although we do not generally receive payments for our products directly from these payers, our success in major markets is dependent upon the ability of patients to obtain adequate reimbursement for our products.

In the United States, our products are purchased primarily by home healthcare dealers, hospitals or sleep clinics, which then invoice third-party payers directly for reimbursement. Domestic third-party payers include Medicare, Medicaid and corporate health insurance plans. These payers may deny reimbursement if they determine that a device is not used in accordance with cost-effective treatment methods, or is experimental, unnecessary or inappropriate. The long-term trend towards managed healthcare, or legislative proposals to reform healthcare, could control or significantly influence the purchase of healthcare services and products and could result in lower prices for our products. In some foreign markets, such as Spain, France and Germany, government reimbursement is currently available for purchase or rental of our products, however, subject to constraints such as price controls or unit sales limitations. In Australia and in some other foreign markets, there is currently limited or no reimbursement for devices that treat OSA.

For example, the Medicare Prescription Drug, Improvement and Modernization Act of 2003 (the 2003 Act) reduced medical reimbursement for respiratory drugs and home oxygen to homecare providers and placed a freeze on current reimbursement levels for Durable Medical Equipment (DME) through 2008. As required by the 2003 Act, Medicare plans to implement competitive bidding of durable medical equipment in 10 of the largest Metropolitan Statistical Areas (MSA) by the end of 2007, and in 80 of the largest MSAs by the end of 2009. In addition, the U.S. Congress passed the Deficit Reduction Act of 2005 (2005 Act) in February 2006 which contained Medicare payment reductions for home oxygen equipment, and certain durable medical equipment classified by Medicare as capped



## **Table of Contents**

rental equipment. In August 2006, the Centers for Medicare and Medicaid Services published a proposed regulation to implement the 2005 Act which could reduce Medicare reimbursement in 2007 for oxygen equipment. Additional reimbursement reductions for home oxygen were proposed in President Bush's Fiscal Year 2007 budget proposal, and could also be enacted into law. Both the federal government and state legislatures are considering options for containing growth in the Medicaid program.

Even though we do not file claims or bill governmental programs and other third-party payers directly for reimbursement for our products sold in the United States, we are still subject to laws and regulations relating to governmental programs, and any violation of these laws and regulations could result in civil and criminal penalties, including fines. In particular, the federal Anti-Kickback Law prohibits persons from knowingly and willfully soliciting, receiving, offering or providing remuneration, directly or indirectly, to induce either the referral of an individual, or the furnishing, recommending or arranging for a good or service, for which payment may be made under a Federal healthcare program such as the Medicare and Medicaid programs. The government has interpreted this law broadly to apply to the marketing and sales activities of manufacturers and distributors like us. Many states have adopted laws similar to the federal Anti-Kickback Law. We are also subject to other federal and state fraud laws applicable to payment from any third-party payer. These laws prohibit persons from knowingly and willfully filing false claims or executing a scheme to defraud any healthcare benefit program, including private third-party payers. These laws may apply to manufacturers and distributors who provide information on coverage, coding and reimbursement of their products to persons who bill third-party payers. We continuously strive to comply with these laws and believe that our arrangements do not violate these laws. Liability may still arise from the intentions or actions of the parties with whom we do business or from a different governmental agency interpretation of the laws.

## **Service and Warranty**

We generally offer one-year and two-year limited warranties on our flow generator products. Warranties on mask systems are for 90 days. In most markets, we rely on our distributors to repair our products with parts supplied by us. In the United States, home healthcare dealers generally arrange shipment of products to our San Diego facility for repair.

We receive returns of our products from the field for various reasons. We believe that the level of returns experienced to date is consistent with levels typically experienced by manufacturers of similar devices. We provide for warranties and returns based on historical data.

## **Competition**

The markets for our products are highly competitive. We believe that the principal competitive factors in all of our markets are product features, reliability and price. Customer support, reputation and efficient distribution are also important factors.

We compete on a market-by-market basis with various companies, some of which have greater financial, research, manufacturing and marketing resources than us. In the United States, our principal market, Philips BV, who acquired Respironics Inc., a previous competitor; DeVilbiss, a division of Sunrise Medical Inc.; Nellcor Puritan Bennett, a division of Covidien Ltd.; and Fisher & Paykel Healthcare Corporation Limited are the primary competitors for our products. Our principal European competitors are also Philips, DeVilbiss, and Nellcor Puritan Bennett, as well as regional European manufacturers. The disparity between our resources and those of our competitors may increase as a result of the trend towards consolidation in the healthcare industry. In addition, our products compete with surgical procedures and dental appliances designed to treat OSA and other SDB related



## **Table of Contents**

respiratory conditions. The development of new or innovative procedures or devices by others could result in our products becoming obsolete or noncompetitive, which would harm our revenues and financial condition.

Any product developed by us that gains regulatory clearance will have to compete for market acceptance and market share. An important factor in such competition may be the timing of market introduction of competitive products. Accordingly, the relative speed with which we can develop products, complete clinical testing and regulatory clearance processes and supply commercial quantities of the product to the market are important competitive factors. In addition, our ability to compete will continue to be dependent on the extent to which we are successful in protecting our patents and other intellectual property.

## **Patents and Proprietary Rights and Related Litigation**

Through our subsidiaries ResMed Limited, MAP Medizin-Technologie GmbH, ResMed Motor Technologies Inc., and ResMed Paris SAS, we own or have licensed rights to approximately 400 issued United States patents (including approximately 200 design patents) and approximately 500 issued foreign patents. In addition, there are approximately 400 pending United States patent applications (including approximately 80 design patent applications), approximately 780 pending foreign patent applications, approximately 1,000 registered foreign designs and approximately 90 pending foreign designs. Some of these patents, patent applications and designs relate to significant aspects and features of our products.

Of our patents, 14 United States patents and 29 foreign patents are due to expire in the next five years, with 2 foreign patents due to expire in 2010, 18 in 2011, 1 in 2012, 3 in 2013, and 5 in 2014; and 2 United States patents in 2010, 4 United States patents in 2011, 2 United States patents in 2013, and 6 United States patents in 2014. We believe that the expiration of these patents will not have a material adverse impact on our competitive position.

We rely on a combination of patents, trade secrets, copyrights, trademarks and non-disclosure agreements to protect our proprietary technology and rights.

Litigation may be necessary to enforce patents issued to us, to protect our rights, or to defend third-party claims of infringement by us of the proprietary rights of others. Patent laws regarding the enforceability of patents vary from country to country. Therefore, there can be no assurance that patent issues will be uniformly resolved, or that local laws will provide us with consistent rights and benefits.

## **Government Regulations**

Our products are subject to extensive regulation particularly as to safety, efficacy and adherence to FDA Quality System Regulation, and related manufacturing standards. Medical device products are subject to rigorous FDA and other governmental agency regulations in the United States and similar regulations of foreign agencies abroad. The FDA regulates the introduction, manufacture, advertising, labeling, packaging, marketing, distribution and record keeping for such products, in order to ensure that medical products distributed in the United States are safe and effective for their intended use. In addition, the FDA is authorized to establish special controls to provide reasonable assurance of the safety and effectiveness of most devices. Non-compliance with applicable requirements can result in import detentions, fines, civil penalties, injunctions, suspensions or losses of regulatory approvals, recall or seizure of products, operating restrictions, refusal of the government to approve product export applications or allow us to enter into supply contracts, and criminal prosecution.

The FDA requires that a manufacturer introducing a new medical device or a new indication for use of an existing medical device obtain either a Section 510(k) premarket notification clearance or a

- 18 -

## **Table of Contents**

premarket approval, or PMA, before introducing it into the U.S. market. Our products currently marketed in the United States are marketed in reliance on 510(k) pre-marketing clearances as either Class I or Class II devices. The process of obtaining a Section 510(k) clearance generally requires the submission of performance data and often clinical data, which in some cases can be extensive, to demonstrate that the device is substantially equivalent to a device that was on the market before 1976 or to a device that has been found by the FDA to be substantially equivalent to such a pre-1976 device. As a result, FDA clearance requirements may extend the development process for a considerable length of time. In addition, in some cases, the FDA may require additional review by an advisory panel, which can further lengthen the process. The PMA process, which is reserved for new devices that are not substantially equivalent to any predicate device and for high-risk devices or those that are used to support or sustain human life, may take several years and requires the submission of extensive performance and clinical information.

As a medical device manufacturer, all of our domestic and Australian manufacturing facilities are subject to inspection on a routine basis by the FDA. We believe that our design, manufacturing and quality control procedures are in compliance with the FDA's regulatory requirements.

Sales of medical devices outside the United States are subject to regulatory requirements that vary widely from country to country. Approval for sale of our medical devices in Europe is through the CE mark process. Where appropriate, our products are CE marked to the European Union's Medical Device Directive. Under the CE marketing scheme, our products are classified as either Class I or Class II. Our devices are listed in Australia with the Therapeutic Goods Administration, or TGA, and in Canada with Health Canada.

## **Employees**

As of June 30, 2009, we had approximately 2,900 employees or full time consultants, of which approximately 1,200 persons were employed in warehousing and manufacturing, 300 in research and development and 1,400 in sales, marketing and administration. Of our employees and consultants, approximately, 1,200 were located in Australia, 600 in North and South America, 900 in Europe and 200 in Asia.

We believe that the success of our business will depend, in part, on our ability to attract and retain qualified personnel. None of our employees are covered by a collective bargaining agreement. We believe that our relationship with our employees is good.

## **ITEM 1A      RISK FACTORS**

Before deciding to purchase, hold or sell our common stock, you should carefully consider the risks described below in addition to the other cautionary statements and risks described elsewhere, and the other information contained, in this Report and in our other filings with the SEC, including our subsequent reports on Forms 10-Q and 8-K. The risks and uncertainties described below are not the only ones we face. Additional risks and uncertainties not presently known to us or that we currently deem immaterial may also affect our business. If any of these known or unknown risks or uncertainties actually occurs with material adverse effects on us, our business, financial condition and results of operations could be seriously harmed. In that event, the market price for our common stock will likely decline, and you may lose all or part of your investment.

**Our inability to compete successfully in our markets may harm our business.** The markets for our sleep-disordered breathing products are highly competitive and are characterized by frequent product improvements and evolving technology. Our ability to compete successfully depends, in part, on our ability to develop, manufacture and market innovative new products. The development of





## **Table of Contents**

innovative new products by our competitors or the discovery of alternative treatments or potential cures for the conditions that our products treat could make our products noncompetitive or obsolete. Current competitors, new entrants, academics, and others are trying to develop new devices, alternative treatments or cures, and pharmaceutical solutions to the conditions our products treat.

Additionally, some of our competitors have greater financial, research and development, manufacturing and marketing resources than we do. The past several years have seen a trend towards consolidation in the healthcare industry and in the markets for our products. Industry consolidation could result in greater competition if our competitors combine their resources or if our competitors are acquired by other companies with greater resources than ours. This competition could increase pressure on us to reduce the selling prices of our products or could cause us to increase our spending on research and development and sales and marketing. If we are unable to develop innovative new products, maintain competitive pricing, and offer products that consumers perceive to be as reliable as those of our competitors, our sales or gross margins could decrease which would harm our business.

**Our business depends on our ability to market effectively to dealers of home healthcare products and sleep clinics.** We market our products primarily to home healthcare dealers and to sleep clinics that diagnose OSA and other sleep disorders. We believe that home healthcare dealers and sleep clinics play a significant role in determining which brand of product a patient will use. The success of our business depends on our ability to market effectively to home healthcare dealers and sleep clinics to ensure that our products are properly marketed and sold by these third parties.

We have limited resources to market to approximately the 3,000 U.S. sleep clinics and the more than 6,000 home healthcare dealer branch locations, most of which use, sell or recommend several brands of products. In addition, home healthcare dealers have experienced price pressures as government and third-party reimbursement has declined for home healthcare products, and home healthcare dealers are requiring price discounts and longer periods of time to pay for products purchased from us. We cannot assure you that sleep clinic physicians will continue to prescribe our products, or that home healthcare dealers or patients will not substitute competing products when a prescription specifying our products has been written.

We have expanded our marketing activities to target the population with a predisposition to sleep-disordered breathing as well as primary care physicians and various medical specialists. We cannot assure you that these marketing efforts will be successful in increasing awareness or sales of our products.

**Any inability to market effectively our products outside the U.S. could impact our profitability.** Approximately half our revenues are generated outside the U.S., in over 70 different countries. Many of these countries have unique regulatory, medical and business environments, which may adversely impact our ability to market our products. If we are unable to market effectively our products outside the U.S., our overall financial performance could decline.

**Fluctuations in foreign currency exchange rates could result in declines in our reported sales and earnings.** Since our international sales and a significant portion of our manufacturing costs are denominated in local currencies and not in U.S. dollars, our reported sales and earnings are subject to fluctuations in foreign exchange rates. We had foreign currency transaction losses in recent periods and may have further losses in the future. We expect that international sales will continue to be a significant portion of our business and that a significant portion of our manufacturing costs and research and development costs will continue to be denominated in Australian dollars.

**If we are unable to support our continued growth, our business could suffer.** We have experienced rapid and substantial growth. As we continue to grow, the complexity of our operations



## **Table of Contents**

increases, placing greater demands on our management. Our ability to manage our growth effectively depends on our ability to implement and improve our financial and management information systems on a timely basis and to effect other changes in our business including, the ability to monitor and improve manufacturing systems, information technology, and quality and regulatory compliance systems, among others. Unexpected difficulties during expansion, the failure to attract and retain qualified employees, the failure to successfully replace or upgrade our management information systems, the failure to manage costs or our inability to respond effectively to growth or plan for future expansion could cause our growth to stop. If we fail to manage effectively and efficiently our growth, our costs could increase faster than our revenues and our business could suffer.

**If we fail to integrate our recent acquisitions with our operations, our business could suffer.** During the past five fiscal years we have acquired Respicure, Western Medical Marketing, PolarMed, Pulmomed, Saime, Hoefner and Resprecare. We continue to integrate these acquisitions into our operations. The integration requires significant efforts from each company and we may find it difficult to integrate the operations as personnel may leave and licensees, distributors or suppliers may terminate their arrangements or demand amended terms to these arrangements. Additionally, our management may have their attention diverted while trying to integrate these companies. If we are not able to successfully integrate the operations, we may not realize the anticipated benefits of these acquisitions.

**We are subject to various risks relating to international activities that could affect our overall profitability.** We manufacture substantially all of our products outside the U.S. and sell a significant portion of our products in non-U.S. markets. Sales outside North and Latin America accounted for approximately 46% and 51% of our net revenues in the years ended June 30, 2009 and 2008, respectively. We expect that sales within these areas will account for approximately 50% of our net revenues in the foreseeable future. Our sales outside of North America and our operations in Europe, Australia and Asia are subject to several difficulties and risks that are separate and distinct from those we face in our U.S. operations, including:

fluctuations in currency exchange rates;

tariffs and other trade barriers;

compliance with foreign medical device manufacturing regulations;

difficulty in enforcing agreements and collect receivables through foreign legal systems;

reduction in third party payer reimbursement for our products;

inability to obtain import licenses;

changes in trade policies and in U.S. and foreign tax policies;

possible changes in export or import restrictions; and

the modification or introduction of other governmental policies with potentially adverse effects.

**Government and private insurance plans may not adequately reimburse patients for our products, which could result in reductions in sales or selling prices for our products.** Our ability to sell our products depends in large part on the extent to which reimbursement for the cost of our products will be available from government health administration authorities, private health insurers and other organizations. These third party payers are increasingly challenging the prices charged for medical products and services and can, without notice, deny coverage for treatments that may include the use of the Company's products. Therefore, even if a product is approved for marketing, we cannot assure you that reimbursement will be allowed for the product, that the reimbursement amount will be adequate or, that the reimbursement amount, even if initially adequate,

- 21 -

---

## **Table of Contents**

will not subsequently be reduced. For example, in some markets, such as Spain, France and Germany, government reimbursement is currently available for purchase or rental of our products but is subject to constraints such as price controls or unit sales limitations. In other markets, such as Australia, there is currently limited or no reimbursement for devices that treat sleep-disordered breathing conditions. Additionally, future legislation or regulation concerning the healthcare industry or third party or governmental coverage and reimbursement, particularly legislation or regulation limiting consumers' reimbursement rights, may harm our business.

As we continue to develop new products, those products will generally not qualify for reimbursement, if at all, until they are approved for marketing. In the United States, we sell our products primarily to home healthcare dealers and to sleep clinics. We do not file claims and bill governmental programs or other third party payers directly for reimbursement for our products. However, we are still subject to laws and regulations relating to governmental reimbursement programs, particularly Medicaid and Medicare.

In addition to reimbursement for our products, our customers depend in part on reimbursement by government and private health insurers for other products. Any proposed reductions in reimbursement, if they occur, may have a material impact on our customers. Any material impact on our customers may indirectly affect our sales to those customers, or the collectibility of receivables we have from those customers.

**Failure to comply with anti-kickback and fraud regulations could result in substantial penalties and changes in our business operations.** In particular, the federal Anti-Kickback Law prohibits persons from knowingly and willfully soliciting, receiving, offering or providing remuneration, directly or indirectly, to induce either the referral of an individual, or the furnishing, recommending or arranging for a good or service, for which payment may be made under a federal healthcare program such as the Medicare and Medicaid programs. The U.S. government has interpreted this law broadly to apply to the marketing and sales activities of manufacturers and distributors like us. Many states and other governments have adopted laws similar to the federal Anti-Kickback Law. We are also subject to other federal and state fraud laws applicable to payment from any third party payer. These laws prohibit persons from knowingly and willfully filing false claims or executing a scheme to defraud any healthcare benefit program, including private third party payers. These laws may apply to manufacturers and distributors who provide information on coverage, coding, and reimbursement of their products to persons who do bill third party payers. Any violation of these laws and regulations could result in civil and criminal penalties (including fines), increased legal expenses and exclusions from governmental reimbursement programs, all of which could have a material adverse effect upon our business, financial conditions and results of operations.

**Complying with Food and Drug Administration, or FDA, and other regulations is an expensive and time-consuming process, and any failure to comply could have a materially adverse effect on the Company's business, financial condition, or results of operations.** We are subject to various federal, state, local and international regulations regarding our business activities. Failure to comply with these regulations could result in, among other things, recalls of our products, substantial fines and criminal charges against us or against our employees. Furthermore, our products could be subject to recall if the FDA or we determine, for any reason, that our products are not safe or effective. Any recall or other regulatory action could increase our costs, damage our reputation, affect our ability to supply customers with the quantity of products they require and materially affect our operating results. For example, in April 2007 we announced a worldwide voluntary product recall of approximately 300,000 of our S8 flow generators manufactured between July 2004 and May 2006. We determined that there was a remote potential for a short circuit in the power connector. To date, no significant property damage or patient injury has been reported. The initial estimated cost of this action was \$59.7 million which was recognized as a charge to cost of sales in the consolidated

## **Table of Contents**

statement of income year ended June 30, 2007. During the year ended June 30, 2009 and June 30, 2008 we recognized additional charges of \$Nil and \$3.1 million. These costs accounted for factors such as expected return rates for the affected units, unit replacement costs, legal, consulting, logistical and temporary contractor expenses directly associated with the recall. We expect negligible additional costs associated with the recall and at June 30, 2009 there is no remaining recall accrual.

**Product sales, introductions or modifications may be delayed or canceled as a result of FDA regulations or similar foreign regulations, which could cause our sales and profits to decline.** Before we can market or sell a new medical device in the United States, we must obtain FDA clearance, which can be a lengthy and time-consuming process. We generally receive clearance from the FDA to market our products in the United States under Section 510(k) of the Federal Food, Drug, and Cosmetic Act or our products are exempt from the Section 510(k) clearance process. We have modified some of our Section 510(k) approved products without submitting new Section 510(k) notices, which we do not believe were required. However, if the FDA disagrees with us and requires us to submit new Section 510(k) notifications for modifications to our existing products, we may be required to stop marketing the products while the FDA reviews the Section 510(k) notification.

Any new product introduction or existing product modification could be subjected to a lengthier, more rigorous FDA examination process. For example, in certain cases we may need to conduct clinical trials of a new product before submitting a 510(k) notice. Additionally, we may be required to obtain premarket approvals for our products. The requirements of these more rigorous processes could delay product introductions and increase the costs associated with FDA compliance. Marketing and sale of our products outside the United States are also subject to regulatory clearances and approvals, and if we fail to obtain these regulatory approvals, our sales could suffer.

We cannot assure you that any new products we develop will receive required regulatory approvals from U.S. or foreign regulatory agencies.

**We are subject to substantial regulation related to quality standards applicable to its manufacturing and quality processes. Our failure to comply with these standards could have an adverse effect on our business, financial condition, or results of operations.** The FDA regulates the approval, manufacturing, and sales and marketing of many of our products in the U.S. Significant government regulation also exists in Canada, Japan, Europe, and other countries in which we conduct business. As a device manufacturer, we are required to register with the FDA and is subject to periodic inspection by the FDA for compliance with the FDA's Quality System Regulation ( QSR ) requirements, which require manufacturers of medical devices to adhere to certain regulations, including testing, quality control and documentation procedures. In addition, the federal Medical Device Reporting regulations require us to provide information to the FDA whenever there is evidence that reasonably suggests that a device may have caused or contributed to a death or serious injury or, if a malfunction were to occur, could cause or contribute to a death or serious injury. Compliance with applicable regulatory requirements is subject to continual review and is rigorously monitored through periodic inspections by the FDA. In the European Community, we are required to maintain certain ISO certifications in order to sell our products and must undergo periodic inspections by notified bodies to obtain and maintain these certifications. Failure to comply with current governmental regulations and quality assurance guidelines could lead to temporary manufacturing shutdowns, product recalls or related field actions, product shortages or delays in product manufacturing. Efficacy or safety concerns, an increase in trends of adverse events in the marketplace, and/or manufacturing quality issues with respect to our products could lead to product recalls or related field actions, withdrawals, and/or declining sales.

## **Table of Contents**

**Off-label marketing of our products could result in substantial penalties.** Clearance under Section 510(k) only permits us to market our products for the uses indicated on the labeling cleared by the FDA. We may request additional label indications for our current products, and the FDA may deny those requests outright, require additional expensive clinical data to support any additional indications or impose limitations on the intended use of any cleared products as a condition of clearance. If the FDA determines that we have marketed our products for off-label use, we could be subject to fines, injunctions or other penalties.

**Disruptions in the supply of components from our single source suppliers could result in a significant reduction in sales and profitability.** We purchase uniquely configured components for our devices from various suppliers, including some who are single-source suppliers for us. We cannot assure you that a replacement supplier would be able to configure its components for our devices on a timely basis or, in the alternative, that we would be able to reconfigure our devices to integrate the replacement part.

A reduction or halt in supply while a replacement supplier reconfigures its components, or while we reconfigure our devices for the replacement part, would limit our ability to manufacture our devices, which could result in a significant reduction in sales and profitability. We cannot assure you that our inventories would be adequate to meet our production needs during any prolonged interruption of supply.

**We are subject to potential product liability claims that may exceed the scope and amount of our insurance coverage, which would expose us to liability for uninsured claims.** We are subject to potential product liability claims as a result of the design, manufacture and marketing of medical devices. In April 2007 we announced a worldwide voluntary product recall of approximately 300,000 of our S8 flow generators manufactured between July 2004 and May 2006. We determined that there was a remote potential for a short circuit in the power connector. To date, no significant property damage or patient injury has been reported. However, we would likely be subject to product liability claims should any of these devices malfunction, resulting in injury to a patient or damage to property. Any product liability claim brought against us, with or without merit, could result in the increase of our product liability insurance rates. In addition, we would have to pay any amount awarded by a court in excess of our policy limits. Our insurance policies have various exclusions, and thus we may be subject to a product liability claim for which we have no insurance coverage, in which case, we may have to pay the entire amount of any award. We cannot assure you that our insurance coverage will be adequate or that all claims brought against us will be covered by our insurance. Insurance varies in cost and can be difficult to obtain, and we cannot assure you that we will be able to obtain insurance in the future on terms acceptable to us or at all. A successful product liability claim brought against us in excess of our insurance coverage, if any, may require us to pay substantial amounts, which could harm our business.

**Our intellectual property may not protect our products, and/or our products may infringe on the intellectual property rights of third parties.** We rely on a combination of patents, trade secrets and non-disclosure agreements to protect our intellectual property. Our success depends, in part, on our ability to obtain and maintain United States and foreign patent protection for our products, their uses and our processes to preserve our trade secrets and to operate without infringing on the proprietary rights of third parties. We have a number of pending patent applications, and we do not know whether any patents will issue from any of these applications. We do not know whether any of the claims in our issued patents or pending applications will provide us with any significant protection against competitive products or otherwise be commercially valuable. Legal standards regarding the validity of patents and the proper scope of their claims are still evolving, and there is no consistent law or policy regarding the valid breadth of claims. Additionally, there may be third party patents, patent applications and other intellectual property relevant to our products and technology which are not known to us and that block or compete with our products.



## **Table of Contents**

We face the risks that:

third parties will infringe our intellectual property rights;

our non-disclosure agreements will be breached;

we will not have adequate remedies for infringement;

our trade secrets will become known to or independently developed by our competitors; or

third parties will be issued patents that may prevent the sale of our products or require us to license and pay fees or royalties in order for us to be able to market some of our products.

Litigation may be necessary to enforce patents issued to us, to protect our proprietary rights, or to defend third party claims that we have infringed upon proprietary rights of others. The defense and prosecution of patent claims, including these pending claims, as well as participation in other inter-party proceedings, can be expensive and time consuming, even in those instances in which the outcome is favorable to us. If the outcome of any litigation or proceeding brought against us were adverse, we could be subject to significant liabilities to third parties, could be required to obtain licenses from third parties, could be forced to design around the patents at issue or could be required to cease sales of the affected products. A license may not be available at all or on commercially viable terms, and we may not be able to redesign our products to avoid infringement. Additionally, the laws regarding the enforceability of patents vary from country to country, and we cannot assure you that any patent issues we face will be uniformly resolved, or that local laws will provide us with consistent rights and benefits.

**We are subject to tax audits by various tax authorities in many jurisdictions.** From time to time we may be audited by the tax authorities and are still subject to an ongoing German tax audit. Any final assessment resulting from this audit could result in material changes to our past or future taxable income, tax payable or deferred tax assets, and could require us to pay penalties and interest that could materially adversely affect our financial results.

**Our quarterly operating results are subject to fluctuation for a variety of reasons.** Our operating results have, from time to time, fluctuated on a quarterly basis and may be subject to similar fluctuations in the future. These fluctuations may result from a number of factors, including:

the introduction of new products by us or our competitors;

the geographic mix of product sales;

the success of our marketing efforts in new regions;

changes in third party reimbursement;

## Edgar Filing: RESMED INC - Form 10-K

timing of regulatory clearances and approvals;

timing of orders by distributors;

expenditures incurred for research and development;

competitive pricing in different regions;

seasonality;

the cost and effect of promotional and marketing programs;

the effect of foreign currency transaction gains or losses; and

other activities of our competitors.

- 25 -

## **Table of Contents**

Fluctuations in our quarterly operating results may cause the market price of our common stock to fluctuate.

**If a natural or man-made disaster strikes our manufacturing facilities, we will be unable to manufacture our products for a substantial amount of time and our sales and profitability will decline.** Our facilities and the manufacturing equipment we use to produce our products would be costly to replace and could require substantial lead-time to repair or replace. The facilities may be affected by natural or man-made disasters and in the event they were affected by a disaster, we would be forced to rely on third party manufacturers. Although we believe we possess adequate insurance for damage to our property and the disruption of our business from casualties, such insurance may not be sufficient to cover all of our potential losses and may not continue to be available to us on acceptable terms, or at all.

**Delaware law and provisions in our charter and could make it difficult for another company to acquire us.** Provisions of our certificate of incorporation may have the effect of delaying or preventing changes in control or management which might be beneficial to us or our security holders. In particular, our Board of Directors is divided into three classes, serving for staggered three-year terms. Because of this classification it will require at least two annual meetings to elect directors constituting a majority of our Board of Directors.

Additionally, our Board of Directors has the authority to issue up to 2,000,000 shares of preferred stock and to determine the price, rights, preferences, privileges and restrictions, including voting rights, of those shares without further vote or action by the stockholders. The rights of the holders of our common stock will be subject to, and may be adversely affected by, the rights of the holders of any preferred stock that may be issued in the future. The issuance of preferred stock may have the effect of delaying, deferring or preventing a change in control, may discourage bids for our common stock at a premium over the market price of our common stock and may adversely affect the market price of our common stock and the voting and other rights of the holders of our common stock.

**We may not be able to enforce the judgments of U.S. courts against some of our assets or officers and directors.** A substantial portion of our assets are located outside the United States. Additionally, two of our eight directors and three of our six executive officers reside outside the United States, along with all or a substantial portion of the assets of these persons. As a result, it may not be possible for investors to enforce judgments of U.S. courts relating to any liabilities under U.S. securities laws against our assets, those persons or their assets. In addition, we have been advised by our Australian counsel that some doubt exists as to the ability of investors to pursue claims based on U.S. securities laws against these assets or these persons in Australian courts.

**Our results of operations may be materially affected by global economic conditions generally, including conditions in the financial markets.** Recently, concerns over inflation, energy costs, geopolitical issues, the availability and cost of credit, the U.S. mortgage market and a declining residential real estate market in the U.S. have contributed to increased volatility and diminished expectations for the economy and the financial markets going forward. These factors, combined with volatile oil prices, declining business and consumer confidence and increased unemployment, have precipitated an economic slowdown. It is difficult to predict how long the current economic conditions will continue and whether the economic conditions will continue to deteriorate. If the economic climate in the U.S. or outside the U.S. continues to deteriorate or there is a shift in government spending priorities, customers or potential customers could reduce or delay their purchases, which could impact our revenue, our ability to manage inventory levels, collect customer receivables, and ultimately decrease our profitability.

## **Table of Contents**

### **ITEM 1B      UNRESOLVED STAFF COMMENTS**

We have received no written comments regarding our periodic or current reports from the staff of the Securities and Exchange Commission that were issued 180 days or more preceding the end of our fiscal year 2009 that remain unresolved.

### **ITEM 2      PROPERTIES**

Our new principal executive offices and U.S. distribution facilities, consisting of approximately 230,000 square feet, are located on Spectrum Centre Boulevard (North San Diego County), California, in a building we own. We have our research and development and office facilities at our existing site in Norwest, Sydney, Australia, which consists of approximately 69,000 square feet. We own our principal manufacturing facility consisting of a 155,000 square foot complex at this same Norwest site in Sydney, Australia. We lease a 72,000 square foot facility for manufacture of electronic motors in Chatsworth, California. During the year ended June 30, 2009, we completed the construction of our new corporate headquarters located at Kearny Mesa, San Diego. In November 2008, we opened a 32,000 square foot manufacturing facility in Singapore to complement the Sydney manufacturing site.

Sales and warehousing facilities are either leased or owned in South Carolina and Oregon, U.S.A.; Abingdon, England; Munich, Germany; Bremen, Germany; Hochstadt, Germany; Lyon, France; Paris, France; Basel, Switzerland; Trollhaettan, Sweden; Vienna, Austria; Helsinki, Finland; Den Haag, Netherlands; Oslo, Norway; and Kowloon, Hong Kong.

### **ITEM 3      LEGAL PROCEEDINGS**

In the normal course of business, we are subject to routine litigation incidental to our business. While the results of this litigation cannot be predicted with certainty, we believe that their final outcome will not have a material adverse effect on our consolidated financial statements taken as a whole.

During September and October 2004, we began receiving tax assessment notices for the audit of one of our German subsidiaries by the German tax authorities for the years 1996 through 1998. Certain aspects of these assessment notices are being contested and appealed to the German tax authority office. As the outcome of the appeal cannot be predicted with certainty, any tax issues resolved in a manner not consistent with our expectations may require us to adjust our provision for income tax in the period of resolution.

In February 2007, the University of Sydney commenced legal action in the Federal Court of Australia against us, claiming breach of a license agreement and infringement of certain intellectual property. The claim has been amended to include an allegation of breach of confidentiality. The university is seeking various types of relief, including an injunction against manufacturing, supplying, offering for sale, selling or exporting certain mask devices, payment of license fees, damages or an account of profits, interest, costs and declaration of a constructive trust over and assignment of certain intellectual property. In October 2007, we filed a defense denying the university's claim, as well as a cross-claim against the university seeking an order for rectification of the contract and alleging the university violated the Australian Trade Practices Act. The matter is ongoing. We do not expect the outcome of this matter to have a material adverse effect on our condensed consolidated financial statements.

### **ITEM 4      SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS**

None.

**Table of Contents****PART II****ITEM 5 MARKET FOR REGISTRANT'S COMMON EQUITY, RELATED STOCKHOLDER MATTERS AND ISSUER PURCHASES OF EQUITY SECURITIES**

Our common stock is traded on the New York Stock Exchange (NYSE) under the symbol **RMD**. The following table sets forth for the fiscal periods indicated the high and low closing prices for the common stock as reported by the New York Stock Exchange.

|                                 | <b>2009</b> |            | <b>2008</b> |            |
|---------------------------------|-------------|------------|-------------|------------|
|                                 | <b>High</b> | <b>Low</b> | <b>High</b> | <b>Low</b> |
| Quarter One, ended September 30 | \$ 47.98    | \$ 35.53   | \$ 45.40    | \$ 39.33   |
| Quarter Two, ended December 31  | 43.35       | 29.83      | 53.09       | 39.65      |
| Quarter Three, ended March 31   | 42.81       | 31.82      | 51.31       | 39.20      |
| Quarter Four, ended June 30     | 41.56       | 34.19      | 45.32       | 34.19      |

As of July 20, 2009, there were 43 holders of record of our common stock. We have not paid any cash dividends on our common stock since the initial public offering of our common stock and we do not currently intend to pay cash dividends in the foreseeable future. We anticipate that all of our earnings and other cash resources, if any, will be retained for the operation and expansion of our business and for general corporate purposes.

**Securities Authorized for Issuance Under Equity Compensation Plans**

The information included under Item 12 of Part III of this report, **Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters**, is hereby incorporated by reference into this Item 5 of Part II of this report.

**Table of Contents****Purchases of Equity Securities**

The following table summarizes purchases by us of our common stock during the fiscal year ending June 30, 2009:

| <b>Period 2009</b>          | <b>Total<br/>Number<br/>of Shares</b> | <b>Average<br/>Price Paid<br/>per<br/>Share</b> | <b>Total Number of Shares<br/>Purchased as Part of<br/>Publicly Announced<br/>Plans or Programs<sup>(1)</sup></b> | <b>Maximum Number of<br/>Shares that May Yet Be<br/>Purchased Under the<br/>Plans or Programs<sup>(1)</sup></b> |
|-----------------------------|---------------------------------------|-------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|
| July 1 to July 31           | 622,500                               | 36.87                                           | 5,498,118                                                                                                         | 2,501,882                                                                                                       |
| August 1 to August 31       | 30,100                                | 37.89                                           | 5,528,218                                                                                                         | 2,471,782                                                                                                       |
| September 1 to September 30 | -                                     | -                                               | 5,528,218                                                                                                         | 2,471,782                                                                                                       |
| October 1 to October 31     | -                                     | -                                               | 5,528,218                                                                                                         | 2,471,782                                                                                                       |
| November 1 to November 30   | -                                     | -                                               | 5,528,218                                                                                                         | 2,471,782                                                                                                       |
| December 1 to December 31   | 55,989                                | 35.02                                           | 5,584,207                                                                                                         | 2,415,793                                                                                                       |
| January 1 to January 31     | -                                     | -                                               | 5,584,207                                                                                                         | 2,415,793                                                                                                       |
| February 1 to February 28   | 50,000                                | 37.82                                           | 5,634,207                                                                                                         | 2,365,793                                                                                                       |
| March 1 to March 31         | 719,100                               | 34.40                                           | 6,353,307                                                                                                         | 1,646,693                                                                                                       |
| April 1 to April 30         | -                                     | -                                               | 6,353,307                                                                                                         | 1,646,693                                                                                                       |
| May 1 to May 31             | 269,600                               | \$ 37.11                                        | 6,622,907                                                                                                         | 10,000,000                                                                                                      |
| June 1 to June 30           | 79,018                                | \$ 37.78                                        | 6,701,925                                                                                                         | 9,920,982                                                                                                       |
| <b>Total</b>                | <b>1,826,307</b>                      | <b>\$ 35.96</b>                                 | <b>6,701,925</b>                                                                                                  | <b>9,920,982</b>                                                                                                |

<sup>(1)</sup> On May 27, 2009, our Board of Directors authorized a new program to repurchase up to 10.0 million shares of our outstanding common stock. This program replaces and cancels our previous program to repurchase up to 8.0 million shares authorized by the board on June 2, 2002 and allows us to repurchase shares in addition to the shares we repurchased under our previous program. There is no expiration date for the repurchase of these shares. For the years ended June 30, 2009 and 2008, we repurchased 1,826,307 and 2,570,700 shares at a cost of \$65.7 million and \$99.5 million, respectively. At June 30, 2009, we have repurchased a total of 6,701,925 shares at a cost of \$208.3 million under both programs. We may continue to repurchase shares of our common stock for cash in the open market, or in negotiated or block transactions, from time to time as market and business conditions warrant.

**Table of Contents****ITEM 6      SELECTED FINANCIAL DATA**

The following table summarizes certain selected consolidated financial data for, and as of the end of, each of the fiscal years in the five-year period ended June 30, 2009. The data set forth below should be read in conjunction with the Management's Discussion and Analysis of Financial Condition and Results of Operations and our Consolidated Financial Statements and related Notes included elsewhere in this Report. The consolidated statements of operations data for the years ended June 30, 2009, 2008 and 2007 and the balance sheet data as of June 30, 2009 and 2008 are derived from our audited consolidated financial statements included elsewhere in this Report. The consolidated statements of operations data for the years ended June 30, 2006 and 2005 and the balance sheet data as of June 30, 2007, 2006 and 2005 are derived from our audited consolidated financial statements not included herein. Historical results are not necessarily indicative of the results to be expected in the future, and the results for the years presented should not be considered indicative of our future results of operations.

| <b>Consolidated Statement of Income Data:<br/>(In thousands, except per share data)</b> | <b>Years Ended June 30</b> |             |             |             |             |
|-----------------------------------------------------------------------------------------|----------------------------|-------------|-------------|-------------|-------------|
|                                                                                         | <b>2009</b>                | <b>2008</b> | <b>2007</b> | <b>2006</b> | <b>2005</b> |
| Net revenues                                                                            | \$ 920,735                 | \$ 835,397  | \$ 716,332  | \$ 606,996  | \$ 425,505  |
| Cost of sales                                                                           | 366,933                    | 338,544     | 272,140     | 230,101     | 150,645     |
| Product recall expenses                                                                 | -                          | 3,103       | 59,700      | -           | -           |
| Gross profit                                                                            | 553,802                    | 493,750     | 384,492     | 376,895     | 274,860     |
| Selling, general and administrative expenses                                            | 289,875                    | 278,087     | 237,326     | 200,168     | 135,703     |
| Research and development expenses                                                       | 63,056                     | 60,524      | 50,106      | 37,216      | 30,014      |
| Donations to research foundations                                                       | 3,500                      | 2,000       | -           | 760         | 500         |
| In-process research and development charge                                              | -                          | -           | -           | -           | 5,268       |
| Amortization of acquired intangible assets                                              | 7,060                      | 7,791       | 6,897       | 6,327       | 870         |
| Restructuring expenses                                                                  | -                          | 2,378       | -           | 1,124       | 5,152       |
| Total operating expenses                                                                | 363,491                    | 350,780     | 294,329     | 245,595     | 177,507     |
| Income from operations                                                                  | 190,311                    | 142,970     | 90,163      | 131,300     | 97,353      |
| Other income (expenses):                                                                |                            |             |             |             |             |
| Interest income (expense), net                                                          | 10,205                     | 10,058      | 6,477       | 1,320       | (808)       |
| Other, net                                                                              | 1,168                      | 4,827       | 1,333       | 774         | 81          |
| Total other income (expenses)                                                           | 11,373                     | 14,885      | 7,810       | 2,094       | (727)       |
| Income before income taxes                                                              | 201,684                    | 157,855     | 97,973      | 133,394     | 96,626      |
| Income taxes                                                                            | (55,236)                   | (47,552)    | (31,671)    | (45,183)    | (31,841)    |
| Net income                                                                              | \$ 146,448                 | \$ 110,303  | \$ 66,302   | \$ 88,211   | \$ 64,785   |
| Basic earnings per share                                                                | \$ 1.94                    | \$ 1.43     | \$ 0.86     | \$ 1.22     | \$ 0.94     |
| Diluted earnings per share                                                              | \$ 1.90                    | \$ 1.40     | \$ 0.85     | \$ 1.16     | \$ 0.91     |
| Weighted average:                                                                       |                            |             |             |             |             |
| Basic shares outstanding                                                                | 75,629                     | 77,378      | 76,709      | 72,307      | 68,643      |
| Diluted shares outstanding                                                              | 77,113                     | 78,712      | 78,253      | 77,162      | 74,942      |

- 30 -



---

**Table of Contents**

All share and per share information has been adjusted to reflect the two-for-one stock split effected in the form of a 100% stock dividend that was declared on August 10, 2005 and distributed on September 30, 2005.

| <b>Consolidated Balance Sheet Data:</b><br><b>(In thousands)</b> | <b>2009</b> | <b>2008</b> | <b>As of June 30<br/>2007</b> | <b>2006</b> | <b>2005</b> |
|------------------------------------------------------------------|-------------|-------------|-------------------------------|-------------|-------------|
| Working capital                                                  | \$ 584,184  | \$ 546,647  | \$ 466,396                    | \$ 381,284  | \$ 141,659  |
| Total assets                                                     | 1,507,968   | 1,406,000   | 1,252,042                     | 1,012,921   | 774,146     |
| Long-term debt, less current maturities                          | 94,191      | 93,789      | 87,648                        | 116,212     | 58,934      |
| Total stockholders' equity                                       | 1,115,192   | 1,081,775   | 931,222                       | 738,148     | 474,065     |

---

## **Table of Contents**

### **ITEM 7      MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

#### **Overview**

Management's discussion and analysis ( MD&A ) of financial condition and results of operations is intended to help the reader understand the results of operations and financial condition of Resmed Inc. MD&A is provided as a supplement to, and should be read in conjunction with selected financial data and consolidated financial statements and notes, included herein.

We are a leading developer, manufacturer and distributor of medical equipment for treating, diagnosing, and managing sleep-disordered breathing ( SDB ) and other respiratory disorders. During the fiscal year we continued our efforts to build awareness of the consequences of untreated sleep-disordered breathing and to grow our business in this market. In our efforts we have attempted to raise awareness through market and clinical initiatives highlighting the increasing link between the potential effects SDB can have on cardiovascular diseases and Type 2 diabetes.

In September 2008, the European Society of Cardiologists published guidelines for the treatment of acute and chronic heart failure. The guidelines noted that patients with symptomatic heart failure frequently have sleep-related disorders (central or obstructive sleep apnea) and recommended treatment with Continuous Positive Airway Pressure, or CPAP, for patients diagnosed with obstructive sleep apnea. In June 2008 the International Diabetes Federation issued a consensus statement on sleep disordered breathing and Type 2 Diabetes, where the substantial value of identifying and treating diabetic patients suffering from sleep disordered breathing was recognized and recommended. We believe that the increasing awareness among the co-morbidity specialists supports the efforts and investment we are making in new markets, including diabetes and cardiology.

We are committed to ongoing investment in research and development and product enhancements. During fiscal year 2009 we invested approximately \$63.1 million on research and development activities, which represents 7% of revenue. Since the development of CPAP, we have developed a number of innovative products for SDB and other respiratory disorders including airflow generators, diagnostic products, mask systems, headgear and other accessories.

During fiscal year 2009, we released new products across both our mask and flow generator categories. We have introduced new masks in both Europe and the U.S. during fiscal 2009, including the release of Aactiva LT and Swift LT for Her, which was the first nasal pillows product designed and marketed specifically for female patients. Additionally, we released a series of new bilevel flow generators in Europe and in North and Latin America. These products utilize our patented EasyBreathe motor technology, providing performance at substantially quieter noise levels compared to other leading competitors.

We reported record financial results in fiscal year 2009, with an increase in net revenue of 10% to \$920.7 million compared to fiscal year 2008. Gross profit increased for the year ended June 30, 2009 to \$553.8 million from \$493.7 million for the year ended June 30, 2008, an increase of \$60.1 million or 12%. Our net income for the year ended June 30, 2009 was \$146.4 million or \$1.90 per diluted share compared to net income of \$110.3 million or \$1.40 per diluted share for the year ended June 30, 2008.

Total operating cash flow for fiscal year 2009 was \$238.9 million, which represents a 73% increase from the year ended June 30, 2008. At June 30, 2009, our cash and cash equivalents totaled \$415.7 million. Our total assets increased by 7% to \$1.5 billion and our shareholders' equity was up 3% to \$1.1 billion. During fiscal year 2009, we repurchased 1,826,307 shares at a cost of \$65.7 million under our share buy-back

program.

## Table of Contents

### **Fiscal Year Ended June 30, 2009 Compared to Fiscal Year Ended June 30, 2008**

**Net Revenues.** Net revenue increased for the year ended June 30, 2009 to \$920.7 million from \$835.4 million for the year ended June 30, 2008, an increase of \$85.3 million or 10%. The increase in net revenue was attributable to an increase in unit sales of our flow generators, masks and accessories. Movements in international currencies against the U.S. dollar negatively impacted revenues by approximately \$40.3 million for the year ended June 30, 2009. Excluding the impact of unfavorable foreign currency movements, sales for the year ended June 30, 2009 increased by 15% compared to the year ended June 30, 2008.

Net revenue in North and Latin America increased for the year ended June 30, 2009 to \$493.4 million from \$409.6 million for the year ended June 30, 2008, an increase of \$83.8 million or 20%. This growth has been generated by increased public and physician awareness of sleep-disordered breathing and growth generated from our recent product releases including the S8II flow generator, VPAP Auto 25, VPAP S, Swift LT nasal pillows mask and Mirage Quattro full-face mask.

Net revenue in markets outside North and Latin America increased for the year ended June 30, 2009 to \$427.3 million from \$425.8 million for the year ended June 30, 2008, an increase of \$1.5 million or 0.4%. Excluding the impact of unfavorable foreign currency movements, international sales grew by 10%. This sales growth outside North and Latin America predominantly reflects growth in the overall sleep-disordered breathing market, growth generated from our recent product releases including the S8II flow generator, VPAP S, VPAP ST and Mirage Quattro full-face mask offset by the negative impact from movements of international currencies against the U.S. dollar.

Sales of flow generators for the year ended June 30, 2009 totaled \$532.1 million from \$418.5 million for the year ended June 30, 2008, an increase of 10%, including increases of 21% in North and Latin America and 2% elsewhere. Sales of mask systems, motors and other accessories totaled \$388.6 million, an increase of 11%, including increase of 20% in North and Latin America offset by a decrease of 2% elsewhere, for the year ended June 30, 2009, compared to the year ended June 30, 2008. We believe these primarily reflect growth in the overall sleep-disordered breathing market and contributions from new products, partially offset by unfavorable foreign currency movements in sales outside of North and Latin America.

**Gross Profit.** Gross profit increased for the year ended June 30, 2009 to \$553.8 million from \$493.8 million for the year ended June 30, 2008, an increase of \$60.1 million or 12%. Gross profit as a percentage of net revenue increased for the year ended June 30, 2009 to 60% from 59% for the year ended June 30, 2008. The increase in gross margins is primarily due to the depreciation of the Australian dollar against the U.S. dollar as the majority of our manufacturing labor and overhead is denominated in Australian dollars, a favorable change in product mix as sales of our higher margin products represented a higher proportion of our sales and cost savings attributable to manufacturing and supply chain improvements.

**Selling, General and Administrative Expenses.** Selling, general and administrative expenses increased for the year ended June 30, 2009 to \$289.9 million from \$278.1 million for the year ended June 30, 2008, an increase of \$11.8 million or 4%. As a percentage of net revenue, selling, general and administrative expenses for the year ended June 30, 2009 was 31% compared to 33% for the year ended June 30, 2008.

The increase in selling, general and administrative expenses was primarily due to an increase in the number of sales and administrative personnel to support our growth, stock-based compensation costs and other expenses related to the increase in our sales. The increase in selling, general and administrative expenses was also offset by the net appreciation of the U.S. dollar against international currencies, which reduced by approximately \$21.8 million our expenses for the year ended June 30,



## **Table of Contents**

2009, as reported in U.S. dollars. As a percentage of net revenue, we expect our future selling, general and administrative expense to continue in the historical range of 31% to 33%.

**Research and Development Expenses.** Research and development expenses increased for the year ended June 30, 2009 to \$63.1 million from \$60.5 million for the year ended June 30, 2008, an increase of \$2.5 million or 4%. As a percentage of net revenue, research and development expenses were 7% for the year ended June 30, 2009 and are consistent with the year ended June 30, 2008.

The increase in research and development expenses was primarily due to an increase in the number of research and development personnel, increased charges for consulting fees and an increase in clinical trials, including the SERVE-HF study. The increase in research and development expenses was also offset by the net appreciation of the U.S. dollar against international currencies, which reduced our expenses by approximately \$11.0 million for the year ended June 30, 2009, as reported in U.S. dollars. As a percentage of net revenue, we expect our future research and development expense to continue at approximately 7%.

**Donations to Foundations.** In the years ended June 30, 2009 and 2008, we donated \$3.5 million and \$2.0 million, respectively, to the ResMed Foundations. The Foundations were established primarily to promote research into the deleterious medical consequences of untreated sleep-disordered breathing.

**Amortization of Acquired Intangible Assets.** Amortization of acquired intangible assets for the year ended June 30, 2009 totaled \$7.1 million compared to \$7.8 million for the year ended June 30, 2008. The decrease in amortization expense is attributable to the appreciation of the U.S. dollar against the Euro as the majority of the acquired intangible assets are denominated in Euros.

**Restructuring Expenses.** Restructuring expenses incurred for the year ended June 30, 2009 were \$Nil compared to \$2.4 million for the year ended June 30, 2008. Restructuring expenses in the prior year consisted of expenses associated with our decision to streamline European management, including the closure of part of the European headquarters in Basel, Switzerland and two regional offices in the Netherlands. The restructuring expenses mainly comprise employee termination costs, leasehold improvement write-downs and property lease exit costs. We will continue to monitor the progress of this restructure and adjust our business strategies and personnel accordingly to achieve maximum efficiencies and cost savings.

**Other Income (Expense), Net.** Other income, net for the year ended June 30, 2009 was \$11.4 million, a decrease of \$3.5 million over the year ended June 30, 2008 of \$14.9 million. This was predominantly due a \$5.9 million gain on the sale of our Poway property, that was reported in year ended June 30, 2008 which was partly offset by a \$3.2 million impairment write-down of our at cost-method investments in the same fiscal year.

**Income Taxes.** Our effective income tax rate decreased to 27.4% for the year ended June 30, 2009 from 30.1% for the year ended June 30, 2008. The lower tax rate was primarily due to a change in the geographic mix of taxable income, including the impact of lower taxes associated with our new Singapore manufacturing operation. We continue to benefit from the Australian corporate tax rate of 30% and certain Australian research and development tax benefits because we generate the majority of our taxable income in Australia.

**Net Income.** As a result of the factors above, our net income for the year ended June 30, 2009 was \$146.4 million or \$1.90 per diluted share compared to net income of \$110.3 million or \$1.40 per diluted share for the year ended June 30, 2008, an increase of 33% and 36%,

respectively, over the year ended June 30, 2008.

- 34 -

## **Table of Contents**

### **Fiscal Year Ended June 30, 2008 Compared to Fiscal Year Ended June 30, 2007**

**Net Revenues.** Net revenue increased for the year ended June 30, 2008 to \$835.4 million from \$716.3 million for the year ended June 30, 2007, an increase of \$119.1 million or 17%. The increase in net revenue was attributable to an increase in unit sales of our flow generators, masks and accessories and a strong contribution from our new full face masks. Movements in international currencies against the U.S. dollar positively impacted revenues by approximately \$42.7 million for the year ended June 30, 2008. Excluding the impact of favorable foreign currency movements, sales for the year ended June 30, 2008 increased by 11% compared to the year ended June 30, 2007.

Net revenue in North and Latin America increased for the year ended June 30, 2008 to \$409.6 million from \$376.7 million for the year ended June 30, 2007, an increase of \$32.9 million or 9%. This growth has been generated by increased public and physician awareness of sleep-disordered breathing and growth generated from our recent product releases including the S8II flow generator, Swift LT nasal pillows mask and Mirage Quattro full-face mask.

Net revenue in markets outside North and Latin America increased for the year ended June 30, 2008 to \$425.8 million from \$339.6 million for the year ended June 30, 2007, an increase of 25%. This sales growth outside North and Latin America predominantly reflects growth in the overall sleep-disordered breathing market, growth generated from our recent product releases including the S8II flow generator and Mirage Quattro full-face mask and the positive impact from movements of international currencies against the U.S. dollar. Excluding the positive impact from movements of international currencies, international sales grew by 13%.

Sales of flow generators for the year ended June 30, 2008 totaled \$418.5 million, an increase of 13% compared to the year ended June 30, 2007, including increases of 3% in North and Latin America and 20% elsewhere. Sales of mask systems, motors and other accessories totaled \$416.9 million, an increase of 21%, including increases of 13% in North and Latin America and 35% elsewhere, for the year ended June 30, 2008, compared to the year ended June 30, 2007. We believe these increases primarily reflect growth in the overall sleep-disordered breathing market and contributions from new products.

**Gross Profit.** Gross profit increased for the year ended June 30, 2008 to \$493.8 million from \$384.5 million for the year ended June 30, 2007, an increase of \$109.3 million or 28%. Gross profit as a percentage of net revenue increased for the year ended June 30, 2008 to 59% from 54% for the year ended June 30, 2007. The increase in gross margin is primarily due to \$59.7 million of voluntary product recall expenses that we recognized during the year ended June 30, 2007. During the year ended June 30, 2008 we also recognized an additional charge of \$3.1 million in relation to the product recall announced in 2007 due to higher than original estimated return rates and consulting charges. Excluding voluntary product recall expenses, gross profit as a percentage of revenue was 59% for the year ended June 30, 2008, which is lower than the year ended June 30, 2007 of 62%. The lower gross margin (excluding the voluntary product recall expense) is primarily due to a general reduction in average selling prices, appreciation of the Australian dollar against the U.S. dollar, partially offset by manufacturing and supply chain improvements.

**Voluntary Product Recall Expenses.** On April 23, 2007, we initiated a worldwide voluntary product recall of approximately 300,000 units of our early production S8 flow generators. In these particular units, which were manufactured between July 2004 and May 15, 2006, there was what we considered to be a remote potential for a short circuit in the power supply connector. The initial estimated cost of this recall action was \$59.7 million which was recognized as a charge to cost of sales in the condensed consolidated statement of income during the year ended June 30, 2007. During the year ended June 30, 2008 we recognized an additional charge of \$3.1 million due to the higher than original estimated return rates and consulting charges. At June 30, 2008 the recall accrual was \$1.0 million.





## **Table of Contents**

**Selling, General and Administrative Expenses.** Selling, general and administrative expenses increased for the year ended June 30, 2008 to \$278.1 million from \$237.3 million for the year ended June 30, 2007, an increase of \$40.8 million or 17%. As a percentage of net revenue, selling, general and administrative expenses for the year ended June 30, 2008 was 33% and is consistent with the year ended June 30, 2007.

The increase in selling, general and administrative expenses was primarily due to an increase in the number of sales and administrative personnel to support our growth, continued infrastructure investment, particularly in our European businesses, stock-based compensation costs and other expenses related to the increase in our sales. The increase in selling, general and administrative expenses was also attributable to net appreciation of international currencies against the U.S. dollar, which added approximately \$18.8 million to our expenses for the year ended June 30, 2008, as reported in U.S. dollars. As a percentage of net revenue, we expect our future selling, general and administrative expense to continue in the historical range of 32% to 34%.

**Research and Development Expenses.** Research and development expenses increased for the year ended June 30, 2008 to \$60.5 million from \$50.1 million for the year ended June 30, 2007, an increase of \$10.4 million or 21%. As a percentage of net revenue, research and development expenses were 7% for the year ended June 30, 2008 and are consistent with the year ended June 30, 2007.

The increase in research and development expenses was primarily due to an increase in the number of research and development personnel, increased charges for consulting fees and an increase in technical assessments incurred to facilitate development of new products. The increase in research and development expenses was also attributable to the net appreciation of international currencies against the U.S. dollar, which added approximately \$7.1 million to our expenses for the year ended June 30, 2007, as reported in U.S. dollars. As a percentage of net revenue, we expect our future research and development expense to continue at approximately 7%.

**Donations to Foundations.** In the years ended June 30, 2008 and 2007, we donated \$2.0 million and \$Nil, respectively, to the ResMed Foundation in the United States. The Foundations' overall mission includes the education of both the public and physicians about the inherent dangers of untreated SDB/OSA, particularly as it relates to cerebrovascular and cardiovascular disease.

**Amortization of Acquired Intangible Assets.** Amortization of acquired intangible assets for the year ended June 30, 2008 totaled \$7.8 million compared to \$6.9 million for the year ended June 30, 2007. The increase in amortization expense is attributable to the appreciation of the Euro against the U.S. dollar as the majority of the acquired intangible assets are denominated in Euros.

**Restructuring Expenses.** Restructuring expenses incurred for the year ended June 30, 2008 were \$2.4 million compared to \$Nil for the year ended June 30, 2007. Restructuring expenses consisted of expenses associated with our decision to streamline European management, including the closure of part of the European headquarters in Basel, Switzerland and two regional offices in the Netherlands. The restructuring expenses mainly comprise employee termination costs, leasehold improvement write-downs and property lease exit costs. We will continue to monitor the progress of this restructure and adjust our business strategies and personnel accordingly to achieve maximum efficiencies and cost savings.

**Other Income (Expense), Net.** Other income, net for the year ended June 30, 2008 was \$14.9 million, an increase of \$7.0 million over the year ended June 30, 2007. This was predominantly due to higher interest income on additional cash balances and a \$5.9 million gain on the sale of our Poway property. These impacts were partly offset by a \$3.2 million impairment write-down of our at cost-method investments.

## **Table of Contents**

**Income Taxes.** Our effective income tax rate decreased to approximately 30.1% for the year ended June 30, 2008 from approximately 32.3% for the year ended June 30, 2007. Our effective income tax rate was impacted by the tax benefit associated with the voluntary product recall expense that was recognized during the years ended June 30, 2008 and 2007. Excluding the impact of voluntary product recall expenses, the effective income tax rate was 30.1% and 31.4% for the years ended June 30, 2008 and 2007, respectively. The reduction in the full year effective tax rate is mainly due to factors such as an increase in the concessional R&D tax claim in Australia and a 10% decrease in the German corporate tax rate. We continue to benefit from the Australian corporate tax rate of 30% and certain Australian research and development tax benefits because we generate the majority of our taxable income in Australia.

**Net Income.** As a result of the factors above, our net income for the year ended June 30, 2008 was \$110.3 million or \$1.40 per diluted share compared to net income of \$66.3 million or \$0.85 per diluted share for the year ended June 30, 2007. The net after tax impact of the voluntary product recall expense of \$2.2 million described above resulted in a reduction of diluted earnings per share of \$0.03 on an after-tax basis for the year ended June 30, 2008 compared to \$41.8 million or \$0.53 diluted earnings per share for the year ended June 30, 2007. Excluding the impact of the voluntary product recall expenses, diluted earnings per share for the year ended June 30, 2008 was \$1.43, an increase of 4% over the year ended June 30, 2007 of \$1.38.

## **Liquidity and Capital Resources**

As of June 30, 2009 and June 30, 2008, we had cash and cash equivalents of \$415.7 million and \$321.1 million, respectively. Working capital was \$584.2 million and \$546.6 million at June 30, 2009 and June 30, 2008, respectively. The increase in working capital predominantly reflects the growth and profitability of the business during the year.

Inventories at June 30, 2009 decreased by \$0.9 million or 1% to \$157.4 million compared to June 30, 2008 inventories of \$158.3 million. The decrease in inventories was lower than the increase of 10% in net revenues in the year ended June 30, 2009 compared to the year ended June 30, 2008 due to improved inventory management.

Accounts receivable at June 30, 2009 were \$212.1 million, an increase of \$19.9 million or 10% over the June 30, 2008 accounts receivable balance of \$192.2 million. The increase was consistent with the 10% incremental increase in net revenues for the year ended June 30, 2009 compared to the year ended June 30, 2008. Accounts receivable days sales outstanding of 74 days at June 30, 2009 increased by 2 days compared to 72 days at June 30, 2008. Our allowance for doubtful accounts as a percentage of total accounts receivable at June 30, 2009 and 2008 was 3.4% and 2.5%, respectively. The credit quality of our customers remains broadly consistent with our past experience.

During the year ended June 30, 2009, we generated cash of \$238.9 million from operations. Movements in foreign currency exchange rates during the year ended June 30, 2009 had the effect of decreasing our cash and cash equivalents by \$36.9 million, as reported in U.S. dollars. During fiscal years 2009 and 2008, we repurchased 1,826,307 and 2,570,700 shares at a cost of \$65.7 million and \$99.5 million, respectively.

Capital expenditures for the years ended June 30, 2009 and 2008 aggregated \$109.7 million and \$75.8 million, respectively. The capital expenditures for the year ended June 30, 2009 primarily reflected construction costs related to our new corporate headquarters in San Diego, California, office facilities, computer hardware and software, rental and loan equipment and purchase of production tooling equipment and machinery. As a result of these capital expenditures, our balance sheet reflects net property, plant and equipment of approximately \$377.6 million at June 30, 2009 compared to \$357.1 million at June 30, 2008. During the year ended June 30, 2009 we completed construction of new



**Table of Contents**

corporate headquarters in San Diego, California. The total cost of the new corporate headquarters was \$99.9 million.

Details of contractual obligations at June 30, 2009 are as follows:

| In \$000 s                    | Total      | Payments Due by Period |            |          |          |          | Thereafter |
|-------------------------------|------------|------------------------|------------|----------|----------|----------|------------|
|                               |            | 2010                   | 2011       | 2012     | 2013     | 2014     |            |
| Long-Term Debt                | \$ 161,736 | \$ 67,545              | \$ 94,191  | \$ -     | \$ -     | \$ -     | \$ -       |
| Operating Leases              | 38,886     | 12,538                 | 9,970      | 5,174    | 2,658    | 2,079    | 6,467      |
| Purchase Obligations          | 88,968     | 88,926                 | 22         | 20       | -        | -        | -          |
| Total Contractual Obligations | \$ 289,590 | \$ 169,009             | \$ 104,183 | \$ 5,194 | \$ 2,658 | \$ 2,079 | \$ 6,467   |

Details of other commercial commitments at June 30, 2009 are as follows:

| In \$000 s                   | Total<br>Amounts<br>Committed | Amount of Commitment Expiration Per Period |           |           |      |      |            |
|------------------------------|-------------------------------|--------------------------------------------|-----------|-----------|------|------|------------|
|                              |                               | 2010                                       | 2011      | 2012      | 2013 | 2014 | Thereafter |
| Standby Letters of Credit    | \$ 900                        | \$ 900                                     | \$ -      | \$ -      | \$ - | \$ - | \$ -       |
| Other commercial commitments | 567                           | 98                                         | 48        | -         | -    | -    | 421        |
| Guarantees*                  | 92,735                        | 1,335                                      | 64,851    | 22,761    | -    | -    | 3,788      |
| Total Commercial Commitments | \$ 94,202                     | \$ 2,333                                   | \$ 64,899 | \$ 22,761 | \$ - | \$ - | \$ 4,209   |

\*The above guarantees mainly relate to security provided as part of our Syndicated Facility Agreement and requirements under contractual obligations with insurance companies transacting with our German subsidiaries.

**Revolving Facility**

On February 27, 2009, ResMed Inc., and our wholly-owned subsidiaries, ResMed Corp., ResMed EAP Holdings Inc. and ResMed Motor Technologies Inc., entered into a Third Amendment to the March 1, 2006 Second Amended and Restated Revolving Loan Agreement with Union Bank of California, N.A.

The loan agreement was amended in order that the revolving commitment at \$65 million remain unchanged as otherwise it would have been reduced to \$55 million as of March 1, 2009. The loan agreement was also amended to revise our obligation to maintain certain financial covenants. The minimum fixed charge coverage ratio was revised to exclude capital expenditures related to construction of our new headquarters building. The requirement that ResMed Corp. and ResMed Motor Technologies Inc. maintain minimum earnings before interest, taxes, depreciation and amortization, or EBITDA, was increased to \$15 million. Finally, the requirement that we meet certain minimum liquidity was eliminated.

The entire outstanding principal amount must be repaid in full before March 1, 2011. The outstanding principal amount due under the loan will bear interest at a rate equal to LIBOR plus 0.75% to 1.00% (depending on the applicable leverage ratio). At June 30, 2009, there was \$64.1 million outstanding under this loan facility.

**Syndicated Facility**

On June 8, 2006, our wholly owned Australian subsidiary, ResMed Limited, entered into a Syndicated Facility Agreement with HSBC Bank Australia Limited as original financier, facility agent and security trustee, that provides for a loan in three tranches (the Syndicated Facility Agreement ).

- 38 -

## **Table of Contents**

Tranche A is a Euro ( EUR ) 50 million five-year term loan facility that refinanced all amounts outstanding under a syndicated facility agreement dated May 16, 2005, between ResMed Limited and HSBC Bank Australia Limited, to fund the obligations of our wholly owned French subsidiary ResMed SAS under its agreement to acquire Saime SAS. Tranche A bears interest at a rate equal to LIBOR for deposits denominated in EUR plus a margin of 0.80% or 0.90%, depending on the ratio of the total debt to EBITDA of ResMed Inc. and its subsidiaries (the ResMed Group ) for the most recently completed fiscal year for the applicable interest period. Payments of principal must be made to reduce the total outstanding principal amount of Tranche A to EUR 27.5 million on June 30, 2009, EUR 15 million on December 31, 2009, and the entire outstanding principal amount must be repaid in full on June 8, 2011. At June 30, 2009, the Tranche A facility loan had an amount outstanding of EUR 27.5 million, equivalent to approximately U.S. dollars ( USD ) 38.6 million.

Tranche B is a USD 15 million term loan facility that may only be used for the purpose of financing capital expenditures and other asset acquisitions by the ResMed Group. Tranche B bears interest at a rate equal to LIBOR for deposits denominated in EUR, Australian dollars, USD or British Pounds Sterling plus a margin of 0.80% or 0.90%, depending on the ratio of the total debt to EBITDA of the ResMed Group for the most recently completed fiscal year for the applicable interest period. The entire principal amount must be repaid in full on June 8, 2011. At June 30, 2009, there was USD 9.0 million outstanding under this loan facility.

Tranche C was a USD 60 million term loan facility that could only be used for the purpose of the payment by ResMed Limited of a dividend to ResMed Holdings Limited, which would ultimately be paid to ResMed Inc. Tranche C beared interest at a rate equal to LIBOR for deposits denominated in EUR, Australian dollars or USD plus a margin of 0.70% or 0.80%, depending on the ratio of the total debt to EBITDA of the ResMed Group for the most recently completed fiscal year for the applicable interest period. The entire outstanding principal amount had to be repaid in full by June 8, 2009. At June 30, 2009, there were no amounts outstanding under this loan facility.

Simultaneous with the Syndicated Facility Agreement, ResMed Limited entered into a working capital agreement with HSBC Bank Australia Limited for revolving, letter of credit and overdraft facilities up to a total commitment of 6.5 million Australian dollars, and ResMed (UK) Limited entered into a working capital agreement with HSBC Bank plc for a revolving cash advance facility for a total commitment of up to 3 million British Pounds Sterling. At June 30, 2009, there were no amounts outstanding under any of these arrangements.

On September 30, 2008, our wholly-owned Australian subsidiary, ResMed Limited, agreed to amend and restate the Syndicated Facility Agreement entered into on June 8, 2006. The amended and restated agreement ( First Amended and Restated Syndicated Facility Agreement ) with the Hong Kong and Shanghai Banking Corporation, Sydney Branch as financier and HSBC Bank Australia Limited as facility agent and security trustee, provides for an additional Tranche D term loan facility in the amount of USD 50 million. The financier has the right to assign part or all of its rights and/or obligations under the First Amended and Restated Syndicated Facility Agreement to other financial institutions.

The additional USD 50 million loan facility will be used for general corporate purposes. The additional loan facility bears interest at a rate equal to LIBOR for deposits denominated in USD, plus a margin of 0.80% or 0.90%, depending on the ratio of the total debt to EBITDA of ResMed Inc. and subsidiaries for the most recently completed fiscal year for the applicable interest period. The entire principal amount of the additional loan facility must be repaid in full by September 30, 2009. At June 30, 2009, there was USD 50.0 million outstanding under this loan facility.

We expect to satisfy all of our short-term liquidity requirements through a combination of cash on hand, cash generated from operations and our \$6.9 million in undrawn facilities.

**Table of Contents**

The results of our international operations are affected by changes in exchange rates between currencies. Changes in exchange rates may negatively affect our consolidated net revenue and gross profit margins from international operations. We are exposed to the risk that the dollar value equivalent of anticipated cash flows would be adversely affected by changes in foreign currency exchange rates. We manage this risk through foreign currency option contracts.

**Stock-Based Compensation Costs**

We have granted stock options to personnel, including officers and directors, under our 2006 Incentive Award Plan, as amended (the 2006 Plan ). These options have expiration dates of seven years from the date of grant and vest over four years. We granted these options with the exercise price equal to the market value as determined at the date of grant. We have also offered to our personnel, including officers and directors, the right to purchase shares of our common stock at a discount under our employee stock purchase plan ( ESPP ).

As of July 1, 2005, we adopted SFAS 123(R) using the modified prospective method, which requires measurement of compensation expense of all stock-based awards at fair value on the date of grant and recognition of compensation expense over the service period for awards expected to vest. Under this method, the provisions of SFAS 123(R) apply to all awards granted or modified after the date of adoption. In addition, the unrecognized expense of awards not yet vested at the date of adoption, determined under the original provisions of SFAS No. 123 shall be recognized in net income in the periods after adoption. The fair value of stock options is determined using the Black-Scholes valuation model. Such value is recognized as expense over the service period, using the graded-attribution method for stock-based awards granted prior to July 1, 2005 and the straight-line method for stock-based awards granted after July 1, 2005.

The fair value of stock options granted under our stock option plans and purchase rights granted under our ESPP is estimated on the date of the grant using the Black-Scholes option-pricing model, assuming no dividends and the following assumptions:

|                                          | 2009     | Years ended June 30<br>2008 | 2007     |
|------------------------------------------|----------|-----------------------------|----------|
| Stock Options:                           |          |                             |          |
| Weighted average grant date fair value   | \$ 10.58 | \$ 12.87                    | \$ 14.53 |
| Weighted average risk-free interest rate | 1.9%     | 2.6-4.6%                    | 4.3-5.1% |
| Dividend yield                           | -        | -                           | -        |
| Expected option life in years            | 4.0-4.8  | 4.0-4.8                     | 4.0-5.2  |
| Volatility                               | 27-38%   | 27-28%                      | 26-30%   |
| ESPP Purchase rights:                    |          |                             |          |
| Weighted average risk-free interest rate | 1.3%     | 1.7-5.0%                    | 4.9-5.1% |
| Dividend yield                           | -        | -                           | -        |
| Expected option life                     | 6 months | 6 months                    | 6 months |
| Volatility                               | 33-55%   | 23-33%                      | 30-41%   |

Expected volatilities are based on a combination of historical volatilities of our stock and the implied volatilities from tradeable options of our stock corresponding to their expected term. We use a combination of the historic and implied volatilities as the additional use of the implied volatilities are more representative of our future stock price trends. The expected life represents the weighted average period of time that options granted are expected to be outstanding giving consideration to vesting schedules and our historical exercise patterns. The risk-free rate is based on the U.S. Treasury yield curve in effect at the time of grant for periods corresponding with the expected life of the option.





## **Table of Contents**

### **Tax Expense**

Our income tax rate is governed by the laws of the regions in which our income is recognized. To date, a substantial portion of our income has been subject to income tax in Australia where the statutory rate was 30% in fiscal years 2009, 2008 and 2007. During fiscal years 2009, 2008 and 2007, our consolidated effective tax rate has fluctuated between approximately 27% and approximately 32%. These fluctuations have resulted from, and future effective tax rates will depend upon, numerous factors, including the amount of research and development expenditures for which a 125% Australian tax deduction is available, the geographic mix of taxable income and other tax credits or benefits available to us under applicable tax laws.

We account for income taxes under the asset and liability method. Deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date.

### **Critical Accounting Principles and Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires us to make estimates and judgments that affect our reported amounts of assets and liabilities, revenues and expenses and related disclosures of contingent assets and liabilities. On an ongoing basis we evaluate our estimates, including those related to allowance for doubtful accounts, inventory reserves, warranty obligations, goodwill, impaired assets, intangible assets, income taxes, deferred tax valuation allowances, contingencies and stock-based compensation costs.

We state these accounting policies in the notes to the financial statements and at relevant sections in this discussion and analysis. The estimates are based on the information that is currently available to us and on various other assumptions that we believe to be reasonable under the circumstances. Actual results could vary from those estimates under different assumptions or conditions.

We believe that the following critical accounting policies affect the more significant judgments and estimates used in the preparation of our consolidated financial statements:

(1) Allowance for Doubtful Accounts. We maintain an allowance for doubtful accounts for estimated losses resulting from the inability of our customers to make required payments, which results in bad debt expense. We determine the adequacy of this allowance by continually evaluating individual customer receivables, considering a customer's financial condition, credit history and current economic conditions. If the financial condition of our customers were to deteriorate, resulting in an impairment of their ability to make payments, additional allowances may be required.

(2) Inventory Adjustments. Inventories are stated at lower of cost or market and are determined by the first-in, first-out method. We review the components of inventory on a regular basis for excess, obsolete and impaired inventory based on estimated future usage and sales. The likelihood of any material inventory write-downs is dependent on changes in competitive conditions, new product introductions by us or our competitors, or rapid changes in customer demand.

(3) Valuation of Goodwill, Intangible and Other Long-Lived Assets. We use assumptions in establishing the carrying value, fair value and estimated lives of our goodwill, intangibles and other long-lived assets. The criteria used for these evaluations include management's estimate of the asset's continuing ability to generate positive income from operations and positive cash flow in future periods compared to the carrying value of the asset, as well as the strategic significance of any

- 41 -

## **Table of Contents**

identifiable intangible asset in our business objectives. If assets are considered to be impaired, the impairment recognized is the amount by which the carrying value of the assets exceeds the fair value of the assets. Useful lives and related amortization or depreciation expense are based on our estimate of the period that the assets will generate revenues or otherwise be used by us. Factors that would influence the likelihood of a material change in our reported results include significant changes in the asset's ability to generate positive cash flow, loss of legal ownership or title to the asset, a significant decline in the economic and competitive environment on which the asset depends, significant changes in our strategic business objectives, utilization of the asset, and a significant change in the economic and/or political conditions in certain countries.

(4) **Valuation of Deferred Income Taxes.** Valuation allowances are established, when necessary, to reduce deferred tax assets to the amount expected to be realized. The likelihood of a material change in our expected realization of these assets is dependent on future taxable income, our ability to deduct tax loss carryforwards against future taxable income, the effectiveness of our tax planning and strategies among the various tax jurisdictions that we operate in, and any significant changes in the tax treatment received on our business combinations.

(5) **Provision for Warranty.** We provide for the estimated cost of product warranties at the time the related revenue is recognized. The amount of this provision is determined by using a financial model, which takes into consideration actual, historical expenses and potential risks associated with our different products. This financial model is then used to calculate the future probable expenses related to warranty and the required level of the warranty provision. Although we engage in product improvement programs and processes, our warranty obligation is affected by product failure rates and costs incurred to correct those product failures. Should actual product failure rates or estimated costs to repair those product failures differ from our estimates, revisions to our estimated warranty provision would be required.

(6) **Revenue Recognition.** Revenue on product sales is recorded at the time of shipment, at which time title transfers to the customer. Revenue on product sales which require customer acceptance is not recorded until acceptance is received. Royalty revenue from license agreements is recorded when earned. Service revenue received in advance from service contracts is initially deferred and recognized ratably over the life of the service contract. Revenue received in advance from rental unit contracts is initially deferred and recognized ratably over the life of the rental contract. Revenue from sale of marketing and distribution rights is initially deferred and recognized ratably as revenue over the life of the contract. Freight charges billed to customers are included in revenue. All freight-related expenses are charged to cost of sales.

We do not recognize revenues to the extent that we offer a right of return or other recourse with respect to the sale of our products or similarly offer variable sale prices for subsequent events or activities. However, as part of our sales processes we may provide upfront discounts for large orders, one time special pricing to support new product introductions, sales rebates for centralized purchasing entities or price-breaks for regular order volumes. The costs of all such programs are recorded as an adjustment to revenue. In our domestic sales activities we use a number of Manufacturer representatives to sell our products. These representatives are paid a direct commission on sales and act as an integral component of our domestic sales force. We do not sell our products to these representatives, and do not recognize revenue on such shipments. Our products are predominantly therapy-based equipment and require no installation. As such, we have no significant installation obligations.

(7) **Stock-Based Compensation.** In accordance with SFAS No.123(R), we measure the compensation of all stock-based awards at fair value on date of grant. Such value is recognized as compensation expense over the service period, net of estimated forfeitures. We estimate the fair value

## **Table of Contents**

of employee stock options using a Black-Scholes valuation model. The fair value of an award is affected by our stock price on the date of grant as well as other assumptions including the estimated volatility of our stock price over the term of the awards and the estimated period of time that we expect employees to hold their stock options. The risk-free interest rate assumption we use is based upon U.S. Treasury yield curve appropriate for the expected life of the awards. Expected volatilities are based on a combination of historical volatilities of our stock and the implied volatilities from tradeable options of our stock corresponding to the expected term of the options. We use a combination of the historic and implied volatilities as the addition of the implied volatility is more representative of our future stock price trends. In order to determine the estimated period of time that we expect employees to hold their stock options, we have used historical rates by employee groups. The estimation of stock awards that will ultimately vest requires judgment, and to the extent actual results differ from our estimates, such amounts will be recorded as a cumulative adjustment in the period estimates are revised. The aforementioned inputs entered into the option valuation model we use to fair value our stock awards are subjective estimates and changes to these estimates will cause the fair value of our stock awards and related stock-based compensation expense we record to vary.

(8) **Income Tax.** We have adopted the provisions of Financial Accounting Standards Board (FASB) Interpretation No. 48 **Accounting for Uncertainty in Income Taxes** An Interpretation of FASB Statement No. 109 ( FIN 48 ) on July 1, 2007. In accordance with FIN 48 we assess our income tax positions and record tax benefits for all years subject to examination based upon management's evaluation of the facts, circumstances, and information available at the reporting date. For those tax positions where it is more likely than not that a tax benefit will be sustained, we have recorded the largest amount of tax benefit with a greater than 50 percent likelihood of being realized upon ultimate settlement with a taxing authority that has full knowledge of all relevant information. For those income tax positions where it is not more likely than not that a tax benefit will be sustained, no tax benefit has been recognized in the financial statements

## **Recently Issued Accounting Pronouncements**

In May 2009, the FASB issued SFAS No. 165, **Subsequent Events** ( SFAS No. 165 ). SFAS No. 165 provides rules on recognition and disclosure for events and transactions occurring after the balance sheet date but before the financial statements are issued or available to be issued. In addition, SFAS No. 165 requires a reporting entity to disclose the date through which subsequent events have been evaluated, as well as whether that date is the date the financial statements are issued or the date the financial statements are available to be issued. SFAS No. 165 is effective for interim and annual periods ending after June 15, 2009. We have adopted SFAS No. 165 and have included the required additional disclosures.

In March 2008, the FASB issued SFAS No. 161, **Disclosures about Derivative Instruments and Hedging Activities** an Amendment of FASB Statement 133 ( SFAS No. 161 ). SFAS No. 161 requires disclosure of how and why an entity uses derivative instruments, how derivative instruments and related hedged items are accounted for and how derivative instruments and related hedged items affect an entity's financial position, financial performance and cashflows. SFAS No. 161 is effective for fiscal years and interim periods within those years, beginning after November 15, 2008. We do not believe the adoption of this standard will have a material impact on our financial statements.

In December 2007, the FASB issued SFAS No. 141 (revised), **Business Combinations** ( SFAS No. 141(R) ). Under the requirements of SFAS No. 141(R), the acquiring entity will be required to recognise all assets and liabilities acquired in a transaction at their acquisition date fair value. SFAS No. 141(R) will also change the accounting treatment for specific transactions such as the recognition of contingent liabilities, the recognition of capitalized in-process research and development, restructuring costs, the treatment of acquisition related transaction costs and changes in the income

## **Table of Contents**

tax valuation allowances. SFAS No. 141(R) is effective for business combinations for which the acquisition date is on or after July 1, 2009, with early adoption prohibited. The impact on our consolidated financial statements of SFAS No. 141(R), will depend on whether we engage in such activity, and also upon the nature, terms and size of the acquisitions we may consummate after the effective date.

In December 2007, the FASB issued SFAS No. 160, *Non-controlling Interests in Consolidated Financial Statements*. An amendment of ARB No. 51 (SFAS No. 160). SFAS No. 160 outlines the accounting and reporting requirements for non-controlling interests in consolidated financial statements such as recognizing non-controlling interests as a component of consolidated stockholder's equity separate from the parent equity and net income attributable to non-controlling interests be identified and shown separately on the face of the consolidated income statement. SFAS No. 160 also revises the accounting for increases and decreases in a parent's controlling interest. SFAS No. 160 is effective for fiscal years and interim periods within those years, beginning after December 15, 2008, with early adoption prohibited. We do not believe the adoption of this standard will have a material impact on our financial statements.

In June 2007, the FASB ratified EITF No. 07-3, *Accounting for Nonrefundable Advanced Payments for Goods or Services received for Use in Future Research and Development Activities* (EITF No. 07-3). EITF No. 07-3 requires that non-refundable advance payments for goods and services that will be used or rendered for future research and development activities should be deferred and capitalized. These amounts should be expensed as the related goods are delivered or the related services are performed. EITF No. 07-3 is effective for fiscal years beginning after December 15, 2007. We have adopted this standard and it did not have a material impact on our financial statements.

In February 2007, FASB issued SFAS No. 159, *The Fair Value Option for Financial Assets and Financial Liabilities* (SFAS 159), which allows entities to account for most financial instruments at fair value rather than under other applicable generally accepted accounting principles (GAAP), such as historical cost. The accounting results in the instrument being marked to fair value every reporting period with the gain or loss from a change in fair value recorded in the income statement. SFAS 159 is effective for financial statements issued for fiscal years beginning after November 15, 2007. Based upon our analysis and implementation of SFAS 159 as it relates to our balance sheet accounts, we did not elect the fair value option permitted in SFAS 159 for any of our eligible financial assets or liabilities. Therefore, SFAS 159 did not have any impact on our financial statements.

In September 2006, the FASB issued SFAS No. 157, *Fair Value Measurements* (SFAS 157), which defines fair value, establishes a framework for measuring fair value in generally accepted accounting principles, and expands disclosures about fair value measurements. SFAS 157 is effective for financial statements issued for fiscal years beginning after November 15, 2007, and interim periods within those fiscal years. We have adopted this standard on July 1, 2008 and all related staff positions. The adoption did not have a material impact on our financial statements.

## **Off-Balance Sheet Arrangements**

As of June 30, 2009, we are not involved in any off-balance sheet arrangements, as defined in Item 303(a)(4)(ii) of Regulation S-K promulgated by the SEC.

## **ITEM 7A QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET AND BUSINESS RISKS**

### **Foreign Currency Market Risk**

Our reporting currency is the U.S. dollar, although the financial statements of our non-U.S. subsidiaries are maintained in their respective local currencies. We transact business in various

- 44 -

**Table of Contents**

foreign currencies, including a number of major European currencies as well as the Australian dollar. We have significant foreign currency exposure through both our Australian manufacturing activities and international sales operations.

We have established a foreign currency hedging program using purchased currency options to hedge foreign-currency-denominated financial assets, liabilities and manufacturing expenditures. The goal of this hedging program is to economically guarantee or lock-in the exchange rates on our foreign currency exposures denominated in Euro s and the Australian dollar. Under this program, increases or decreases in our foreign-currency-denominated financial assets, liabilities, and firm commitments are partially offset by gains and losses on the hedging instruments. We have determined our hedge program to be a non-effective hedge as defined under SFAS No. 133. The foreign currency derivatives portfolio is recorded in the consolidated balance sheets at fair value and included in other assets or other liabilities. All movements in the fair value of the foreign currency derivatives are recorded within other income, net on our consolidated statements of income.

The table below provides information about our foreign currency derivative financial instruments and presents the information in U.S. dollar equivalents. The table summarizes information on instruments and transactions that are sensitive to foreign currency exchange rates, including foreign currency call options held at June 30, 2009. The table presents the notional amounts and weighted average exchange rates by contractual maturity dates for our foreign currency derivative financial instruments. These notional amounts generally are used to calculate payments to be exchanged under the options contracts.

|                               |                        |                       |                        | <b>Fair Value</b>    |         |
|-------------------------------|------------------------|-----------------------|------------------------|----------------------|---------|
|                               |                        |                       |                        | <b>Assets /</b>      |         |
|                               |                        |                       |                        | <b>(Liabilities)</b> |         |
|                               |                        |                       |                        | <b>As of</b>         |         |
|                               |                        |                       |                        | <b>June 30</b>       |         |
|                               |                        |                       |                        | <b>2009 2008</b>     |         |
| <b>(In thousands except</b>   |                        |                       |                        |                      |         |
| <b>exchange rates)</b>        | <b>FY 2010</b>         | <b>FY 2011</b>        | <b>Total</b>           |                      |         |
| Foreign Exchange Call Options |                        |                       |                        |                      |         |
| (Receive AUD\$/Pay U.S.\$)    |                        |                       |                        |                      |         |
| Option amount                 | \$80,000               | \$47,500              | \$127,500              | \$5,903              | \$4,493 |
| Average contractual exchange  |                        |                       |                        |                      |         |
| rate                          | AUD \$ 1 = USD 0.8236  | AUD \$1 = USD 0.7986  | AUD \$ 1 = USD 0.8141  |                      |         |
| (Receive AUD\$/Pay GBP\$)     |                        |                       |                        |                      |         |
| Option amount                 | \$2,469                | \$-                   | \$2,469                | \$18                 | \$381   |
| Average contractual exchange  |                        |                       |                        |                      |         |
| rate                          | AUD \$ 1 = GBP 0.5120  | AUD \$1 = GBP \$-     | AUD \$ 1 = GBP 0.5120  |                      |         |
| (Receive AUD\$/Pay Euro)      |                        |                       |                        |                      |         |
| Option amount                 | \$33,686               | \$28,072              | \$61,758               | \$1,894              | \$143   |
| Average contractual exchange  |                        |                       |                        |                      |         |
| rate                          | AUD \$ 1 = Euro 0.5739 | AUD \$1 = Euro 0.5479 | AUD \$ 1 = Euro 0.5618 |                      |         |



**Table of Contents**

The table below provides information (in U.S. dollars) on our foreign-currency-denominated financial assets by legal entity functional currency as of June 30, 2009 (in thousands):

|                                       | Australian<br>Dollar<br>(AUD) | US<br>Dollar<br>(USD) | Euro<br>(EUR) | Great<br>Britain<br>Pound<br>(GBP) | Canadian<br>Dollar<br>(CAD) | Singapore<br>Dollar<br>(SGD) | New<br>Zealand<br>Dollar<br>(NZD) | Swedish<br>Krona<br>(SEK) | Swiss<br>Franc<br>(CHF) | Norwegian<br>Kroner<br>(NOK) |
|---------------------------------------|-------------------------------|-----------------------|---------------|------------------------------------|-----------------------------|------------------------------|-----------------------------------|---------------------------|-------------------------|------------------------------|
| AUD Functional<br>Currency Entities:  |                               |                       |               |                                    |                             |                              |                                   |                           |                         |                              |
| Assets                                | \$ -                          | \$ 93,825             | \$ 74,702     | \$ 4,623                           | -                           | \$ 495                       | \$ 424                            | \$ 1,092                  | \$ 133                  | \$ (263)                     |
| Liability                             | -                             | (78,413)              | (46,466)      | (164)                              | -                           | (2)                          | (186)                             | (71)                      | (19)                    | (61)                         |
| Net Total                             | -                             | 15,412                | 28,236        | 4,459                              | -                           | 493                          | 238                               | 1,021                     | 114                     | (324)                        |
| USD Functional<br>Currency Entities:  |                               |                       |               |                                    |                             |                              |                                   |                           |                         |                              |
| Assets                                | -                             | -                     | -             | -                                  | 6,074                       | -                            | -                                 | -                         | -                       | -                            |
| Liability                             | -                             | -                     | -             | -                                  | -                           | -                            | -                                 | -                         | -                       | -                            |
| Net Total                             | -                             | -                     | -             | -                                  | 6,074                       | -                            | -                                 | -                         | -                       | -                            |
| EURO Functional<br>Currency Entities: |                               |                       |               |                                    |                             |                              |                                   |                           |                         |                              |
| Assets                                | -                             | 1                     | -             | -                                  | -                           | -                            | -                                 | -                         | -                       | -                            |
| Liability                             | -                             | (89)                  | -             | (1,597)                            | -                           | -                            | -                                 | -                         | (633)                   | (13)                         |
| Net Total                             | -                             | (88)                  | -             | (1,597)                            | -                           | -                            | -                                 | -                         | (633)                   | (13)                         |
| GBP Functional<br>Currency Entities:  |                               |                       |               |                                    |                             |                              |                                   |                           |                         |                              |
| Assets                                | -                             | 571                   | 11,262        | -                                  | -                           | -                            | -                                 | -                         | -                       | -                            |
| Liability                             | -                             | -                     | (10,571)      | -                                  | -                           | -                            | -                                 | -                         | (890)                   | (79)                         |
| Net Total                             | -                             | 571                   | 691           | -                                  | -                           | -                            | -                                 | -                         | (890)                   | (79)                         |
| CHF Functional<br>Currency Entities:  |                               |                       |               |                                    |                             |                              |                                   |                           |                         |                              |
| Assets                                | -                             | 225                   | -             | -                                  | -                           | -                            | -                                 | -                         | -                       | -                            |
| Liability                             | -                             | (1)                   | (56)          | (3)                                | -                           | -                            | -                                 | -                         | -                       | -                            |
| Net Total                             | -                             | 224                   | (56)          | (3)                                | -                           | -                            | -                                 | -                         | -                       | -                            |
| SGD Functional<br>Currency Entities:  |                               |                       |               |                                    |                             |                              |                                   |                           |                         |                              |
| Assets                                | 162                           | 8,828                 | 3,774         | 789                                | -                           | -                            | -                                 | 411                       | 167                     | 178                          |
| Liability                             | (1,590)                       | (15,798)              | -             | (1)                                | -                           | -                            | -                                 | -                         | -                       | -                            |
| Net Total                             | (1,428)                       | (6,970)               | 3,774         | 788                                | -                           | -                            | -                                 | 411                       | 167                     | 178                          |
| INR Functional<br>Currency Entities:  |                               |                       |               |                                    |                             |                              |                                   |                           |                         |                              |
| Assets                                | -                             | -                     | -             | -                                  | -                           | -                            | -                                 | -                         | -                       | -                            |
| Liability                             | -                             | (890)                 | (169)         | -                                  | -                           | -                            | -                                 | -                         | -                       | -                            |
| Net Total                             | -                             | (890)                 | (169)         | -                                  | -                           | -                            | -                                 | -                         | -                       | -                            |

## **Table of Contents**

### **Interest Rate Risk**

We are exposed to risk associated with changes in interest rates affecting the return on our cash and cash equivalents and debt. At June 30, 2009, we had total long-term debt, including the current portion of those obligations, of \$161.7 million. All of this debt is subject to variable interest rates. A hypothetical 10% change in interest rates during the year ended June 30, 2009, would not have a material impact on pretax income. We have no interest rate hedging agreements.

### **Credit Market Risk**

At June 30, 2009, our investment securities of \$4.3 million were held in Aaa rated auction securities with various maturities between July 2039 and November 2047. These investments had regular roll-over or auction dates at which time the interest rates were re-set or the investments were redeemed for cash. During the year ended June 30, 2009, there were no auctions with respect to these investments due to the current liquidity issues surrounding the domestic and global capital markets. We continue to earn interest on these investments in accordance with the contract until the next auction occurs. During November 2008, we accepted an offer from UBS Financial Services Inc. ( "UBS" ) that gave us a contractual right to sell our investment securities back to UBS at full par value after June 29, 2010. However, in the event we need to access the funds invested in these auction rate securities prior to June 29, 2010 we may not be able to liquidate these securities at the par value. Therefore given the current market liquidity conditions and our intention to hold these investments until the rights under the UBS offer can be exercised on June 29, 2010 we have reclassified these securities from current to non-current assets. We also believe the current lack of liquidity of these investments is temporary and have therefore recorded the excess of the carrying value of \$0.7 million over the fair value to accumulated other comprehensive income within stockholders' equity.

Additionally, based on our ability to access our cash and cash equivalents, expected operating cash flows, and other sources of cash, we do not anticipate the current lack of liquidity on these investments will affect our ability to operate the business in the ordinary course.

## **ITEM 8 CONSOLIDATED FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA**

The information required by this Item is incorporated herein by reference to the financial statements set forth in Item 15 of Part IV of this report, Exhibits and Consolidated Financial Statement Schedules.

### **a) Index to Consolidated Financial Statements**

|                                                                                                                           |    |
|---------------------------------------------------------------------------------------------------------------------------|----|
| Report of Independent Registered Public Accounting Firm                                                                   | F1 |
| Consolidated Balance Sheets as of June 30, 2009 and 2008                                                                  | F2 |
| Consolidated Statements of Income for the years ended June 30, 2009, 2008 and 2007                                        | F3 |
| Consolidated Statements of Stockholders' Equity and Comprehensive Income for the years ended June 30, 2009, 2008 and 2007 | F4 |
| Consolidated Statements of Cash Flows for the years ended June 30, 2009, 2008 and 2007                                    | F5 |
| Notes to Consolidated Financial Statements                                                                                | F6 |
| Schedule II Valuation and Qualifying Accounts and Reserves                                                                |    |

**Table of Contents**

## b) Supplementary Data

Quarterly Financial Information (unaudited) The quarterly results for the years ended June 30, 2009 and 2008 are summarized below (in thousands, except per share amounts):

|                            | 2009 | First<br>Quarter | Second<br>Quarter | Third<br>Quarter | Fourth<br>Quarter | Fiscal<br>Year |
|----------------------------|------|------------------|-------------------|------------------|-------------------|----------------|
| Net revenues               |      | \$ 217,931       | \$ 222,980        | \$ 227,865       | \$ 251,959        | \$ 920,735     |
| Gross profit               |      | 127,127          | 131,024           | 138,943          | 156,708           | 553,802        |
| Net income/(loss)          |      | 28,027           | 33,853            | 39,198           | 45,370            | 146,448        |
| Basic earnings per share   |      | \$ 0.37          | \$ 0.45           | \$ 0.52          | \$ 0.60           | \$ 1.94        |
| Diluted earnings per share |      | \$ 0.36          | \$ 0.44           | \$ 0.51          | \$ 0.59           | \$ 1.90        |
|                            | 2008 | First<br>Quarter | Second<br>Quarter | Third<br>Quarter | Fourth<br>Quarter | Fiscal<br>Year |
| Net revenues               |      | \$ 185,740       | \$ 202,679        | \$ 211,827       | \$ 235,151        | \$ 835,397     |
| Gross profit               |      | 111,777          | 121,331           | 126,558          | 134,084           | 493,750        |
| Net income/(loss)          |      | 24,125           | 26,861            | 29,684           | 29,633            | 110,303        |
| Basic earnings per share   |      | \$ 0.31          | \$ 0.35           | \$ 0.38          | \$ 0.38           | \$ 1.43        |
| Diluted earnings per share |      | \$ 0.30          | \$ 0.34           | \$ 0.38          | \$ 0.38           | \$ 1.40        |

Note: Per share amounts for each quarter are computed independently, and, due to the computation formula, the sum of the four quarters may not equal the year.

**ITEM 9 CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE**

None.

**ITEM 9A CONTROLS AND PROCEDURES**

We maintain disclosure controls and procedures that are designed to ensure that information required to be disclosed in our Exchange Act reports is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms and that such information is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate, to allow for timely decisions regarding required disclosure. In designing and evaluating the disclosure controls and procedures, management recognizes that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives, and management is required to apply its judgment in evaluating the cost-benefit relationship of possible controls and procedures.

As required by SEC Rule 13a-15(b), we carried out an evaluation, under the supervision and with the participation of our management, including our Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of our disclosure controls and procedures as of June 30, 2009. Based on the foregoing, our Chief Executive Officer and Chief Financial Officer concluded that our disclosure controls and procedures were effective at the reasonable assurance level as of June 30, 2009.

## Edgar Filing: RESMED INC - Form 10-K

There has been no change in our internal controls over financial reporting during our most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, our internal controls over financial reporting.

- 48 -

**Table of Contents**

**MANAGEMENT'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING**

The management of the Company is responsible for establishing and maintaining adequate internal control over financial reporting as defined in Rules 13a-15(f) and 15d-15(f) under the Securities Exchange Act of 1934. The Company's internal control over financial reporting is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles in the United States of America. The Company's internal control over financial reporting includes those policies and procedures that:

- (i) Pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the Company;
- (ii) Provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the Company are being made only in accordance with authorizations of management and directors of the Company; and
- (iii) Provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of the Company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Management assessed the effectiveness of the Company's internal control over financial reporting as of June 30, 2009. Management based this assessment on criteria for effective internal control over financial reporting described in Internal Control - Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission. Management's assessment included an evaluation of the design of ResMed Inc.'s internal control over financial reporting and testing of the operational effectiveness of its internal control over financial reporting. Management reviewed the results of its assessment with the Audit Committee of our Board of Directors.

Based on our assessment and those criteria, management has concluded that the Company did maintain effective internal control over financial reporting as of June 30, 2009.

KPMG LLP, independent registered public accounting firm, who audited and reported on the consolidated financial statements of ResMed, Inc. included in this report, has issued an attestation report on the effectiveness of internal control over financial reporting.

**Table of Contents**

**RESMED INC. AND SUBSIDIARIES**

**REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

The Board of Directors and Stockholders

ResMed Inc.:

We have audited ResMed Inc.'s internal control over financial reporting as of June 30, 2009, based on criteria established in *Internal Control Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO). ResMed Inc.'s management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting, included in the accompanying *Management's Report on Internal Control Over Financial Reporting*. Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. Our audit also included performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

In our opinion, ResMed Inc. maintained, in all material respects, effective internal control over financial reporting as of June 30, 2009, based on criteria established in *Internal Control Integrated Framework* issued by COSO.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheets of ResMed Inc. and subsidiaries as of June 30, 2009 and 2008, and the related consolidated statements of income, stockholders equity and comprehensive income, and cash flows for each of the years in the three-year period ended June 30, 2009, and the related financial

## Edgar Filing: RESMED INC - Form 10-K

statement schedule, and our report dated August 20, 2009 expressed an unqualified opinion on those consolidated financial statements and financial statement schedule.

/s/ **KPMG LLP**  
San Diego, California  
August 20, 2009

### **ITEM 9B      OTHER INFORMATION**

None.

- 50 -

---

**Table of Contents**

---

---

**PART III**

---

**ITEM 10      DIRECTORS, EXECUTIVE OFFICERS AND CORPORATE GOVERNANCE**

Information required by this Item is herein incorporated by reference from our definitive Proxy Statement for our November 18, 2009, Annual Meeting of Stockholders, which will be filed with the Securities and Exchange Commission within 120 days after June 30, 2009.

The Company has filed, as exhibits to this Annual Report on Form 10-K for the year ended June 30, 2009, the certifications of its Chief Executive Officer and Chief Financial Officer required pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.

On December 8, 2008 the Company submitted to the New York Stock Exchange the Annual CEO Certification required pursuant to Section 303A.12(a) of the New York Stock Exchange Listed Company Manual.

**ITEM 11      EXECUTIVE COMPENSATION**

Information required by this Item is herein incorporated by reference from our definitive Proxy Statement for our November 18, 2009, Annual Meeting of Stockholders, which will be filed with the Securities and Exchange Commission within 120 days after June 30, 2009.

**ITEM 12      SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT AND RELATED STOCKHOLDER MATTERS**

Information required by this Item is herein incorporated by reference from our definitive Proxy Statement for our November 18, 2009, Annual Meeting of Stockholders, which will be filed with the Securities and Exchange Commission within 120 days after June 30, 2009.

**ITEM 13      CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS, AND DIRECTOR INDEPENDENCE**

Information required by this Item is herein incorporated by reference from our definitive Proxy Statement for our November 18, 2009, Annual Meeting of Stockholders, which will be filed with the Securities and Exchange Commission within 120 days after June 30, 2009.

**ITEM 14      PRINCIPAL ACCOUNTING FEES AND SERVICES**

Information required by this Item is herein incorporated by reference from our definitive Proxy Statement for our November 18, 2009, Annual Meeting of Stockholders, which will be filed with the Securities and Exchange Commission within 120 days after June 30, 2009.



---

**Table of Contents**

---

**PART IV**

---

**ITEM 15 EXHIBITS AND CONSOLIDATED FINANCIAL STATEMENT SCHEDULES**

The following documents are filed as part of this report:

- (a) Consolidated Financial Statements and Schedule The consolidated financial statements and schedule of the Company and its consolidated subsidiaries are set forth in the Index to Consolidated Financial Statements under Item 8 of this report.
- (b) Exhibit Lists
  - 3.1 First Restated Certificate of Incorporation of Registrant, as amended <sup>(15)</sup>
  - 3.2 Third Restated By-laws of Registrant <sup>(12)</sup>
  - 3.3 Fourth Amended and Restated Bylaws of ResMed Inc. <sup>(17)</sup>
  - 4.1 Form of certificate evidencing shares of Common Stock <sup>(1)</sup>
  - 10.1\* 1995 Stock Option Plan <sup>(1)</sup>
  - 10.2\* 1997 Equity Participation Plan <sup>(3)</sup>
  - 10.3 Licensing Agreement between the University of Sydney and ResMed Ltd dated May 17, 1991, as amended <sup>(1)</sup>
  - 10.5 Loan Agreement between the Australian Trade Commission and ResMed Ltd dated May 3, 1994 <sup>(1)</sup>
  - 10.6 Lease for 10121 Carroll Canyon Road, San Diego CA 92131-1109, USA <sup>(4)</sup>
  - 10.7 Sale and Leaseback Agreements for 97 Waterloo Rd, North Ryde, Australia <sup>(5)</sup>
  - 10.8\* Employment Agreement dated May 14, 2002, between Servo Magnetics Inc. and Leslie Hoffman <sup>(6)</sup>
  - 10.9 Agreement for the purchase of Lot 6001, Norwest Business Park, Baulkham Hills, Australia <sup>(6)</sup>
  - 10.10\* 2003 Employee Stock Purchase Plan <sup>(7)</sup>
  - 10.11 Loan Agreement between ResMed Limited and HSBC Bank Australia Limited <sup>(11)</sup>
  - 10.12 Securities Sale Agreement Financiere Ace S.A.S. dated as of May 4, 2005 <sup>(11)</sup>
  - 10.13 First Amended and Restated Loan Agreement, dated as of November 1, 2005, by and among ResMed Corp., ResMed EAP Holdings Inc. and Union Bank of California, N.A. <sup>(8)</sup>
  - 10.14 Security Agreement, dated as of November 1, 2005, by and between ResMed EAP Holdings Inc. and Union Bank of California, N.A. <sup>(8)</sup>
  - 10.15 Continuing Guaranty, dated as of November 1, 2005, by and between ResMed Corp. and ResMed EAP Holdings Inc and Union Bank of California, N.A. <sup>(8)</sup>
  - 10.16 Commercial Promissory Note, dated as of November 1, 2005, made by ResMed Corp. and ResMed EAP Holdings Inc. <sup>(8)</sup>
  - 10.17 Commercial Promissory Note, dated as of November 1, 2005, made by ResMed Corp. and ResMed EAP Holdings Inc. <sup>(8)</sup>

## **Table of Contents**

|        |                                                                                                                                                                                                                                         |
|--------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 10.18  | Second Amended and Restated Revolving Loan Agreement, dated as of March 13, 2006, among ResMed Corp., Motor Technologies Inc., ResMed EAP Holdings Inc. and Union Bank of California, N.A. <sup>(9)</sup>                               |
| 10.19  | Syndicated Facility Agreement, dated as of June 8, 2006, by and between ResMed Limited and HSBC Bank Australia Limited <sup>(10)</sup>                                                                                                  |
| 10.20  | Deed of Guarantee and Indemnity, dated as of June 8, 2006, by and among HSBC Bank Australia Limited, ResMed Limited, ResMed SAS, ResMed GmbH & Co. KG, ResMed (UK) Limited and Take Air Medical Handels-GmbH <sup>(10)</sup>            |
| 10.21  | Deed of Guarantee and Indemnity, dated as of June 8, 2006, by and among HSBC Bank Australia Limited, ResMed Inc., ResMed Corp. and ResMed Limited <sup>(10)</sup>                                                                       |
| 10.22  | Working Capital Agreement, dated as of June 8, 2006, by and among ResMed (UK) Limited and HSBC Bank plc <sup>(10)</sup>                                                                                                                 |
| 10.23  | Working Capital Agreement, dated as of June 8, 2006, by and among ResMed Limited and HSBC Bank Australia Limited <sup>(10)</sup>                                                                                                        |
| 10.24* | ResMed Inc. 2006 Incentive Award Plan <sup>(16)</sup>                                                                                                                                                                                   |
| 10.25* | Amendment No. 1 to the ResMed Inc. 2006 Incentive Award Plan <sup>(13)</sup>                                                                                                                                                            |
| 10.26* | 2006 Grant agreement for Board of Directors <sup>(13)</sup>                                                                                                                                                                             |
| 10.27* | 2006 Grant agreement for Executive Officers <sup>(15)</sup>                                                                                                                                                                             |
| 10.28* | 2006 Grant agreement for Australian Executive Officers <sup>(15)</sup>                                                                                                                                                                  |
| 10.29* | Form of Executive Agreement <sup>(14)</sup>                                                                                                                                                                                             |
| 10.30  | Second Amendment to Second Amended and Restated Revolving Loan Agreement dated January 28, 2008 <sup>(18)</sup>                                                                                                                         |
| 10.31  | Lease Agreement between ResMed Corp. and Poway Danielson, LP <sup>(19)</sup>                                                                                                                                                            |
| 10.32  | First Amended and Restated Syndicated Facility Agreement dated September 30, 2008 <sup>(20)</sup>                                                                                                                                       |
| 10.33  | Amendment and Restatement Agreement, dated as of September 30, 2008, by and between ResMed Limited; The Hong Kong and Shanghai Banking Corporation, Sydney Branch; and HSBC Bank Australia Limited <sup>(20)</sup>                      |
| 10.34  | US Guarantee Consent Deed, dated as of September 17, 2008, by and among HSBC Bank Australia Limited, ResMed Inc., ResMed Corp. and ResMed Limited <sup>(20)</sup>                                                                       |
| 10.35  | International Guarantee Consent Deed, dated as of September 30, 2008, by and among HSBC Bank Australia Limited, ResMed Limited, ResMed SAS, ResMed GmbH & Co. KG, ResMed (UK) Limited and Take Air Medical Handels-GmbH <sup>(20)</sup> |
| 10.36* | Amended and Restated 2006 Incentive Award Plan dated November 20, 2008 <sup>(21)</sup>                                                                                                                                                  |
| 10.37  | Departure of Directors or Certain Officers dated December 12, 2008 <sup>(22)</sup>                                                                                                                                                      |
| 10.38  | Third Amendment to the March 1, 2006 Second Amended and Restated Revolving Loan Agreement <sup>(23)</sup>                                                                                                                               |
| 10.39  | Approval of new share repurchase program dated May 29, 2009 <sup>(24)</sup>                                                                                                                                                             |
| 10.40  | Form of Indemnification Agreements for our directors and officers <sup>(25)</sup>                                                                                                                                                       |
| 10.41  | Form of Access Agreement for directors <sup>(26)</sup>                                                                                                                                                                                  |
| 10.42* | Updated Form of Executive Agreement <sup>(9)</sup>                                                                                                                                                                                      |
| 21.1   | Subsidiaries of the Registrant <sup>(9)</sup>                                                                                                                                                                                           |

## **Table of Contents**

|      |                                                                                                                                               |
|------|-----------------------------------------------------------------------------------------------------------------------------------------------|
| 23.1 | Independent Registered Public Accounting Firm's Consent and Report on Schedule <sup>(9)</sup>                                                 |
| 31.1 | Certification of Chief Executive Officer Pursuant to Section 302 of Sarbanes-Oxley Act of 2002 <sup>(9)</sup>                                 |
| 31.2 | Certification of Chief Financial Officer Pursuant to Section 302 of Sarbanes-Oxley Act of 2002 <sup>(9)</sup>                                 |
| 32.1 | Certification of Chief Executive Officer and Chief Financial Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 <sup>(9)</sup> |

\* Management contract or compensatory plan or arrangement

<sup>(1)</sup> Incorporated by reference to the Registrant's Registration Statement on Form S-1 (No. 33-91094) declared effective on June 1, 1995.

<sup>(2)</sup> Incorporated by reference to the Registrant's Registration Statement on Form 8-A12G filed on April 25, 1997.

<sup>(3)</sup> Incorporated by reference to the Registrant's 1997 Proxy Statement.

<sup>(4)</sup> Incorporated by reference to the Registrant's Report on Form 10-K dated June 30, 1998.

<sup>(5)</sup> Incorporated by reference to the Registrant's Report on Form 10-K for the year ended June 30, 2001.

<sup>(6)</sup> Incorporated by reference to the Registrant's Report on Form 10-K for the year ended June 30, 2002.

<sup>(7)</sup> Incorporated by reference to the Registrant's 2007 Definitive Proxy Statement dated October 13, 2007.

<sup>(8)</sup> Incorporated by reference to the Registrant's Form 8-K dated November 8, 2005.

<sup>(9)</sup> Filed herewith.

<sup>(10)</sup> Incorporated by reference to the Registrant's Form 8-K dated June 8, 2006.

<sup>(11)</sup> Incorporated by reference to the Registrant's Report on Form 10-K for the year ended June 30, 2005.

<sup>(12)</sup> Incorporated by reference to the Registrant's Report on Form 8-K dated February 23, 2007.

<sup>(13)</sup> Incorporated by reference to the Registrant's Report on Form 10-Q for the quarter ended December 31, 2006.

<sup>(14)</sup> Incorporated by reference to the Registrant's Report on Form 8-K dated July 9, 2007.

<sup>(15)</sup> Incorporated by reference to the Registrant's Report on Form 10-K for the year ended June 30, 2007

<sup>(16)</sup> Incorporated by reference to the Registrant's Report on Form 8-K dated November 9, 2006.

<sup>(17)</sup> Incorporated by reference to the Registrant's Report on Form 8-K filed on December 14, 2007

<sup>(18)</sup> Incorporated by reference to the Registrant's Report on Form 8-K filed on February 6, 2008.

<sup>(19)</sup> Incorporated by reference to the Registrant's Report on Form 8-K filed on March 27, 2008.

<sup>(20)</sup> Incorporated by reference to the Registrant's Definitive Proxy Statement filed October 6, 2008.

<sup>(21)</sup> Incorporated by reference to the Registrant's Definitive Proxy Statement filed October 15, 2008.

<sup>(22)</sup> Incorporated by reference to the Registrant's Report on Form 8-K filed on December 15, 2008.

## Edgar Filing: RESMED INC - Form 10-K

<sup>(23)</sup> Incorporated by reference to the Registrant's Report on Form 8-K filed on March 5, 2009.

<sup>(24)</sup> Incorporated by reference to the Registrant's Report on Form 8-K filed on June 4, 2009.

<sup>(25)</sup> Incorporated by reference to the Registrant's Report on Form 8-K filed on June 24, 2009.

- 54 -

**Table of Contents**

**RESMED INC. AND SUBSIDIARIES**

**REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM**

The Board of Directors and Stockholders

ResMed Inc.:

We have audited the accompanying consolidated balance sheets of ResMed Inc. and subsidiaries as of June 30, 2009 and 2008, and the related consolidated statements of income, stockholders' equity and comprehensive income, and cash flows for each of the years in the three-year period ended June 30, 2009. In connection with our audits of the consolidated financial statements, we also have audited financial statement schedule II. These consolidated financial statements and financial statement schedule are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements and financial statement schedule based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of ResMed Inc. and subsidiaries as of June 30, 2009 and 2008, and the results of their operations and their cash flows for each of the years in the three-year period ended June 30, 2009, in conformity with U.S. generally accepted accounting principles. Also in our opinion, the related financial statement schedule, when considered in relation to the basic consolidated financial statements taken as a whole, presents fairly, in all material respects, the information set forth therein.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), ResMed Inc.'s internal control over financial reporting as of June 30, 2009, based on criteria established in *Internal Control - Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO), and our report dated August 20, 2009, expressed an unqualified opinion on the effectiveness of the Company's internal control over financial reporting.

**/s/ KPMG LLP**

---

San Diego, California

August 20, 2009

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Consolidated Balance Sheets****June 30, 2009 and 2008****(In thousands, except share and per share data)**

|                                                                                                                                            | <b>June 30,<br/>2009</b> | <b>June 30,<br/>2008</b> |
|--------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|--------------------------|
| <b>Assets</b>                                                                                                                              |                          |                          |
| Current assets:                                                                                                                            |                          |                          |
| Cash and cash equivalents                                                                                                                  | \$ 415,650               | \$ 321,078               |
| Accounts receivable, net of allowance for doubtful accounts of \$7,381 and \$4,935 at June 30, 2009 and 2008, respectively                 | 212,096                  | 192,200                  |
| Inventories, net (note 5)                                                                                                                  | 157,431                  | 158,251                  |
| Deferred income taxes (note 14)                                                                                                            | 44,368                   | 31,355                   |
| Income taxes receivable                                                                                                                    | 2,067                    | 17,115                   |
| Prepaid expenses and other current assets                                                                                                  | 21,672                   | 19,241                   |
| <b>Total current assets</b>                                                                                                                | <b>853,284</b>           | <b>739,240</b>           |
| Non-current assets:                                                                                                                        |                          |                          |
| Property, plant and equipment, net of accumulated depreciation of \$208,119 and \$208,446 at June 30, 2009 and 2008, respectively (note 7) | 377,613                  | 357,057                  |
| Goodwill (note 8)                                                                                                                          | 213,169                  | 234,647                  |
| Other intangibles, net (note 8)                                                                                                            | 35,023                   | 46,771                   |
| Deferred income taxes (note 14)                                                                                                            | 19,364                   | 16,162                   |
| Other assets                                                                                                                               | 5,261                    | 7,508                    |
| Investment Securities (note 4 and 20)                                                                                                      | 4,254                    | 4,615                    |
| <b>Total non-current assets</b>                                                                                                            | <b>654,684</b>           | <b>666,760</b>           |
| <b>Total assets</b>                                                                                                                        | <b>\$ 1,507,968</b>      | <b>\$ 1,406,000</b>      |
| <b>Liabilities and Stockholders' Equity</b>                                                                                                |                          |                          |
| Current liabilities:                                                                                                                       |                          |                          |
| Accounts payable                                                                                                                           | \$ 48,293                | \$ 56,308                |
| Accrued expenses (notes 9)                                                                                                                 | 67,018                   | 61,338                   |
| Deferred revenue                                                                                                                           | 28,881                   | 26,133                   |
| Income taxes payable                                                                                                                       | 56,972                   | 3,799                    |
| Deferred income taxes (note 14)                                                                                                            | 391                      | 1,150                    |
| Current portion of long-term debt (note 10)                                                                                                | 67,545                   | 43,865                   |
| <b>Total current liabilities</b>                                                                                                           | <b>269,100</b>           | <b>192,593</b>           |
| Non-current liabilities:                                                                                                                   |                          |                          |
| Deferred income taxes (note 14)                                                                                                            | 11,137                   | 18,333                   |
| Deferred revenue                                                                                                                           | 15,238                   | 15,673                   |
| Long-term debt (note 10)                                                                                                                   | 94,191                   | 93,789                   |
| Income taxes payable                                                                                                                       | 3,110                    | 3,837                    |
| <b>Total non-current liabilities</b>                                                                                                       | <b>123,676</b>           | <b>131,632</b>           |
| <b>Total liabilities</b>                                                                                                                   | <b>392,776</b>           | <b>324,225</b>           |
| Commitments and contingencies (notes 17 and 18)                                                                                            | -                        | -                        |
| Stockholders' equity: (note 12)                                                                                                            |                          |                          |

## Edgar Filing: RESMED INC - Form 10-K

|                                                                                                                                                                                                                                      |              |              |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|--------------|
| Preferred stock, \$0.01 par value, 2,000,000 shares authorized; none issued                                                                                                                                                          | -            | -            |
| Common stock, \$0.004 par value, 200,000,000 shares authorized; issued and outstanding 75,251,209 at June 30, 2009 and 75,975,031 at June 30, 2008<br>(excluding 6,701,925 and 4,875,618 shares held as Treasury stock respectively) | 303          | 304          |
| Additional paid-in capital                                                                                                                                                                                                           | 522,980      | 468,346      |
| Retained earnings                                                                                                                                                                                                                    | 694,791      | 548,343      |
| Treasury stock, at cost                                                                                                                                                                                                              | (208,659)    | (142,987)    |
| Accumulated other comprehensive income (note 6)                                                                                                                                                                                      | 105,777      | 207,769      |
|                                                                                                                                                                                                                                      | <hr/>        |              |
| Total stockholders' equity                                                                                                                                                                                                           | 1,115,192    | 1,081,775    |
|                                                                                                                                                                                                                                      | <hr/>        |              |
| Total liabilities and stockholders' equity                                                                                                                                                                                           | \$ 1,507,968 | \$ 1,406,000 |
|                                                                                                                                                                                                                                      | <hr/>        |              |

See accompanying notes to consolidated financial statements.

F2

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Consolidated Statements of Income****Years Ended June 30, 2009, 2008 and 2007****(In thousands, except per share data)**

|                                             | <b>June 30,<br/>2009</b> | <b>June 30,<br/>2008</b> | <b>June 30,<br/>2007</b> |
|---------------------------------------------|--------------------------|--------------------------|--------------------------|
| Net revenues                                | \$ 920,735               | \$ 835,397               | \$ 716,332               |
| Cost of sales                               | 366,933                  | 338,544                  | 272,140                  |
| Voluntary product recall expenses (note 20) | -                        | 3,103                    | 59,700                   |
| <b>Gross profit</b>                         | <b>553,802</b>           | <b>493,750</b>           | <b>384,492</b>           |
| Operating expenses:                         |                          |                          |                          |
| Selling, general and administrative         | 289,875                  | 278,087                  | 237,326                  |
| Research and development                    | 63,056                   | 60,524                   | 50,106                   |
| Donations to research foundations           | 3,500                    | 2,000                    | -                        |
| Amortization of acquired intangible assets  | 7,060                    | 7,791                    | 6,897                    |
| Restructuring expenses (note 11)            | -                        | 2,378                    | -                        |
| <b>Total operating expenses</b>             | <b>363,491</b>           | <b>350,780</b>           | <b>294,329</b>           |
| <b>Income from operations</b>               | <b>190,311</b>           | <b>142,970</b>           | <b>90,163</b>            |
| Other income (expenses):                    |                          |                          |                          |
| Interest income (expense), net              | 10,205                   | 10,058                   | 6,477                    |
| Other, net (note 13)                        | 1,168                    | 4,827                    | 1,333                    |
| <b>Total other income (expenses), net</b>   | <b>11,373</b>            | <b>14,885</b>            | <b>7,810</b>             |
| <b>Income before income taxes</b>           | <b>201,684</b>           | <b>157,855</b>           | <b>97,973</b>            |
| Income taxes (note 14)                      | 55,236                   | 47,552                   | 31,671                   |
| <b>Net income</b>                           | <b>\$ 146,448</b>        | <b>\$ 110,303</b>        | <b>\$ 66,302</b>         |
| Basic earnings per share                    | \$ 1.94                  | \$ 1.43                  | \$ 0.86                  |
| Diluted earnings per share (note 2-j)       | \$ 1.90                  | \$ 1.40                  | \$ 0.85                  |
| Basic shares outstanding                    | 75,629                   | 77,378                   | 76,709                   |
| Diluted shares outstanding                  | 77,113                   | 78,712                   | 78,253                   |

See accompanying notes to consolidated financial statements.



**Table of Contents****RESMED INC. AND SUBSIDIARIES****Consolidated Statements of Stockholders' Equity and Comprehensive Income****Years ended June 30, 2009, 2008 and 2007****(In thousands)**

|                                                                  | Common Stock |        |                                  | Treasury Stock |              | Accumulated<br>Other<br>Comprehensive<br>Income |            |              | Comprehensive<br>Income |
|------------------------------------------------------------------|--------------|--------|----------------------------------|----------------|--------------|-------------------------------------------------|------------|--------------|-------------------------|
|                                                                  | Shares       | Amount | Additional<br>Paid-in<br>Capital | Shares         | Amount       | Retained<br>Earnings                            | (Loss)     | Total        |                         |
| Balance, June 30, 2006                                           | 78,026       | \$ 303 | \$ 353,464                       | (2,255)        | \$ (41,405)  | \$ 370,652                                      | \$ 55,134  | \$ 738,148   |                         |
| Common stock issued on exercise of options (note 12)             | 1,747        | 7      | 32,672                           |                |              |                                                 |            | 32,679       |                         |
| Common stock issued on employee stock purchase plan (note 12)    | 148          | 1      | 5,388                            |                |              |                                                 |            | 5,389        |                         |
| Treasury stock purchases                                         |              |        |                                  | (50)           | (2,092)      |                                                 |            | (2,092)      |                         |
| Tax benefit from exercise of options                             |              |        | 12,682                           |                |              |                                                 |            | 12,682       |                         |
| FAS123(R) stock-based compensation costs                         |              |        | 17,495                           |                |              |                                                 |            | 17,495       |                         |
| Comprehensive income:                                            |              |        |                                  |                |              |                                                 |            |              |                         |
| Net income                                                       |              |        |                                  |                |              | 66,302                                          |            | 66,302       | 66,302                  |
| Other comprehensive income:                                      |              |        |                                  |                |              |                                                 |            |              |                         |
| Foreign currency translation adjustments                         |              |        |                                  |                |              |                                                 | 60,619     | 60,619       | 60,619                  |
| Comprehensive income                                             |              |        |                                  |                |              |                                                 |            |              | \$ 126,921              |
|                                                                  |              |        |                                  |                |              |                                                 |            |              |                         |
| Balance, June 30, 2007                                           | 79,921       | \$ 311 | \$ 421,701                       | (2,305)        | \$ (43,497)  | \$ 436,954                                      | \$ 115,753 | \$ 931,222   |                         |
| Common stock issued on exercise of options (note 12)             | 787          | 3      | 16,294                           |                |              |                                                 |            | 16,297       |                         |
| Common stock issued on employee stock purchase plan (note 12)    | 143          | 1      | 5,546                            |                |              |                                                 |            | 5,547        |                         |
| Treasury stock purchases                                         |              | (11)   |                                  | (2,571)        | (99,490)     |                                                 |            | (99,501)     |                         |
| Tax benefit from exercise of options                             |              |        | 4,058                            |                |              |                                                 |            | 4,058        |                         |
| FAS123(R) stock-based compensation costs                         |              |        | 20,747                           |                |              |                                                 |            | 20,747       |                         |
| Comprehensive income:                                            |              |        |                                  |                |              |                                                 |            |              |                         |
| Net income                                                       |              |        |                                  |                |              | 110,303                                         |            | 110,303      | 110,303                 |
| Cumulative adjustment on implementation of FIN 48                |              |        |                                  |                |              | 1,086                                           |            | 1,086        |                         |
| Other comprehensive income:                                      |              |        |                                  |                |              |                                                 |            |              |                         |
| Foreign currency translation adjustments                         |              |        |                                  |                |              |                                                 | 92,401     | 92,401       | 92,401                  |
| Unrealised temporary impairment on available-for-sale securities |              |        |                                  |                |              |                                                 | (385)      | (385)        | (385)                   |
| Comprehensive income                                             |              |        |                                  |                |              |                                                 |            |              | \$ 202,319              |
|                                                                  |              |        |                                  |                |              |                                                 |            |              |                         |
| Balance, June 30, 2008                                           | 80,851       | \$ 304 | \$ 468,346                       | (4,876)        | \$ (142,987) | \$ 548,343                                      | \$ 207,769 | \$ 1,081,775 |                         |
| Common stock issued on exercise of options (note 12)             | 924          | 4      | 20,289                           |                |              |                                                 |            | 20,293       |                         |
| Common stock issued on employee stock purchase plan (note 12)    | 178          | 1      | 4,733                            |                |              |                                                 |            | 4,734        |                         |
| Treasury stock purchases                                         |              | (6)    |                                  | (1,826)        | (65,672)     |                                                 |            | (65,678)     |                         |
| Tax benefit from exercise of options                             |              |        | 4,051                            |                |              |                                                 |            | 4,051        |                         |
|                                                                  |              |        | 25,561                           |                |              |                                                 |            | 25,561       |                         |

# Edgar Filing: RESMED INC - Form 10-K

|                                                                  |        |        |            |         |              |            |    |           |              |           |
|------------------------------------------------------------------|--------|--------|------------|---------|--------------|------------|----|-----------|--------------|-----------|
| FAS123(R) stock-based compensation costs                         |        |        |            |         |              |            |    |           |              |           |
| Comprehensive income:                                            |        |        |            |         |              |            |    |           |              |           |
| Net income                                                       |        |        |            |         |              | 146,448    |    | 146,448   |              | 146,448   |
| Other comprehensive income:                                      |        |        |            |         |              |            |    |           |              |           |
| Foreign currency translation adjustments                         |        |        |            |         |              | (101,631)  |    | (101,631) |              | (101,631) |
| Unrealised temporary impairment on available-for-sale securities |        |        |            |         |              | (361)      |    | (361)     |              | (361)     |
| Comprehensive income                                             |        |        |            |         |              |            |    |           | \$           | 44,456    |
| <b>Balance, June 30, 2009</b>                                    | 81,953 | \$ 303 | \$ 522,980 | (6,702) | \$ (208,659) | \$ 694,791 | \$ | 105,777   | \$ 1,115,192 |           |

See accompanying notes to consolidated financial statements.

F4

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Consolidated Statements of Cash Flows****Years ended June 30, 2009, 2008 and 2007****(In thousands)**

|                                                                                   | <b>June 30,<br/>2009</b> | <b>June 30,<br/>2008</b> | <b>June 30,<br/>2007</b> |
|-----------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|
| <b>Cash flows from operating activities:</b>                                      |                          |                          |                          |
| Net income                                                                        | \$ 146,448               | \$ 110,303               | \$ 66,302                |
| Adjustments to reconcile net income to net cash provided by operating activities: |                          |                          |                          |
| Voluntary product recall expenses                                                 | -                        | 3,103                    | 59,700                   |
| Depreciation and amortization                                                     | 53,405                   | 59,320                   | 47,948                   |
| Provision for warranties                                                          | 2,219                    | (1,125)                  | 1,542                    |
| Deferred income taxes                                                             | (26,658)                 | 8,883                    | (18,900)                 |
| Foreign currency options revaluation                                              | 16,829                   | (4,029)                  | (1,091)                  |
| Amortization of deferred borrowing costs                                          | 558                      | 165                      | 193                      |
| Stock-based compensation costs                                                    | 25,515                   | 20,741                   | 17,505                   |
| Tax benefit from stock options exercised                                          | (3,870)                  | (3,813)                  | (12,398)                 |
| Gain on sale and leaseback of real property                                       | -                        | (5,917)                  | -                        |
| Write-down of cost-method investments                                             | 1,306                    | 3,250                    | -                        |
| Changes in operating assets and liabilities, net of effect of acquisitions:       |                          |                          |                          |
| Accounts receivable, net                                                          | (32,897)                 | (16,083)                 | (25,612)                 |
| Inventories, net                                                                  | (16,141)                 | 9,605                    | (30,467)                 |
| Prepaid expenses and other current assets                                         | 20,916                   | 10,642                   | (12,035)                 |
| Accounts payable, accrued expenses, income taxes and other liabilities            | 51,247                   | (57,209)                 | (1,581)                  |
| <b>Net cash provided by operating activities</b>                                  | <b>238,877</b>           | <b>137,836</b>           | <b>91,106</b>            |
| <b>Cash flows from investing activities:</b>                                      |                          |                          |                          |
| Purchases of property, plant and equipment                                        | (109,692)                | (75,779)                 | (77,556)                 |
| Proceeds from disposal of property, plant and equipment                           | 1,763                    | 24,711                   | -                        |
| Capitalized interest                                                              | (1,610)                  | (1,233)                  | (412)                    |
| Purchases of investment securities                                                | -                        | (6,500)                  | (21,950)                 |
| Proceeds from sale of maturing investment securities                              | -                        | 21,450                   | 2,000                    |
| Patent registration costs                                                         | (4,528)                  | (5,639)                  | (3,965)                  |
| Proceeds from disposal of business assets and contracts                           | 3,005                    | 2,542                    | -                        |
| Business acquisitions                                                             | (2,394)                  | (856)                    | (1,912)                  |
| Purchases of cost-method investments                                              | (2,267)                  | -                        | -                        |
| Purchases of foreign currency contracts                                           | (2,439)                  | (2,049)                  | (1,622)                  |
| Proceeds from exercise of foreign currency contracts                              | 8,863                    | 5,500                    | -                        |
| <b>Net cash used in investing activities</b>                                      | <b>(109,299)</b>         | <b>(37,853)</b>          | <b>(105,417)</b>         |
| <b>Cash flows from financing activities:</b>                                      |                          |                          |                          |
| Proceeds from issuance of common stock, net                                       | 24,892                   | 21,627                   | 38,260                   |
| Repayment of borrowings                                                           | (38,435)                 | (36,640)                 | (20,060)                 |
| Proceeds from borrowings, net of borrowing costs                                  | 80,137                   | 44,000                   | 9,590                    |
| Tax benefit from stock option exercises                                           | 3,870                    | 3,813                    | 12,398                   |
| Purchases of treasury stock                                                       | (68,593)                 | (96,557)                 | (2,092)                  |
| <b>Net cash (used in) provided by financing activities</b>                        | <b>1,871</b>             | <b>(63,757)</b>          | <b>38,096</b>            |

# Edgar Filing: RESMED INC - Form 10-K

|                                                          |            |            |            |
|----------------------------------------------------------|------------|------------|------------|
| Effect of exchange rate changes on cash                  | (36,877)   | 27,060     | 14,463     |
| Net increase in cash and cash equivalents                | 94,572     | 63,286     | 38,248     |
| Cash and cash equivalents at beginning of the year       | 321,078    | 257,792    | 219,544    |
| Cash and cash equivalents at end of the year             | \$ 415,650 | \$ 321,078 | \$ 257,792 |
| <b>Supplemental disclosure of cash flow information:</b> |            |            |            |
| Income taxes paid, net of refunds                        | \$ 16,926  | \$ 42,151  | \$ 65,643  |
| Interest paid, net of capitalized interest               | 5,016      | 5,520      | 5,426      |
| Fair value of assets acquired in acquisitions            | \$ 698     | \$ -       | \$ -       |
| Goodwill on acquisition                                  | 1,923      | 856        | 1,588      |
| Acquisition costs accrued                                | (227)      | -          | 324        |
| Cash paid for acquisition, including acquisition costs   | \$ 2,394   | \$ 856     | \$ 1,912   |

See accompanying notes to consolidated financial statements.

F5

**Table of Contents**

**RESMED INC. AND SUBSIDIARIES**

**Notes to Consolidated Financial Statements**

**(1) Organization and Basis of Presentation**

ResMed Inc. (referred to herein as we, us, our or the Company) is a Delaware corporation formed in March 1994 as a holding company for the ResMed Group. Through our subsidiaries, we design, manufacture and market equipment for the diagnosis and treatment of sleep-disordered breathing and other respiratory disorders, including obstructive sleep apnea. Our manufacturing operations are located in Australia, Singapore, France and the United States. Major distribution and sales sites are located in the United States, Germany, France, the United Kingdom, Switzerland, Australia, Norway and Sweden.

**(2) Summary of Significant Accounting Policies**

**(a) Basis of Consolidation**

The consolidated financial statements include the accounts of the Company and its wholly owned subsidiaries. All significant inter-company transactions and balances have been eliminated in consolidation.

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management estimates and assumptions that affect amounts reported in the financial statements and accompanying notes. Actual results could differ from management's estimates.

**(b) Revenue Recognition**

Revenue on product sales is generally recorded upon shipment, at which time title and risk of loss transfers to the customer. Revenue on product sales which require customer acceptance is not recorded until acceptance is received. Royalty revenue from license agreements is recorded when earned. Service revenue received in advance from service contracts is initially deferred and recognized ratably over the life of the service contract. Revenue received in advance from rental unit contracts is initially deferred and recognized ratably over the life of the rental contract. Revenue from sale of marketing or distribution rights is initially deferred and recognized ratably as revenue over the life of the contract. Freight charges billed to customers are included in revenue. All shipping and handling related expenses are charged to cost of sales. Taxes assessed by government authorities that are imposed on and concurrent with revenue-producing transactions, such as sales and value added taxes, are reported on a net basis (excluded from revenue).

We do not recognize revenues to the extent that we offer a right of return or other recourse with respect to the sale of our products, other than returns for product defects or other warranty claims, nor do we recognize revenues if we offer variable sale prices for subsequent events or activities. However, as part of our sales processes we may provide upfront discounts for large orders, one time special pricing to support new product introductions, sales rebates for centralized purchasing entities or price-breaks for regular order volumes. The costs of all such programs are recorded as an adjustment to revenue. Our products are predominantly therapy-based equipment and require no installation. As such, we have no significant installation obligations.

(c) Cash and Cash Equivalents

Cash equivalents include certificates of deposit and other highly liquid investments and are stated at cost, which approximates market. Investments with original maturities of 360 days or less are considered to be cash equivalents for purposes of the consolidated statements of cash flows.

F6

---

**Table of Contents**

**RESMED INC. AND SUBSIDIARIES**

**Notes to Consolidated Financial Statements**

(2) Summary of Significant Accounting Policies, Continued

(d) Inventories

Inventories are stated at the lower of cost, determined principally by the first-in, first-out method, or net realizable value. Finished goods and work-in-process inventories include material, labor and manufacturing overhead costs. We review and provide for any product obsolescence in our manufacturing and distribution operations with assessments of individual products and components (based on estimated future usage and sales) being performed throughout the year.

(e) Property, Plant and Equipment

Property, plant and equipment, including rental equipment, is recorded at cost. Depreciation expense is computed using the straight line method over the estimated useful lives of the assets, generally two to ten years except for buildings which are depreciated over an estimated useful life of 40 years and leasehold improvements which are amortized over the lease term. Maintenance and repairs are charged to expense as incurred.

We capitalize interest in connection with the construction of facilities. Actual construction costs incurred relating to facilities under active development qualify for interest capitalization. Interest capitalization ceases when the construction of a facility is complete and available for use. During the years ended June 30, 2009, 2008 and 2007, we capitalized \$1.6 million, \$1.2 million and \$0.4 million, respectively, of interest relating to such construction costs.

(f) Intangible Assets

The registration costs for new patents are capitalized and amortized over the estimated useful life of the patent, generally five years. In the event of a patent being superseded or product retirement, the unamortized costs are written off immediately.

Other intangible assets are amortized on a straight-line basis over their estimated useful lives, which range from three to nine years. We evaluate the recoverability of intangible assets periodically and take into account events or circumstances that warrant revised estimates of useful lives or that indicate that impairment exists. All of our intangible assets are subject to amortization. No impairment of intangible assets has been identified during any of the periods presented.

(g) Goodwill

We conducted our annual review for goodwill impairment during the final quarter of fiscal 2009. In conducting our review of goodwill impairment, we identified reporting units, being components of our operating segment, as each of the entities acquired and giving rise to the goodwill. The fair value for each reporting unit was determined based on estimated discounted cash flows. Our goodwill impairment review

involved a two-step process as follows:

- Step 1- Compare the fair value for each reporting unit to its carrying value, including goodwill. For each reporting unit where the carrying value, including goodwill, exceeds the reporting unit's fair value, move on to step 2. If a reporting unit's fair value exceeds the carrying value, no further work is performed and no impairment charge is necessary.
- Step 2- Allocate the fair value of the reporting unit to its identifiable tangible and non-goodwill intangible assets and liabilities. This will derive an implied fair value for the goodwill. Then, compare the implied fair value of the reporting unit's goodwill with the carrying amount of the reporting unit's goodwill. If the carrying amount of the reporting unit's goodwill is greater than the implied fair value of its goodwill, an impairment loss must be recognized for the excess.

F7



---

**Table of Contents**

**RESMED INC. AND SUBSIDIARIES**

**Notes to Consolidated Financial Statements**

(2) Summary of Significant Accounting Policies, Continued

The results of the review indicated that as part of Step 1 no impaired goodwill exists.

(h) Foreign Currency

The consolidated financial statements of our non U.S. subsidiaries, whose functional currencies are other than U.S. dollars, are translated into U.S. dollars for financial reporting purposes. Assets and liabilities of non U.S. subsidiaries whose functional currencies are other than the U.S. dollar are translated at period end exchange rates, and revenue and expense transactions are translated at average exchange rates for the period. Cumulative translation adjustments are recognized as part of comprehensive income, as detailed in Note 6, and are included in accumulated other comprehensive income in the consolidated balance sheets until such time as the subsidiary is sold or substantially or completely liquidated. Gains and losses on transactions denominated in other than the functional currency of the entity are reflected in operations.

(i) Research and Development

All research and development costs are expensed in the period incurred.

(j) Earnings per Share

We calculate earnings per share in accordance with Statement of Financial Accounting Standards ( SFAS ) No. 128, Earnings per Share ( SFAS 128 ), as amended by SFAS No. 123(R), Share Based Payments ( SFAS 123(R) ). SFAS 128 requires the presentation of basic earnings per share and diluted earnings per share. Basic earnings per share is computed by dividing the net income available to common stockholders by the weighted average number of shares of common stock outstanding. For purposes of calculating diluted earnings per share the denominator includes both the weighted average number of shares of common stock outstanding and the number of dilutive common stock equivalents such as stock options.

The weighted average shares used to calculate basic earnings per share were 75,629,000, 77,378,000 and 76,709,000 for the years ended June 30, 2009, 2008 and 2007, respectively. The difference between basic earnings per share and diluted earnings per share is attributable to the impact of outstanding stock options during the periods presented. Stock options had the effect of increasing the number of shares used in the calculation (by application of the treasury stock method) by 1,484,000, 1,334,000 and 1,544,000 for the years ended June 30, 2009, 2008 and 2007, respectively.

Stock options totaling 7,502,000, 4,944,000 and 3,164,000 for the years ended June 30, 2009, 2008 and 2007, respectively, were not included in the computation of diluted earnings per share as the effect of exercising these options would have been anti-dilutive.



**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(2) Summary of Significant Accounting Policies, Continued**

Basic and diluted earnings per share for the years ended June 30, 2009, 2008 and 2007 are calculated as follows (in thousands except per share data):

|                                                            | 2009       | 2008       | 2007      |
|------------------------------------------------------------|------------|------------|-----------|
| Numerator:                                                 |            |            |           |
| Net income                                                 | \$ 146,448 | \$ 110,303 | \$ 66,302 |
| Net income, used in calculating diluted earnings per share | \$ 146,448 | \$ 110,303 | \$ 66,302 |
| Denominator:                                               |            |            |           |
| Basic weighted-average common shares outstanding           | 75,629     | 77,378     | 76,709    |
| Effect of dilutive securities:                             |            |            |           |
| Stock options                                              | 1,484      | 1,334      | 1,544     |
| Diluted potential common shares                            | 1,484      | 1,334      | 1,544     |
| Diluted weighted average shares                            | 77,113     | 78,712     | 78,253    |
| Basic earnings per share                                   | \$ 1.94    | \$ 1.43    | \$ 0.86   |
| Diluted earnings per share                                 | \$ 1.90    | \$ 1.40    | \$ 0.85   |

**(k) Financial Instruments**

The carrying value of financial instruments, such as cash and cash equivalents, accounts receivable and accounts payable, approximate their fair value because of their short-term nature. The carrying value of long-term debt approximates the fair value as the principal amounts outstanding are subject to variable interest rates that are based on market rates which are regularly reset. Foreign currency option contracts are marked to market and therefore reflect their fair value. We do not hold or issue financial instruments for trading purposes.

The fair value of financial instruments is defined as the amount at which the instrument could be exchanged in a current transaction between willing parties.

**(l) Foreign Exchange Risk Management**

We enter into various types of foreign exchange contracts in managing our foreign exchange risk, including derivative financial instruments encompassing forward exchange contracts and foreign currency options.

The purpose of our foreign currency hedging activities is to protect us from adverse exchange rate fluctuations with respect to net cash movements resulting from the sales of products to foreign customers and Australian manufacturing activities. We enter into foreign currency option contracts to hedge anticipated sales and manufacturing costs, principally denominated in Australian dollars and Euros. The terms of such foreign currency option contracts generally do not exceed three years.

Our foreign currency derivatives portfolio represents a cash flow hedge program against the net cash flow of our international manufacturing operations. We have determined our hedge program to be a non-effective hedge as defined under SFAS 133. The foreign currency derivatives portfolio is recorded in the consolidated balance sheets at fair value and included in other assets or other liabilities.

All movements in the fair value of the foreign currency derivatives are recorded within other income, net in our consolidated statements of income.

F9

---

**Table of Contents**

**RESMED INC. AND SUBSIDIARIES**

**Notes to Consolidated Financial Statements**

(2) Summary of Significant Accounting Policies, Continued

We are exposed to credit-related losses in the event of non-performance by counter parties to financial instruments. The credit exposure of foreign exchange options at June 30, 2009 and June 30, 2008 was \$7.8 million and \$5.0 million, respectively, which represents the positive fair value of options held by us.

We held foreign currency option contracts with notional amounts totaling \$191.7 million and \$180.6 million at June 30, 2009 and 2008, respectively, to hedge foreign currency items. These contracts mature at various dates before June 2011.

(m) Income Taxes

We account for income taxes under the asset and liability method. We recognize deferred tax assets and liabilities for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date.

(n) Investment Securities

Management determines the appropriate classification of our investments in debt and equity securities at the time of purchase and re-evaluates such determination at each balance sheet date. Debt securities for which we do not have the intent or ability to hold to maturity are classified as available-for-sale. Securities available-for-sale are carried at fair value, with the unrealized gains and losses, net of tax, reported in accumulated other comprehensive income.

At June 30, 2009 and 2008, the investments in debt securities were classified on the accompanying consolidated balance sheets as investment securities-available-for-sale.

(o) Warranty

Estimated future warranty costs related to certain products are charged to operations in the period in which the related revenue is recognized. The liability for warranty costs are included in accrued expenses in our consolidated balance sheets.

Changes in the liability for product warranty for the year ended June 30, 2009 are as follows (in thousands):

Edgar Filing: RESMED INC - Form 10-K

|                                                          |          |
|----------------------------------------------------------|----------|
| Balance at July 1, 2008                                  | \$ 6,863 |
| Warranty accruals for the year ended June 30, 2009       | 10,957   |
| Warranty costs incurred for the year ended June 30, 2009 | (8,738)  |
| Foreign currency translation adjustments                 | (787)    |
| Balance at June 30, 2009                                 | \$ 8,295 |

F10

**Table of Contents**

**RESMED INC. AND SUBSIDIARIES**

**Notes to Consolidated Financial Statements**

(2) Summary of Significant Accounting Policies, Continued

(p) Impairment of Long-Lived Assets

We periodically evaluate the carrying value of long-lived assets to be held and used, including certain identifiable intangible assets, when events and circumstances indicate that the carrying amount of an asset may not be recovered. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to future net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the fair value of the assets. Assets to be disposed of are reported at the lower of the carrying amount or fair value less costs to sell.

(q) Cost-Method Investments

The aggregate carrying amount of our cost-method investments at June 30, 2009 and June 30, 2008 was \$2.2 million and \$1.4 million, respectively. We review the carrying value of these investments at each balance sheet date. In fiscal 2009 and 2008, we recognized \$1.3 million and \$3.2 million, respectively, of impairment losses related to our cost-method investments, which include investments in privately held service companies, research companies and public companies. The expense associated with this impairment has been included in the other income (expense) line within the consolidated statements of income. These were based on the determination that the impairments were other-than temporary. We have determined, subsequent to the impairment charge, that the fair value of our remaining investments exceed their carrying values.

(r) Stock-based Employee Compensation

We have granted stock options to personnel, including officers and directors, under our 2006 Incentive Award Plan, as amended (the "2006 Plan") and the Amended and Restated ResMed Inc. 2006 Incentive Award Plan (the "2006 Amended Plan"). These options have expiration dates of seven years from the date of grant and vest over four years. We granted these options with the exercise price equal to the market value as determined at the date of grant. We have also offered to our personnel, including officers and directors, the right to purchase shares of our common stock at a discount under our employee stock purchase plan ("ESPP").

In accordance with SFAS 123(R) we use the modified prospective method, which requires measurement of compensation expense of all stock-based awards at fair value on the date of grant and recognition of compensation expense over the service period for awards expected to vest. Under this method, the provisions of SFAS 123(R) apply to all awards granted or modified after the date of adoption. In addition, the unrecognized expense of awards not yet vested at the date of adoption, determined under the original provisions of SFAS No. 123 shall be recognized in net income in the periods after adoption. The fair value of stock options is determined using the Black-Scholes valuation model. Such value is recognized as expense over the service period, using the graded-attribution method for stock-based awards granted prior to July 1, 2005 and the straight-line method for stock-based awards granted after July 1, 2005.

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(2) Summary of Significant Accounting Policies, Continued**

The fair value of stock options granted under our stock option plans and purchase rights granted under our ESPP is estimated on the date of the grant using the Black-Scholes valuation model, assuming no dividends and the following assumptions:

|                                          |             | <b>Years ended June 30</b> |             |
|------------------------------------------|-------------|----------------------------|-------------|
|                                          | <b>2009</b> | <b>2008</b>                | <b>2007</b> |
| Stock Options:                           |             |                            |             |
| Weighted average grant date fair value   | \$ 10.58    | \$ 12.87                   | \$ 14.53    |
| Weighted average risk-free interest rate | 1.9%        | 2.6-4.6%                   | 4.3-5.1%    |
| Dividend yield                           | -           | -                          | -           |
| Expected option life in years            | 4.0-4.8     | 4.0 - 4.8                  | 4.0-5.2     |
| Volatility                               | 27-38%      | 27-28%                     | 26-30%      |
| ESPP Purchase rights:                    |             |                            |             |
| Weighted average risk-free interest rate | 1.3%        | 1.7-5.0%                   | 4.9-5.1%    |
| Dividend yield                           | -           | -                          | -           |
| Expected option life                     | 6 months    | 6 months                   | 6 months    |
| Volatility                               | 33-55%      | 23-33%                     | 30-41%      |

Expected volatilities are based on a combination of historical volatilities of our stock and the implied volatilities from tradeable options of our stock corresponding to the expected term of the options. We use a combination of the historic and implied volatilities as the addition of the implied volatility is more representative of our future stock price trends. While there is a tradeable market of options on our common stock less emphasis is placed on the implied volatility of these options due to the relative low volumes of these traded options and the difference in the terms compared to our employee options. The expected life represents the weighted average period of time that options granted are expected to be outstanding giving consideration to vesting schedules and our historical exercise patterns. The risk-free rate is based on the U.S. Treasury yield curve in effect at the time of grant for periods corresponding with the expected life of the option.

**(s) Reclassifications**

Certain prior period amounts have been reclassified to conform with the current period classification.

**(3) New Accounting Pronouncements**

In September 2006, the FASB issued SFAS No. 157, Fair Value Measurements ( SFAS 157 ), which defines fair value, establishes a framework for measuring fair value in generally accepted accounting principles, and expands disclosures about fair value measurements. SFAS 157 is effective for financial statements issued for fiscal years beginning after November 15, 2007, and interim periods within those fiscal years. In February 2008, the FASB issued FASB Staff Position 157-2, Effective Date of FASB Statement 157 ( FSP 157-2 ), which delays the effective date of FAS 157 for all nonfinancial assets and nonfinancial liabilities, except those items which are recognized or disclosed at fair value in the financial statements on a recurring basis. In October 2008, the FASB issued FASB Staff Position No. FAS 157-3 Determining the Fair Value of a Financial Asset When the Market for that Asset is Not Active ( FAS 157-3 ), which clarifies the application of SFAS 157 in a market that is not active. FAS 157-3 was effective upon issue, including prior periods for which financial statements have not been issued. We have adopted this



## Edgar Filing: RESMED INC - Form 10-K

standard on July 1, 2008 and all related staff positions. The adoption did not have a material impact on our financial statements.

F12

**Table of Contents**

**RESMED INC. AND SUBSIDIARIES**

**Notes to Consolidated Financial Statements**

(3) New Accounting Pronouncements, Continued

In February 2007, FASB issued SFAS No. 159, *The Fair Value Option for Financial Assets and Financial Liabilities* ( SFAS 159 ), which allows entities to account for most financial instruments at fair value rather than under other applicable generally accepted accounting principles (GAAP), such as historical cost. The accounting results in the instrument being marked to fair value every reporting period with the gain or loss from a change in fair value recorded in the income statement. SFAS 159 is effective for financial statements issued for fiscal years beginning after November 15, 2007. Based upon our analysis and implementation of SFAS 159 as it relates to our balance sheet accounts, we did not elect the fair value option permitted in SFAS 159 for any of our eligible financial assets or liabilities. Therefore, SFAS 159 did not have any impact on our financial statements.

In June 2007, the FASB ratified EITF No. 07-3, *Accounting for Nonrefundable Advanced Payments for Goods or Services received for Use in Future Research and Development Activities* ( EITF No. 07-3 ). EITF No. 07-3 requires that non-refundable advance payments for goods and services that will be used or rendered for future research and development activities should be deferred and capitalized. These amounts should be expensed as the related goods are delivered or the related services are performed. EITF No. 07-3 is effective for fiscal years beginning after December 15, 2007. We have adopted this standard and it did not have a material impact on our financial statements.

In December 2007, the FASB issued SFAS No. 141 (revised), *Business Combinations* ( SFAS No. 141(R) ). Under the requirements of SFAS No. 141(R), the acquiring entity will be required to recognize all assets and liabilities acquired in a transaction at their acquisition date fair value. SFAS No. 141(R) will also change the accounting treatment for specific transactions such as the recognition of contingent liabilities, the recognition of capitalized in-process research and development, restructuring costs, the treatment of acquisition related transaction costs and changes in the income tax valuation allowances. SFAS No. 141(R) is effective for business combinations for which the acquisition date is on or after July 1, 2009, with early adoption prohibited. The impact on our consolidated financial statements of SFAS No. 141(R), will depend on whether we engage in such activity, and also upon the nature, terms and size of the acquisitions we may consummate after the effective date.

In December 2007, the FASB issued SFAS No. 160, *Non-controlling Interests in Consolidated Financial Statements* An amendment of ARB No.51 ( SFAS No. 160 ). SFAS No. 160 outlines the accounting and reporting requirements for non-controlling interests in consolidated financial statements such as recognizing non-controlling interests as a component of consolidated stockholder's equity separate from the parent equity and net income attributable to non-controlling interests be identified and shown separately on the face of the consolidated income statement. SFAS No. 160 also revises the accounting for increases and decreases in a parent's controlling interest. SFAS No. 160 is effective for fiscal years and interim periods within those years, beginning after December 15, 2008, with early adoption prohibited. We do not believe the adoption of this standard will have a material impact on our financial statements.

In March 2008, the FASB issued SFAS No. 161, *Disclosures about Derivative Instruments and Hedging Activities* an Amendment of FASB Statement 133 ( SFAS No. 161 ). SFAS No. 161 requires disclosure of how and why an entity uses derivative instruments, how derivative instruments and related hedged items are accounted for and how derivative instruments and related hedged items affect an entity's financial position, financial performance and cash flows. SFAS No. 161 is effective for fiscal years and interim periods within those years, beginning after November 15, 2008. We do not believe the adoption of this standard will have a material impact on our financial statements.

## Edgar Filing: RESMED INC - Form 10-K

In May 2009, the FASB issued SFAS No. 165, Subsequent Events ( SFAS No. 165 ). SFAS No. 165 provides rules on recognition and disclosure for events and transactions occurring after the balance sheet date but before the financial statements are issued or available to be issued. In addition, SFAS No. 165

F13

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(3) New Accounting Pronouncements, Continued**

requires a reporting entity to disclose the date through which subsequent events have been evaluated, as well as whether that date is the date the financial statements are issued or the date the financial statements are available to be issued. SFAS No. 165 is effective for interim and annual periods ending after June 15, 2009. We have adopted SFAS No. 165 and have included the required additional disclosures in Note 21, Subsequent Events.

**(4) Investment Securities**

The estimated fair value of investment securities as of June 30, 2009 and June 30, 2008 are \$4.3 million and \$4.6 million, respectively. These investments are diversified among high credit quality investment grade securities in accordance with our investment policy. Expected maturities may differ from contractual maturities because the issuers of the securities may have the right to prepay obligations without prepayment penalties.

At June 30, 2009, our investment securities of \$4.3 million were held in Aaa rated auction securities with various maturities between July 2039 and November 2047. These investments had regular roll-over or auction dates at which time the interest rates were re-set or the investments were redeemed for cash. During the year ended June 30, 2009, there were no auctions with respect to these investments due to the current liquidity issues surrounding the domestic and global capital markets. We continue to earn interest on these investments in accordance with the contract until the next auction occurs. During November 2008, we accepted an offer from UBS that gave us a right to sell our investment securities back to UBS at full par value after June 29, 2010. However, in the event we need to access the funds invested in these auction rate securities prior to June 29, 2010 we may not be able to liquidate these securities at the par value. Therefore given the current market liquidity conditions and our intention to hold these investments until the rights under the UBS offer can be exercised after June 29, 2010 we have reclassified these securities from current to non-current assets. We also believe the current lack of liquidity of these investments is temporary and have therefore recorded the excess of the carrying value over the fair value to comprehensive income within stockholders equity. Additionally, based on our ability to access our cash and cash equivalents, expected operating cash flows, and other sources of cash, we do not anticipate the current lack of liquidity on these investments will affect our ability to operate the business in the ordinary course.

**(5) Inventories**

Inventories, net were comprised of the following as of June 30, 2009 and 2008 (in thousands):

|                  | <b>2009</b>       | <b>2008</b>       |
|------------------|-------------------|-------------------|
| Raw materials    | \$ 53,392         | \$ 58,768         |
| Work in progress | 2,500             | 2,165             |
| Finished goods   | 101,539           | 97,318            |
|                  | <b>\$ 157,431</b> | <b>\$ 158,251</b> |

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(6) Comprehensive Income**

The components of comprehensive income, net of tax, were as follows (in thousands):

|                                             | <b>2009</b> | <b>2008</b> |
|---------------------------------------------|-------------|-------------|
| Net income                                  | \$ 146,448  | \$ 110,303  |
| Foreign currency translation (losses)/gains | (101,631)   | \$ 92,401   |
| Unrealised loss on investment securities    | (361)       | (385)       |
| Comprehensive income                        | \$ 44,456   | \$ 202,319  |

We do not provide for U.S. income taxes on foreign currency translation adjustments since we do not provide for such taxes on undistributed earnings of foreign subsidiaries.

**(7) Property, Plant and Equipment**

Property, plant and equipment is comprised of the following as of June 30, 2009 and 2008 (in thousands):

|                                              | <b>2009</b> | <b>2008</b> |
|----------------------------------------------|-------------|-------------|
| Machinery and equipment                      | \$ 88,146   | \$ 83,543   |
| Computer equipment                           | 90,243      | 85,856      |
| Furniture and fixtures                       | 33,297      | 36,126      |
| Vehicles                                     | 2,661       | 3,099       |
| Clinical, demonstration and rental equipment | 63,227      | 64,506      |
| Leasehold improvements                       | 19,404      | 22,609      |
| Land                                         | 56,224      | 63,615      |
| Buildings                                    | 232,530     | 169,076     |
| Construction in progress                     | -           | 37,073      |
|                                              | 585,732     | 565,503     |
| Accumulated depreciation and amortization    | (208,119)   | (208,446)   |
|                                              | \$ 377,613  | \$ 357,057  |

**(8) Goodwill and Other Intangible Assets**

Changes in the carrying amount of goodwill for the year ended June 30, 2009, were as follows:

| <b>(In thousands)</b>   | <b>2009</b> |
|-------------------------|-------------|
| Balance at July 1, 2008 | \$ 234,647  |

## Edgar Filing: RESMED INC - Form 10-K

|                                           |            |
|-------------------------------------------|------------|
| Foreign currency translation adjustments  | (22,623)   |
| Business acquisition                      | 1,923      |
| Disposal of business assets and contracts | (778)      |
| Balance at June 30, 2009                  | \$ 213,169 |

F15

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(8) Goodwill and Other Intangible Assets, Continued**

Patents and other intangibles is comprised of the following as of June 30, 2009 and June 30, 2008:

| <b>(In thousands)</b>                                              | <b>June 30,<br/>2009</b> | <b>June 30,<br/>2008</b> |
|--------------------------------------------------------------------|--------------------------|--------------------------|
| Developed/core product technology                                  | \$ 34,388                | \$ 38,607                |
| Accumulated amortization                                           | (20,215)                 | (17,181)                 |
| Developed/core product technology, net of accumulated amortization | 14,173                   | 21,426                   |
| Trade names                                                        | 2,200                    | 2,049                    |
| Accumulated amortization                                           | (1,103)                  | (912)                    |
| Trade names, net of accumulated amortization                       | 1,097                    | 1,137                    |
| Customer relationships                                             | 15,560                   | 19,205                   |
| Accumulated amortization                                           | (7,363)                  | (7,341)                  |
| Customer relationships, net of accumulated amortization            | 8,197                    | 11,864                   |
| Patents                                                            | 31,830                   | 31,626                   |
| Accumulated amortization                                           | (20,274)                 | (19,282)                 |
| Patents, net of accumulated amortization                           | 11,556                   | 12,344                   |
| Patents and other intangibles, net of accumulated amortization     | \$ 35,023                | \$ 46,771                |

Intangible assets consist of patents, customer relationships, trade names and developed/core product technology and are amortized over the estimated useful life of the assets, generally between three and nine years. There are no expected residual values related to these intangible assets.

Amortization expense related to identifiable intangible assets, including patents, for the year ended June 30, 2009 was \$10.7 million. Estimated annual amortization expense for the years ending June 30, 2009 through June 30, 2014, is shown below (in thousands):

| <b>Fiscal Year</b> | <b>Amortization expense</b> |
|--------------------|-----------------------------|
| 2010               | \$ 11,069                   |
| 2011               | 10,464                      |
| 2012               | 8,979                       |
| 2013               | 2,861                       |
| 2014               | 543                         |

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(9) Accrued Expenses**

Accrued expenses at June 30, 2009 and 2008 consist of the following (in thousands):

|                                       | <b>2009</b>      | <b>2008</b>      |
|---------------------------------------|------------------|------------------|
| Product warranties                    | \$ 8,295         | \$ 6,863         |
| Consulting and professional fees      | 5,352            | 3,638            |
| Value added taxes and other taxes due | 8,075            | 7,707            |
| Employee related costs                | 37,530           | 32,405           |
| Marketing and promotional programs    | 2,009            | 4,160            |
| Customer advance                      | 1,210            | 1,358            |
| Voluntary product recall (Note 19)    | -                | 1,028            |
| Other                                 | 4,547            | 4,179            |
|                                       | <b>\$ 67,018</b> | <b>\$ 61,338</b> |

**(10) Long-term Debt**

Long-term debt at June 30, 2009 and 2008 consists of the following (in thousands):

|                                       | <b>2009</b> | <b>2008</b> |
|---------------------------------------|-------------|-------------|
| Long-term loan                        | \$ 67,545   | \$ 43,775   |
| Capital lease                         | -           | 90          |
| Current portion of long-term debt     | \$ 67,545   | \$ 43,865   |
| Long-term loan                        | \$ 94,191   | \$ 93,314   |
| Capital lease                         | -           | 475         |
| Non-current portion of long-term debt | \$ 94,191   | \$ 93,789   |

**Revolving Facility**

On February 27, 2009, ResMed Inc., and our wholly-owned subsidiaries, ResMed Corp., ResMed EAP Holdings Inc. and ResMed Motor Technologies Inc., entered into a Third Amendment to the March 1, 2006 Second Amended and Restated Revolving Loan Agreement with Union Bank of California, N.A.

The loan agreement was amended in order that the revolving commitment at \$65 million remain unchanged as otherwise it would have been reduced to \$55 million as of March 1, 2009. The entire outstanding principal amount must be repaid in full before March 1, 2011. The outstanding principal amount due under the loan will bear interest at a rate equal to LIBOR plus 0.75% to 1.00% (depending on the applicable leverage ratio). At June 30, 2009, there was \$64.1 million outstanding under this loan facility.



The obligations of ResMed Corp., ResMed Motor Technologies Inc. and ResMed EAP Holdings Inc. under the Loan Agreement are secured by substantially all of the personal property of each of ResMed Corp., ResMed Motor Technologies Inc. and ResMed EAP Holdings Inc., and are guaranteed by ResMed Inc. under an Amended and Restated Continuing Guaranty and Pledge Agreement, which guaranty is secured by a pledge of the equity interests in ResMed Corp., ResMed Motor Technologies Inc. and ResMed EAP Holdings Inc. held by ResMed Inc. The Loan Agreement also contains customary covenants, including

F17

---

**Table of Contents**

**RESMED INC. AND SUBSIDIARIES**

**Notes to Consolidated Financial Statements**

(10) Long-term Debt, Continued

certain financial covenants and an obligation that ResMed Inc. maintain certain financial ratios, including a maximum ratio of total debt to EBITDA (as defined in the Loan Agreement), a fixed charge coverage ratio, a minimum tangible net worth, and a minimum ResMed Corp., ResMed Motor Technologies Inc. and ResMed EAP Holdings Inc. EBITDA.

In the third amendment, the loan agreement was also amended for specific provisions related to these obligations to maintain certain financial covenants. The minimum fixed charge coverage ratio was revised to exclude capital expenditures related to construction of our new headquarters building. The requirement that ResMed Corp. and ResMed Motor Technologies Inc. maintain minimum earnings before interest, taxes, depreciation and amortization, or EBITDA, was increased to \$15 million. Finally, the requirement that we meet certain minimum liquidity was eliminated.

The entire principal amount of the revolving loan and any accrued but unpaid interest may be declared immediately due and payable in the event of the occurrence of an event of default as defined in the Loan Agreement. Events of default include, among other items, failure to make payments when due, the occurrence of a material default in the performance of any covenants in the Loan Agreement or related document or a 35% or more change in control of ResMed Inc., ResMed Corp., ResMed Motor Technologies Inc. or ResMed EAP Holdings Inc. At June 30, 2009, we were in compliance with our debt covenants.

**Syndicated Facility**

On June 8, 2006, our wholly owned Australian subsidiary, ResMed Limited, entered into a Syndicated Facility Agreement with HSBC Bank Australia Limited as original financier, facility agent and security trustee, that provides for a loan in three tranches (the Syndicated Facility Agreement ).

Tranche A is a Euro ( EUR ) 50 million five-year term loan facility that refinanced all amounts outstanding under a syndicated facility agreement dated May 16, 2005, between ResMed Limited and HSBC Bank Australia Limited, to fund the obligations of our wholly owned French subsidiary ResMed SAS under its agreement to acquire Saime SAS. Tranche A bears interest at a rate equal to LIBOR for deposits denominated in EUR plus a margin of 0.80% or 0.90%, depending on the ratio of the total debt to EBITDA of ResMed Inc. and its subsidiaries (the ResMed Group ) for the most recently completed fiscal year for the applicable interest period.

Payments of principal must be made to reduce the total outstanding principal amount of Tranche A to EUR 27.5 million on June 30, 2009, EUR 15 million on December 31, 2009, and the entire outstanding principal amount must be repaid in full on June 8, 2011. At June 30, 2009, the Tranche A facility loan had an amount outstanding of EUR 27.5 million, equivalent to approximately U.S. dollars ( USD ) 38.6 million.

## Edgar Filing: RESMED INC - Form 10-K

Tranche B is a USD 15 million term loan facility that may only be used for the purpose of financing capital expenditures and other asset acquisitions by the ResMed Group. Tranche B bears interest at a rate equal to LIBOR for deposits denominated in EUR, Australian dollars, USD or British Pounds Sterling plus a margin of 0.80% or 0.90%, depending on the ratio of the total debt to EBITDA of the ResMed Group for the most recently completed fiscal year for the applicable interest period. The entire principal amount must be repaid in full on June 8, 2011. At June 30, 2009 there was \$9.0 million outstanding under this loan facility.

Tranche C was a USD 60 million term loan facility that could only be used for the purpose of the payment by ResMed Limited of a dividend to ResMed Holdings Limited, which would ultimately be paid to ResMed Inc. Tranche C bears interest at a rate equal to LIBOR for deposits denominated in EUR, Australian dollars or USD plus a margin of 0.70% or 0.80%, depending on the ratio of the total debt to EBITDA of the

F18

---

**Table of Contents**

**RESMED INC. AND SUBSIDIARIES**

**Notes to Consolidated Financial Statements**

(10) Long-term Debt, Continued

ResMed Group for the most recently completed fiscal year for the applicable interest period. The entire outstanding principal amount had to be repaid in full by June 8, 2009. At June 30, 2009, there were no amounts outstanding under this loan facility.

Simultaneous with the Syndicated Facility Agreement, ResMed Limited entered into a working capital agreement with HSBC Bank Australia Limited for revolving, letter of credit and overdraft facilities up to a total commitment of 6.5 million Australian dollars, and ResMed (UK) Limited entered into a working capital agreement with HSBC Bank plc for a revolving cash advance facility for a total commitment of up to 3 million British Pounds Sterling. At June 30, 2009, there were no amounts outstanding under any of these arrangements.

**First Amended and Restated Syndicated Facility Agreement**

On September 30, 2008, our wholly-owned Australian subsidiary, ResMed Limited, agreed to amend and restate the Syndicated Facility Agreement entered into on June 8, 2006. The amended and restated agreement ( First Amended and Restated Syndicated Facility Agreement ) with the Hong Kong and Shanghai Banking Corporation, Sydney Branch as financier and HSBC Bank Australia Limited as facility agent and security trustee, provides for an additional Tranche D term loan facility in the amount of USD 50 million. The financier has the right to assign part or all of its rights and/or obligations under the First Amended and Restated Syndicated Facility Agreement to other financial institutions.

The additional USD 50 million loan facility will be used for general corporate purposes. The additional loan facility bears interest at a rate equal to LIBOR for deposits denominated in US dollars, plus a margin of 0.80% or 0.90%, depending on the ratio of the total debt to EBITDA of ResMed Inc. and subsidiaries for the most recently completed fiscal year for the applicable interest period. The entire principal amount of the additional loan facility must be repaid in full by September 30, 2009. At June 30, 2009 there was USD 50.0 million outstanding under this loan facility.

The loan facility is secured by a pledge of one hundred percent of the shares of ResMed Inc.'s subsidiary, Saime SAS, pursuant to a pledge agreement. The Syndicated Facility Agreement also contains customary covenants, including certain financial covenants and an obligation that ResMed Limited maintains certain financial ratios, including a minimum debt service cover ratio, a maximum ratio of total debt to EBITDA and a minimum tangible net worth. The entire principal amount of the loan and any accrued, but unpaid, interest may be declared immediately due and payable in the event of the occurrence of an event of default as defined in the Syndicated Facility Agreement. Events of default include, among other items, failure to make payments when due, breaches of representations, warranties or covenants, the occurrence of certain insolvency events, the occurrence of an event or change which could have a material adverse effect on ResMed Limited and its subsidiaries, and if ResMed Inc. ceases to control ResMed Limited, ResMed Corp., ResMed SAS, ResMed GmbH & Co. KG, ResMed (UK) Limited, Take Air Medical Handels-GmbH or Saime SAS.

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(10) Long-term Debt, Continued**

The obligations of ResMed Limited under the loan facility are subject to two guarantee and indemnity agreements, one on behalf of ResMed Inc. and its U.S. subsidiary, ResMed Corp., and another on behalf of ResMed's international subsidiaries, ResMed SAS (other than Tranche C), ResMed GmbH & Co. KG, ResMed (UK) Limited and Take Air Medical Handels-GmbH. At June 30, 2009, we were in compliance with our debt covenants.

Details of contractual debt maturities at June 30, 2009 are as follows (in thousands):

|                | <b>Total</b> | <b>2010</b> | <b>Payments Due by Period</b> |             |             | <b>Thereafter</b> |
|----------------|--------------|-------------|-------------------------------|-------------|-------------|-------------------|
|                |              |             | <b>2011</b>                   | <b>2012</b> | <b>2013</b> |                   |
| Long-Term Debt | \$ 161,736   | \$ 67,545   | \$ 94,191                     | \$ -        | \$ -        | \$ -              |

**(11) Restructuring Expenses**

Restructuring expenses incurred during the year ended June 30, 2009 were \$Nil compared to \$2.4 million and \$Nil incurred during the years ended June 30, 2008 and June 30, 2007, respectively. Restructuring expenses consisted predominantly of expenses associated with the Company's decision to streamline European management including the closure of part of the European headquarters in Basel, Switzerland and two regional offices in the Netherlands. The restructuring expenses mainly comprises employee termination costs, leasehold improvement write-downs and property lease exit costs. Following is a summary of the restructuring liabilities that were recorded during the years ended June 30, 2007, June 30, 2008 and June 30, 2009 (in thousands):

|                              | <b>Accrued<br/>employee<br/>costs</b> | <b>Other<br/>accrued<br/>costs</b> | <b>Total<br/>accrued<br/>costs</b> |
|------------------------------|---------------------------------------|------------------------------------|------------------------------------|
| Balance at June 30, 2006     | \$ 38                                 | \$ 100                             | \$ 138                             |
| Restructuring expenses       | -                                     | -                                  | -                                  |
| Cash payments                | (8)                                   | (87)                               | (95)                               |
| Foreign currency translation | 2                                     | 3                                  | 5                                  |
| Balance at June 30, 2007     | \$ 32                                 | \$ 16                              | \$ 48                              |
| Restructuring expenses       | 976                                   | 1,402                              | 2,378                              |
| Cash payments                | (915)                                 | (1,386)                            | (2,301)                            |
| Foreign currency translation | 4                                     | 66                                 | 70                                 |
| Balance at June 30, 2008     | \$ 97                                 | \$ 98                              | \$ 195                             |
| Restructuring expenses       | -                                     | -                                  | -                                  |
| Cash payments                | (97)                                  | (98)                               | (195)                              |
| Foreign currency translation | -                                     | -                                  | -                                  |
| Balance at June 30, 2009     | \$ -                                  | \$ -                               | \$ -                               |

**(12) Stockholders' Equity**

## Edgar Filing: RESMED INC - Form 10-K

**Common Stock.** On May 27, 2009, our Board of Directors approved a new share repurchase program, authorizing us to acquire up to an aggregate of 10.0 million shares of ResMed Inc. common stock. The program allows us to repurchase shares of our common stock from time to time for cash in the open market, or in negotiated or block transactions, as market and business conditions warrant.

F20

**Table of Contents**

**RESMED INC. AND SUBSIDIARIES**

**Notes to Consolidated Financial Statements**

(12) Stockholders' Equity, Continued

This program cancels and replaces our previous share repurchase program previously authorized on June 6, 2002 for 8.0 million shares. The new program authorizes us to purchase in addition to the shares we repurchased under our previous program. There is no expiration date for this program. All share repurchases after May 29, 2009 will be executed in accordance with this program.

During fiscal years 2009 and 2008, the Company repurchased 1,826,307 and 2,570,700 shares at a cost of \$65.7 million and \$99.5 million, respectively. Of the shares repurchased during fiscal year 2009, 1,747,289 were repurchased under our previous program and 79,018 were repurchased under our new program. As of June 30, 2009, we have repurchased a total of 6.7 million shares at a cost of \$208.7 million. Shares that are repurchased are classified as treasury stock pending future use and reduce the number of shares outstanding used in calculating earnings per share.

**Preferred Stock.** In April 1997, the Board of Directors authorized 2,000,000 shares of \$0.01 par value preferred stock. No such shares were issued or outstanding at June 30, 2009.

**Stock Purchase Rights.** In April 1997, the Company implemented a plan to protect stockholders' rights in the event of a proposed takeover of the Company. Under the plan, each share of the Company's outstanding common stock carries one right to purchase Series A Junior Participating Preferred Stock (the "Right"). The Right enables the holder, under certain circumstances, to purchase common stock of the Company or of the acquiring person at a substantially discounted price ten days after a person or group publicly announces it has acquired or has tendered an offer for 20% or more of the Company's outstanding common stock. The plan and its accompanying Rights expired pursuant to their terms in April 2007 and the Rights are no longer outstanding.

**Stock Options.** We have granted stock options to personnel, including officers and directors, in accordance with the 2006 Plan and the 2006 Amended Plan, which was approved at the annual meeting of the stockholders of RedMed Inc. on November 20, 2008. These options have expiration dates of seven years from the date of grant and vest over four years. We have granted these options with an exercise price equal to the market value as determined at the date of grant.

The maximum number of shares of our common stock authorized for issuance under the 2006 Amended Plan is 9,900,000, an increase from 7,800,000 shares formerly authorized for issuance under the 2006 Plan. The number of securities remaining available for future issuance under the 2006 Amended Plan at June 30, 2009 is 3,380,475. The number of shares of our common stock available for issuance under the 2006 Amended Plan will be reduced by (i) two and four tenths (2.4) shares, an increase from two and one tenth (2.1) shares, for each one share of common stock delivered in settlement of any "full-value award," which is any award other than a stock option, stock appreciation right or other award for which the holder pays the intrinsic value and (ii) one share for each share of common stock delivered in settlement of all other awards. The maximum number of shares, which may be subject to awards granted under the 2006 Amended Plan to any individual during any calendar year, may not exceed 1,500,000 shares of our common stock, an increase from 1,000,000 shares under the 2006 Plan.

## Edgar Filing: RESMED INC - Form 10-K

At June 30, 2009, there was \$50.0 million in unrecognized compensation costs related to unvested stock options. This is expected to be recognized over a weighted average period of 2.6 years. The aggregate intrinsic value of the options outstanding and the options exercisable at June 30, 2009 was \$78.6 million and

F21



**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(12) Stockholders' Equity, Continued**

\$56.3 million, respectively. The aggregate intrinsic value of the options exercised during the years ended June 30, 2009, 2008 and 2007 was \$17.8 million, \$18.7 million and \$48.3 million, respectively. The following table summarizes option activity during the year ended June 30, 2009:

|                                         |                  | Weighted<br>Average<br>Exercise<br>Price |                  | Weighted<br>Average<br>Exercise<br>Price |                  | Weighted<br>Average<br>Exercise<br>Price |
|-----------------------------------------|------------------|------------------------------------------|------------------|------------------------------------------|------------------|------------------------------------------|
|                                         | 2009             |                                          | 2008             |                                          | 2007             |                                          |
| Outstanding at beginning of year        | 9,683,816        | \$ 34.69                                 | 8,406,483        | \$ 31.43                                 | 8,102,892        | \$ 24.26                                 |
| Granted                                 | 2,490,950        | 31.81                                    | 2,469,650        | 42.34                                    | 2,353,650        | 46.38                                    |
| Exercised                               | (923,964)        | 21.96                                    | (786,523)        | 20.72                                    | (1,747,330)      | 18.70                                    |
| Forfeited                               | (451,500)        | 42.09                                    | (405,794)        | 41.70                                    | (302,729)        | 31.98                                    |
| Outstanding at end of year              | 10,799,302       | \$ 34.82                                 | 9,683,816        | \$ 34.69                                 | 8,406,483        | \$ 31.43                                 |
| Exercise price range of granted options | \$ 31.04-\$43.35 |                                          | \$ 38.63-\$51.31 |                                          | \$ 40.25-\$52.58 |                                          |
| Options exercisable at end of year      | 5,453,047        | \$ 31.61                                 | 4,884,485        | \$ 26.76                                 | 4,001,157        | \$ 21.69                                 |

The following table summarizes information about stock options outstanding at June 30, 2009.

| Range of<br>Exercise Prices | Number<br>Outstanding<br>at June 30,<br>2009 | Weighted<br>Average<br>Remaining<br>Contractual<br>Life In<br>Years | Number<br>Exercisable<br>at<br>June 30,<br>2009 | Weighted<br>Average<br>Remaining<br>Contractual<br>Life In<br>Years |
|-----------------------------|----------------------------------------------|---------------------------------------------------------------------|-------------------------------------------------|---------------------------------------------------------------------|
| \$ 0 - \$10                 | 10,200                                       | 0.08                                                                | 10,200                                          | 0.08                                                                |
| \$11 - \$20                 | 1,173,185                                    | 3.21                                                                | 1,173,185                                       | 3.21                                                                |
| \$21 - \$30                 | 1,479,803                                    | 4.04                                                                | 1,479,803                                       | 4.04                                                                |
| \$31 - \$40                 | 3,929,539                                    | 6.33                                                                | 1,163,814                                       | 6.13                                                                |
| \$41 - \$50                 | 4,191,575                                    | 4.93                                                                | 1,617,670                                       | 4.71                                                                |
| \$51 - \$60                 | 15,000                                       | 4.74                                                                | 8,375                                           | 4.65                                                                |
|                             | 10,799,302                                   | 5.13                                                                | 5,453,047                                       | 4.50                                                                |

**Employee Stock Purchase Plan ( ESPP ).** The ESPP was approved by our shareholders at the Annual General Meeting in November 2003. Under the ESPP, participants are offered the right to purchase shares of our common stock at a discount during successive offering periods. Each offering period under the ESPP will be for a period of time determined by the Board of Directors' Compensation Committee of no less than 3 months and no more than 27 months. The purchase price for our common stock under the ESPP will be the lower of 85% of the fair market value of our common stock on the date of grant or 85% of the fair market value of our common stock on the date of purchase. An individual participant cannot subscribe for more than \$25,000 in common stock during any calendar year. On August 21, 2006, the Board of Directors approved a reduction in the number of shares available for grant under the ESPP to 500,000 shares, effective as of November 9, 2006, the date of the shareholder approval of the 2006 Plan. The number of securities remaining available for future issuance under the ESPP at June 30, 2009 is 102,000.

## Edgar Filing: RESMED INC - Form 10-K

During fiscal year 2009, we issued 178,000 shares to our employees in two offerings and we recognized \$2.0 million of stock compensation expense associated with the ESPP.

F22

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(13) Other, net**

Other, net in the consolidated statements of income is comprised of the following for the years ended June 30, 2009, 2008 and 2007 (in thousands):

|                                                      | <b>2009</b> | <b>2008</b> | <b>2007</b> |
|------------------------------------------------------|-------------|-------------|-------------|
| Gain on foreign currency transactions and hedging    | \$ 2,388    | \$ 1,121    | \$ 1,203    |
| Gain on sale of real property                        | -           | 5,917       | -           |
| Gain on sale of plant and equipment                  | 163         | 365         | 291         |
| Impairment of cost method investments                | (1,306)     | (3,250)     | -           |
| Gain/(loss) on sale of business assets and contracts | (176)       | 230         | -           |
| Other                                                | 99          | 444         | (161)       |
|                                                      | \$ 1,168    | \$ 4,827    | \$ 1,333    |

**(14) Income Taxes**

Income before income taxes for the years ended June 30, 2009, 2008 and 2007, was taxed under the following jurisdictions (in thousands):

|          | <b>2009</b> | <b>2008</b> | <b>2007</b> |
|----------|-------------|-------------|-------------|
| U.S.     | \$ (13,755) | \$ 31,783   | \$ 21,219   |
| Non-U.S. | 215,439     | 126,072     | 76,754      |
|          | \$ 201,684  | \$ 157,855  | \$ 97,973   |

The provision for income taxes is presented below (in thousands):

|                            | <b>2009</b> | <b>2008</b> | <b>2007</b> |
|----------------------------|-------------|-------------|-------------|
| Current:                   |             |             |             |
| Federal                    | \$ 4,129    | \$ 11,077   | \$ 5,973    |
| State                      | 1,386       | 994         | 984         |
| Non-U.S.                   | 76,379      | 26,598      | 43,614      |
|                            | 81,894      | 38,669      | 50,571      |
| Deferred:                  |             |             |             |
| Federal                    | (10,277)    | (2,379)     | (977)       |
| State                      | (765)       | (143)       | (225)       |
| Non-U.S.                   | (15,616)    | 11,405      | (17,698)    |
|                            | (26,658)    | 8,883       | (18,900)    |
| Provision for income taxes | \$ 55,236   | \$ 47,552   | \$ 31,671   |

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(14) Income Taxes, Continued**

The provision for income taxes differs from the amount of income tax determined by applying the applicable U.S. federal income tax rate of 35% (35% for 2008 and 34% for 2007) to pretax income as a result of the following (in thousands):

|                                                     | <b>2009</b> | <b>2008</b> | <b>2007</b> |
|-----------------------------------------------------|-------------|-------------|-------------|
| Taxes computed at statutory U.S. rate               | \$ 70,590   | \$ 55,249   | \$ 33,311   |
| Increase (decrease) in income taxes resulting from: |             |             |             |
| State income taxes, net of U.S. tax benefit         | 346         | 1,578       | 982         |
| Non-deductible expenses                             | 748         | 910         | 874         |
| Research and development credit                     | (4,916)     | (5,646)     | (4,092)     |
| Tax effect of dividends                             | 55,575      | 2,346       | 1,438       |
| Change in valuation allowance                       | (9,435)     | 1,474       | 1,580       |
| Effect of non-U.S. tax rates                        | (17,559)    | (7,493)     | (2,425)     |
| Foreign tax credits                                 | (43,271)    | (2,230)     | (1,907)     |
| Stock-based compensation expense                    | 2,488       | 627         | 1,692       |
| Other                                               | 670         | 737         | 218         |
|                                                     | \$ 55,236   | \$ 47,552   | \$ 31,671   |

F24

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(14) Income Taxes, Continued**

Deferred tax assets and liabilities are classified as current or non-current according to the classification of the related asset or liability. The components of the Company's deferred tax assets and liabilities at June 30, 2009 and 2008 are as follows (in thousands):

|                                    | <b>2009</b> | <b>2008</b> |
|------------------------------------|-------------|-------------|
| Deferred tax assets:               |             |             |
| Employee benefit obligations       | \$ 4,460    | \$ 4,930    |
| Voluntary product recall accrual   | -           | 397         |
| Inventories                        | 3,857       | 2,003       |
| Provision for warranties           | 2,181       | 1,658       |
| Provision for doubtful debts       | 1,689       | 1,041       |
| Net operating loss carryforwards   | 2,479       | 3,632       |
| Foreign tax credits                | 2,355       | 10,693      |
| Patent costs                       | 1,597       | 2,626       |
| Capital loss carryover             | 290         | 1,061       |
| Intercompany profit in inventories | 26,638      | 23,693      |
| Stock-based compensation expense   | 17,515      | 11,985      |
| Unrealized foreign exchange losses | 860         | -           |
| Property, plant and equipment      | 1,240       | -           |
| Other                              | 3,277       | 2,994       |
|                                    | 68,438      | 66,713      |
| Less valuation allowance           | (4,706)     | (14,513)    |
| Deferred tax assets                | \$ 63,732   | \$ 52,200   |
| Deferred tax liabilities:          |             |             |
| Unrealized foreign exchange gains  | -           | (6,319)     |
| Property, plant and equipment      | -           | (662)       |
| Goodwill and other intangibles     | (11,528)    | (15,433)    |
| Other                              | -           | (1,752)     |
| Deferred tax liabilities           | (11,528)    | (24,166)    |
| Net deferred tax asset             | \$ 52,204   | \$ 28,034   |

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(14) Income Taxes, Continued**

The net deferred tax assets and liabilities have been reported in the consolidated balance sheets at June 30, 2009 and 2008 as follows (in thousands):

|                                    | <b>2009</b> | <b>2008</b> |
|------------------------------------|-------------|-------------|
| Current deferred tax asset         | \$ 44,368   | \$ 31,355   |
| Non-current deferred tax asset     | 19,364      | 16,162      |
| Current deferred tax liability     | (391)       | (1,150)     |
| Non-current deferred tax liability | (11,137)    | (18,333)    |
| Net deferred tax asset             | \$ 52,204   | \$ 28,034   |

As of June 30, 2009, the Company had \$13,498,000 of non-U.S. net operating loss carryforwards, which expire in various years through 2025 or carry forward indefinitely. The Company also has foreign tax credit carryforwards of \$2,355,000. The foreign tax credit carryforwards have expiration dates through 2018.

The valuation allowance at June 30, 2009, relates to a provision for uncertainty as to the utilization of foreign tax credits of \$2,355,000, net operating loss carryforwards for certain non-U.S. countries of \$1,849,000, capital loss items of \$483,000 and other deferred tax assets of \$19,000. We believe that it is more likely than not that the benefits of deferred tax assets, net of any valuation allowance, will be realized.

The Company has not provided for U.S. income and foreign withholding taxes on undistributed earnings from non-U.S. subsidiaries indefinitely invested outside the United States as of June 30, 2009. The total amount of these undistributed earnings at June 30, 2009 amounted to approximately \$635 million. Should the Company repatriate foreign earnings, the Company would have to adjust the income tax provision in the period management determined that the Company would repatriate earnings.

We follow the principles of FIN No. 48, *Accounting for Uncertainty in Income Taxes* an interpretation of FASB Statement No. 109 and FSP FIN 48-1, *Definition of Settlement in FASB Interpretation No. 48* (FIN 48), which clarify the accounting for uncertainty in income taxes recognized in the financial statements in accordance with FASB Statement No. 109, *Accounting for Income Taxes*. FIN 48 prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken, or expected to be taken in a tax return. FIN 48 requires recognition of tax benefits that satisfy a greater than 50% probability threshold and also provides guidance on de-recognition, classification, interest and penalties, accounting in interim periods, disclosure and transition.

A reconciliation of the amount of unrecognized tax benefits from July 1, 2008 to June 30, 2009 is as follows (in thousands):

|                                            |          |
|--------------------------------------------|----------|
| Gross UTB balance at July 1, 2008          | \$ 4,108 |
| Additions for tax positions of prior years | 1,033    |

## Edgar Filing: RESMED INC - Form 10-K

|                                                              |          |
|--------------------------------------------------------------|----------|
| Reductions for tax positions of prior years                  | (67)     |
| Settlements                                                  | -        |
| Reductions due to lapse of applicable statute of limitations | (1,714)  |
| Gross UTB balance at June 30, 2009                           | \$ 3,360 |

Included in the balance at June 30, 2009, are tax positions of \$1.5 million that, if recognized, would affect the Company's effective tax rate. Also included in the balance is \$1.9 million of temporary differences, for which the ultimate deductibility is highly certain but for which there is uncertainty about the timing of such

F26

---

**Table of Contents**

**RESMED INC. AND SUBSIDIARIES**

**Notes to Consolidated Financial Statements**

(14) Income Taxes, Continued

deductibility. Because of the impact of deferred tax accounting, other than interest and penalties, the disallowance of the shorter deductibility period would not affect the annual effective tax rate but would accelerate the payment of cash to the taxing authority to an earlier period.

For fiscal year ending June 30, 2009, the Company recognized a benefit of \$0.1 million (\$0.1 million, net of tax benefit) of interest and penalties related to uncertain tax positions in income tax expense. As of June 30, 2009, the Company has accrued approximately \$1.0 million (\$0.6 million net of tax benefit) for interest and penalties related to uncertain tax positions.

We file numerous consolidated and separate income tax returns in the U.S. federal jurisdiction and in many state and foreign jurisdictions. We are no longer subject to U.S. federal income tax examination for tax years prior to fiscal year 2005, and no longer subject to state income tax examinations for the tax years prior to fiscal year 2004. With few exceptions, including the German tax assessment discussed in Note 18, we are no longer subject to foreign income tax examinations for fiscal years before 2002.

Within the next 12 months, we anticipate a potential decrease of approximately \$1.1 million in the unrecognized tax benefit relating to the timing of certain amortization deductions due to a statute of limitation expiration. This will not have an impact on the effective tax rate other than the potential reduction in accrued interest as any change will be offset by a similar adjustment to our deferred tax balances. We do not anticipate any other significant changes within the next 12 months.

(15) Employee Retirement Plans

The Company contributes to a number of employee retirement plans for the benefit of its employees. Details of the main plans are as follows:

(1) Australia - The Company contributes to defined contribution pension plans for each employee resident in Australia. All Australian employees, after serving a qualifying period, are entitled to benefits on retirement, disability or death. Employees may contribute additional funds to the plans. The Company contributes to the plans at the rate of 9% of the salaries of all Australian employees. Total Company contributions to the plans for the years ended June 30, 2009, 2008 and 2007, were \$4,186,000, \$5,907,000 and \$4,798,000, respectively.

(2) United Kingdom - The Company contributes to a defined contribution plan for each permanent United Kingdom employee. All employees, after serving a three-month qualifying period, are entitled to benefit on retirement, disability or death. Employees may contribute additional funds to the plan. The Company contributes to the plan at the rate of 5% of the salaries of all United Kingdom employees. Total Company contributions to the plan were \$164,000, \$273,000 and \$243,000 in fiscal 2009, 2008 and 2007, respectively.



## Edgar Filing: RESMED INC - Form 10-K

(3) United States - The Company sponsors a defined contribution pension plan available to substantially all domestic employees. Company contributions to this plan are based on a percentage of employee contributions to a maximum of 3% of the employee's salary. Total Company contributions to the plan were \$1,756,000, \$1,259,000 and \$760,000 in fiscal 2009, 2008 and 2007, respectively.

(4) Switzerland - The Company sponsors a fixed return defined contribution fund for each permanent Swiss employee. As part of the Company's contribution to the fund, the Company guarantees a fixed 3% net return on accumulated contributions per annum. The Company contributes to the plan at variable rates that have averaged 10% of salaries over the last three years. Total Company contributions to the plan were \$375,000, \$343,000 and \$259,000 in fiscal 2009, 2008 and 2007, respectively.

F27

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(16) Segment Information**

The Company operates solely in the sleep-disordered breathing sector of the respiratory medicine industry. The Company therefore believes that, given the single market focus of its operations and the inter-dependence of its products, the Company operates as a single operating segment. The Company assesses performance and allocates resources on the basis of a single operating entity. Financial information by geographic area for the years ended June 30, 2009, 2008 and 2007, is summarized below (in thousands):

|                                 | <b>U.S.A</b> | <b>Germany</b> | <b>Australia</b> | <b>France</b> | <b>Rest of World</b> | <b>Total</b> |
|---------------------------------|--------------|----------------|------------------|---------------|----------------------|--------------|
| <b>2009</b>                     |              |                |                  |               |                      |              |
| Revenue from external customers | \$ 493,402   | 132,220        | 21,037           | 106,343       | 167,733              | \$ 920,735   |
| Long lived assets               | \$ 142,387   | 20,434         | 212,343          | 4,357         | 7,607                | \$ 387,128   |
| <b>2008</b>                     |              |                |                  |               |                      |              |
| Revenue from external customers | \$ 409,646   | 132,218        | 22,783           | 100,740       | 170,010              | \$ 835,397   |
| Long lived assets               | \$ 72,970    | 18,612         | 248,735          | 6,516         | 22,347               | \$ 369,180   |
| <b>2007</b>                     |              |                |                  |               |                      |              |
| Revenue from external customers | \$ 376,699   | 107,938        | 19,846           | 75,984        | 135,865              | \$ 716,332   |
| Long lived assets               | \$ 60,224    | 17,813         | 218,537          | 8,083         | 16,027               | \$ 320,684   |

Net revenues from external customers are based on the location of the customer. Long-lived assets of geographic areas are those assets used in the Company's operations in each geographical area and excludes intangibles, deferred tax assets and goodwill.

**(17) Commitments**

The Company leases buildings, motor vehicles and office equipment under operating leases. Several of these leases include options for renewal and in most cases, management expects that in the normal course of business, leases will be renewed or replaced by other leases. Rental charges for operating leases are expensed on a straight-line basis over the lease term taking into account rent concessions or holidays. Rent expenses under operating leases for the years ended June 30 2009, 2008 and 2007 were approximately \$14.9 million, \$9.1 million and \$8.2 million, respectively. At June 30, 2009 the Company had the following future minimum lease payments under non-cancelable operating leases (in thousands):

| <b>Years</b> | <b>Operating Leases</b> |
|--------------|-------------------------|
| 2010         | \$ 12,538               |
| 2011         | 9,970                   |
| 2012         | 5,174                   |
| 2013         | 2,658                   |
| 2014         | 2,079                   |
| Thereafter   | 6,467                   |

|                              |    |        |
|------------------------------|----|--------|
| Total minimum lease payments | \$ | 38,886 |
|------------------------------|----|--------|

F28

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(17) Commitments, Continued**

Excluding lease commitments details of contractual obligations at June 30, 2009 are as follows (in thousands):

| In \$000 s                    | Total      | 2010       | Payments Due by Period |       |      |      |            |
|-------------------------------|------------|------------|------------------------|-------|------|------|------------|
|                               |            |            | 2011                   | 2012  | 2013 | 2014 | Thereafter |
| Long-Term Debt                | \$ 161,736 | \$ 67,545  | \$ 94,191              | \$ -  | \$ - | \$ - | \$ -       |
| Purchase Obligations          | \$ 88,968  | \$ 88,926  | \$ 22                  | \$ 20 | \$ - | \$ - | \$ -       |
| Total Contractual Obligations | \$ 250,704 | \$ 156,471 | \$ 94,213              | \$ 20 | \$ - | \$ - | \$ -       |

Details of other commercial commitments at June 30, 2009 are as follows:

| In \$000 s                   | Total<br>Amounts<br>Committed | Amount of Commitment Expiration Per Period |           |           |      |      |            |
|------------------------------|-------------------------------|--------------------------------------------|-----------|-----------|------|------|------------|
|                              |                               | 2010                                       | 2011      | 2012      | 2013 | 2014 | Thereafter |
| Standby Letters of Credit    | \$ 900                        | \$ 900                                     | \$ -      | \$ -      | \$ - | \$ - | \$ -       |
| Other commercial commitments | \$ 567                        | 98                                         | 48        | -         | -    | -    | 421        |
| Guarantees*                  | \$ 92,735                     | 1,335                                      | 64,851    | 22,761    | -    | -    | 3,788      |
| Total Commercial Commitments | \$ 94,202                     | \$ 2,333                                   | \$ 64,899 | \$ 22,761 | \$ - | \$ - | \$ 4,209   |

\* The above guarantees mainly relate to security provided as part of our Syndicated Facility Agreement and requirements under contractual obligations with insurance companies transacting with our German subsidiaries.

**(18) Legal Actions and Contingencies**

In the normal course of business, we are subject to routine litigation incidental to our business. While the results of this litigation cannot be predicted with certainty, we believe that their final outcome will not have a material adverse effect on our consolidated financial statements taken as a whole.

During September and October 2004, we began receiving tax assessment notices for the audit of one of our German subsidiaries by the German tax authorities for the years 1996 through 1998. Certain aspects of these assessment notices are being contested and appealed to the German tax authority office. As the outcome of the appeal cannot be predicted with certainty, any tax issues resolved in a manner not consistent with our expectations may require us to adjust our provision for income tax in the period of resolution.

In February 2007, the University of Sydney commenced legal action in the Federal Court of Australia against us, claiming breach of a license agreement and infringement of certain intellectual property. The claim has been amended to include an allegation of breach of confidentiality. The university is seeking various types of relief, including an injunction against manufacturing, supplying, offering for sale, selling or exporting

## Edgar Filing: RESMED INC - Form 10-K

certain mask devices, payment of license fees, damages or an account of profits, interest, costs and declaration of a constructive trust over and assignment of certain intellectual property. In October 2007, we filed a defense denying the university's claim, as well as a cross-claim against the university seeking an order for rectification of the contract and alleging the university violated the Australian Trade Practices Act. The matter is ongoing. We have not recognized a liability in relation to this matter at June 30, 2009 and we do not expect the outcome of this matter to have a material adverse effect on our consolidated financial statements.

F29

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(19) Voluntary Product Recall Expenses**

On April 23, 2007, we initiated a worldwide voluntary recall of approximately 300,000 units of our early production S8 flow generators used for the treatment of obstructive sleep apnea. In S8 devices manufactured between July 2004 and May 15, 2006, there is a remote potential for a short circuit in the power supply connector. The initial estimated cost of this action was \$59.7 million which was recognized as a charge to cost of sales in the consolidated statement of income year ended June 30, 2007. During the years ended June 30, 2009 and June 30, 2008 we recognized additional charges of \$Nil and \$3.1 million, respectively, due to an increase in return rates and consulting charges. These costs represented our best estimate of probable costs based on available data and accounted for factors such as expected return rates for the affected units, unit replacement costs, legal, consulting, logistical and temporary contractor expenses directly associated with the recall. We expect negligible additional costs associated with the recall and at June 30, 2009 there is no remaining recall accrual.

Following is a summary of the liabilities related to the voluntary product recall that were recorded during the year ended June 30, 2009 (in thousands):

|                                   | <b>Total accrued costs</b> |
|-----------------------------------|----------------------------|
| Balance at June 30, 2007          | \$ 45,098                  |
| Voluntary product recall expenses | 3,103                      |
| Cash payments                     | (48,477)                   |
| Foreign currency translation      | 1,304                      |
| Balance at June 30, 2008          | \$ 1,028                   |
| Voluntary product recall expenses | -                          |
| Cash payments                     | (948)                      |
| Foreign currency translation      | (80)                       |
| Balance at June 30, 2009          | \$ -                       |

F30

**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(20) Fair Value Measurements**

On July 1, 2008 we adopted the provisions of FASB Statement No. 157, Fair Value Measurements ( SFAS 157 ) for financial assets and liabilities recognized on a recurring basis. In accordance with FASB Staff Position 157-2, Effective date of FASB Statement 157, we have deferred the applications of FAS 157 for our nonfinancial assets and liabilities until fiscal year 2010. SFAS 157 defines fair value, establishes a framework for measuring fair value and expands the disclosure requirements for fair value measurements. The adoption of SFAS 157 for financial assets and liabilities did not have a material impact on our consolidated financial statements.

In determining the fair value measurements of our financial assets and liabilities, we consider the principal and most advantageous market in which we transact and consider assumptions that market participants would use when pricing the financial asset or liability. In accordance with SFAS 157, we maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The hierarchies of inputs required by SFAS157 are as follows:

- Level 1: Input prices quoted in an active market for identical financial assets or liabilities;
- Level 2: Inputs other than prices quoted in Level 1, such as prices quoted for similar financial assets and liabilities in active markets, prices for identical assets and liabilities in markets that are not active or other inputs that are observable or can be corroborated by observable market data
- Level 3: Input prices quoted that are significant to the fair value of the financial assets or liabilities which are not observable nor supported by an active market

The following table summarizes our financial assets and liabilities using the valuation input hierarchy (in thousands):

|                           | <b>Level 1</b> | <b>Level 2</b> | <b>Level 3</b> | <b>Total</b> |
|---------------------------|----------------|----------------|----------------|--------------|
| Cash and cash equivalents | \$ 415,650     | \$ -           | \$ -           | \$ 415,650   |
| Investment securities     | -              | 4,254          | -              | 4,254        |
| Cost-method investments   | -              | -              | 2,201          | 2,201        |
| Foreign currency options  | -              | 7,815          | -              | 7,815        |
|                           | \$ 415,650     | \$ 12,069      | \$ 2,201       | \$ 429,920   |

We determine the fair value of our financial assets as follows:

Cash and cash equivalents - The valuation used for our cash and other money market funds are derived from quoted market prices due to their short term nature and there is an active market for these financial instruments.

Investment securities - These securities represent our auction rate securities as described in Note 3. At June 30, 2009, we had investments totaling \$5.0 million at par value with an estimated fair value of \$4.3 million. The value of these securities are calculated by third party valuation

## Edgar Filing: RESMED INC - Form 10-K

models based on observable market prices and inputs including future cash flows, yields and spreads.

Cost-method investments - These investments include our holdings in privately held service companies and research companies that are not exchange traded and therefore not supported with observable market prices. However, these investments are valued by reference to their net asset values which can be market supported and observable inputs including future cash flows.

F31



**Table of Contents****RESMED INC. AND SUBSIDIARIES****Notes to Consolidated Financial Statements****(20) Fair Value Measurements, Continued**

Foreign currency options - These financial instruments are valued using third party valuation models based on market observable inputs, including interest rate curves, on market spot currency prices, volatilities and credit risk.

The following table shows a reconciliation of the year ended June 30, 2009 for fair value measurements using significant unobservable inputs (thousands):

|                              | <b>Cost-Method Investments</b> |
|------------------------------|--------------------------------|
| Balance at July 1, 2008      | \$ 1,405                       |
| Purchases                    | 2,267                          |
| Impairment                   | (1,306)                        |
| Foreign currency translation | (165)                          |
| Balance at June 30, 2009     | \$ 2,201                       |

**(21) Subsequent Events**

In accordance with SFAS No. 165, we have evaluated any events or transactions occurring after June 30, 2009, the balance sheet date, through August 20, 2009, the date that consolidated financial statements were issued, and noted that there have been no such events or transactions which would impact our consolidated financial statements for the year ended June 30, 2009.

**Table of Contents****SCHEDULE II****RESMED INC. AND SUBSIDIARIES****VALUATION AND QUALIFYING ACCOUNTS AND RESERVES****YEARS ENDED JUNE 30, 2009, 2008 AND 2007**

(in thousands)

|                                 | <b>Balance<br/>at<br/>Beginning<br/>of Period</b> | <b>Charged<br/>to costs<br/>and<br/>expenses</b> | <b>Other<br/>(deductions)</b> | <b>Balance<br/>at end<br/>of<br/>period</b> |
|---------------------------------|---------------------------------------------------|--------------------------------------------------|-------------------------------|---------------------------------------------|
| <b>Year ended June 30, 2009</b> |                                                   |                                                  |                               |                                             |
| Applied against asset account   |                                                   |                                                  |                               |                                             |
| Allowance for doubtful accounts | \$ 4,935                                          | 4,070                                            | (1,624)                       | \$ 7,381                                    |
| <b>Year ended June 30, 2008</b> |                                                   |                                                  |                               |                                             |
| Applied against asset account   |                                                   |                                                  |                               |                                             |
| Allowance for doubtful accounts | \$ 4,704                                          | 1,238                                            | (1,007)                       | \$ 4,935                                    |
| <b>Year ended June 30, 2007</b> |                                                   |                                                  |                               |                                             |
| Applied against asset account   |                                                   |                                                  |                               |                                             |
| Allowance for doubtful accounts | \$ 4,645                                          | 1,173                                            | (1,114)                       | \$ 4,704                                    |

See accompanying report of independent registered public accounting firm.

**Table of Contents****RESMED INC. AND SUBSIDIARIES****SIGNATURES**

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

DATED August 18, 2009

ResMed Inc.

/s/ **KIERAN T. GALLAHUE**  
Kieran T. Gallahue  
President and Chief Executive Officer

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the Registrant and in the capacities and on the dates indicated.

| <b>SIGNATURE</b>                  | <b>TITLE</b>                                                      | <b>DATE</b>     |
|-----------------------------------|-------------------------------------------------------------------|-----------------|
| /s/ <b>KIERAN T. GALLAHUE</b>     | President and Chief Executive Officer                             | August 18, 2009 |
| Kieran T. Gallahue                | (Principal Executive Officer)                                     |                 |
| /s/ <b>BRETT A. SANDERCOCK</b>    | Chief Financial Officer                                           | August 18, 2009 |
| Brett A. Sandercock               | (Principal Financial Officer and<br>Principal Accounting Officer) |                 |
| /s/ <b>PETER C. FARRELL</b>       | Executive Chairman of the Board                                   | August 18, 2009 |
| Peter C. Farrell                  |                                                                   |                 |
| /s/ <b>CHRISTOPHER G. ROBERTS</b> | Director                                                          | August 18, 2009 |
| Christopher G. Roberts            |                                                                   |                 |
| /s/ <b>MICHAEL A. QUINN</b>       | Director                                                          | August 18, 2009 |
| Michael A. Quinn                  |                                                                   |                 |

Edgar Filing: RESMED INC - Form 10-K

|                                    |          |                 |
|------------------------------------|----------|-----------------|
| <u>/s/ <b>GARY W. PACE</b></u>     | Director | August 18, 2009 |
| Gary W. Pace                       |          |                 |
| <u>/s/ <b>RICHARD SULPIZIO</b></u> | Director | August 18, 2009 |
| Richard Sulpizio                   |          |                 |
| <u>/s/ <b>RON TAYLOR</b></u>       | Director | August 18, 2009 |
| Ron Taylor                         |          |                 |
| <u>/s/ <b>JOHN P. WAREHAM</b></u>  | Director | August 18, 2009 |
| John P. Wareham                    |          |                 |

S-1

## **Table of Contents**

### **RESMED INC. AND SUBSIDIARIES**

#### **EXHIBIT INDEX**

#### **The following documents are filed as part of this report:**

- (a) Consolidated Financial Statements and Schedules The index to the consolidated financial statements and schedule of the Company and its consolidated subsidiaries are set forth in the Index to Consolidated Financial Statements under Item 8 of this report.
- (b) Exhibit Lists
- 3.1 First Restated Certificate of Incorporation of Registrant, as amended <sup>(15)</sup>
- 3.2 Third Restated By-laws of Registrant<sup>(12)</sup>
- 3.3 Fourth Amended and Restated Bylaws of ResMed Inc. <sup>(17)</sup>
- 4.1 Form of certificate evidencing shares of Common Stock<sup>(1)</sup>
- 10.1\* 1995 Stock Option Plan<sup>(1)</sup>
- 10.2\* 1997 Equity Participation Plan<sup>(3)</sup>
- 10.3 Licensing Agreement between the University of Sydney and ResMed Ltd dated May 17, 1991, as amended<sup>(1)</sup>
- 10.5 Loan Agreement between the Australian Trade Commission and ResMed Ltd dated May 3, 1994<sup>(1)</sup>
- 10.6 Lease for 10121 Carroll Canyon Road, San Diego CA 92131-1109, USA <sup>(4)</sup>
- 10.7 Sale and Leaseback Agreements for 97 Waterloo Rd, North Ryde, Australia<sup>(5)</sup>
- 10.8\* Employment Agreement dated May 14, 2002, between Servo Magnetics Inc. and Leslie Hoffman<sup>(6)</sup>
- 10.9 Agreement for the purchase of Lot 6001, Norwest Business Park, Baulkham Hills, Australia<sup>(6)</sup>
- 10.10\* 2003 Employee Stock Purchase Plan<sup>(7)</sup>
- 10.11 Loan Agreement between ResMed Limited and HSBC Bank Australia Limited <sup>(11)</sup>
- 10.12 Securities Sale Agreement Financiere Ace S.A.S. dated as of May 4, 2005 <sup>(11)</sup>
- 10.13 First Amended and Restated Loan Agreement, dated as of November 1, 2005, by and among ResMed Corp., ResMed EAP Holdings Inc. and Union Bank of California, N.A. <sup>(8)</sup>
- 10.14 Security Agreement, dated as of November 1, 2005, by and between ResMed EAP Holdings Inc. and Union Bank of California, N.A. <sup>(8)</sup>
- 10.15 Continuing Guaranty, dated as of November 1, 2005, by and between ResMed Corp. and ResMed EAP Holdings Inc and Union Bank of California, N.A. <sup>(8)</sup>
- 10.16 Commercial Promissory Note, dated as of November 1, 2005, made by ResMed Corp. and ResMed EAP Holdings Inc. <sup>(8)</sup>
- 10.17 Commercial Promissory Note, dated as of November 1, 2005, made by ResMed Corp. and ResMed EAP Holdings Inc. <sup>(8)</sup>
- 10.18 Second Amended and Restated Revolving Loan Agreement, dated as of March 13, 2006, among ResMed Corp., Motor Technologies Inc., ResMed EAP Holdings Inc. and Union Bank of California, N.A. <sup>(9)</sup>
- 10.19 Syndicated Facility Agreement, dated as of June 8, 2006, by and between ResMed Limited and HSBC Bank Australia Limited <sup>(10)</sup>
- 10.20 Deed of Guarantee and Indemnity, dated as of June 8, 2006, by and among HSBC Bank Australia Limited, ResMed Limited, ResMed SAS, ResMed GmbH & Co. KG, ResMed (UK) Limited and Take Air Medical Handels-GmbH <sup>(10)</sup>

**Table of Contents**

|        |                                                                                                                                                                                                                                         |
|--------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 10.21  | Deed of Guarantee and Indemnity, dated as of June 8, 2006, by and among HSBC Bank Australia Limited, ResMed Inc., ResMed Corp. and ResMed Limited <sup>(10)</sup>                                                                       |
| 10.22  | Working Capital Agreement, dated as of June 8, 2006, by and among ResMed (UK) Limited and HSBC Bank plc <sup>(10)</sup>                                                                                                                 |
| 10.23  | Working Capital Agreement, dated as of June 8, 2006, by and among ResMed Limited and HSBC Bank Australia Limited <sup>(10)</sup>                                                                                                        |
| 10.24* | ResMed Inc. 2006 Incentive Award Plan <sup>(16)</sup>                                                                                                                                                                                   |
| 10.25* | Amendment No. 1 to the ResMed Inc. 2006 Incentive Award Plan <sup>(13)</sup>                                                                                                                                                            |
| 10.26* | 2006 Grant agreement for Board of Directors <sup>(13)</sup>                                                                                                                                                                             |
| 10.27* | 2006 Grant agreement for Executive Officers <sup>(15)</sup>                                                                                                                                                                             |
| 10.28* | 2006 Grant agreement for Australian Executive Officers <sup>(15)</sup>                                                                                                                                                                  |
| 10.29* | Form of Executive Agreement <sup>(14)</sup>                                                                                                                                                                                             |
| 10.30  | Second Amendment to Second Amended and Restated Revolving Loan Agreement dated January 28, 2008 <sup>(18)</sup>                                                                                                                         |
| 10.31  | Lease Agreement between ResMed Corp. and Poway Danielson, LP <sup>(19)</sup>                                                                                                                                                            |
| 10.32  | First Amended and Restated Syndicated Facility Agreement dated September 30, 2008 <sup>(20)</sup>                                                                                                                                       |
| 10.33  | Amendment and Restatement Agreement, dated as of September 30, 2008, by and between ResMed Limited; The Hong Kong and Shanghai Banking Corporation, Sydney Branch; and HSBC Bank Australia Limited <sup>(20)</sup>                      |
| 10.34  | US Guarantee Consent Deed, dated as of September 17, 2008, by and among HSBC Bank Australia Limited, ResMed Inc., ResMed Corp. and ResMed Limited <sup>(20)</sup>                                                                       |
| 10.35  | International Guarantee Consent Deed, dated as of September 30, 2008, by and among HSBC Bank Australia Limited, ResMed Limited, ResMed SAS, ResMed GmbH & Co. KG, ResMed (UK) Limited and Take Air Medical Handels-GmbH <sup>(20)</sup> |
| 10.36* | Amended and Restated 2006 Incentive Award Plan dated November 20, 2008 <sup>(21)</sup>                                                                                                                                                  |
| 10.37  | Departure of Directors or Certain Officers dated December 12, 2008 <sup>(22)</sup>                                                                                                                                                      |
| 10.38  | Third Amendment to the March 1, 2006 Second Amended and Restated Revolving Loan Agreement <sup>(23)</sup>                                                                                                                               |
| 10.39  | Approval of new share repurchase program dated May 29, 2009 <sup>(24)</sup>                                                                                                                                                             |
| 10.40  | Form of Indemnification Agreements for our directors and officers <sup>(25)</sup>                                                                                                                                                       |
| 10.41  | Form of Access Agreement for directors <sup>(26)</sup>                                                                                                                                                                                  |
| 10.42* | Updated Form of Executive Agreement <sup>(9)</sup>                                                                                                                                                                                      |
| 21.1   | Subsidiaries of the Registrant <sup>(9)</sup>                                                                                                                                                                                           |
| 23.1   | Independent Registered Public Accounting Firm's Consent and Report on Schedule <sup>(9)</sup>                                                                                                                                           |
| 31.1   | Certification of Chief Executive Officer Pursuant to Section 302 of Sarbanes-Oxley Act of 2002 <sup>(9)</sup>                                                                                                                           |
| 31.2   | Certification of Chief Financial Officer Pursuant to Section 302 of Sarbanes-Oxley Act of 2002 <sup>(9)</sup>                                                                                                                           |
| 32.1   | Certification of Chief Executive Officer and Chief Financial Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 <sup>(9)</sup>                                                                                           |

---

**Table of Contents**

---

\* Management contract or compensatory plan or arrangement

- (1) Incorporated by reference to the Registrant s Registration Statement on Form S-1 (No. 33-91094) declared effective on June 1, 1995.
- (2) Incorporated by reference to the Registrant s Registration Statement on Form 8-A12G filed on April 25, 1997.
- (3) Incorporated by reference to the Registrant s 1997 Proxy Statement.
- (4) Incorporated by reference to the Registrant s Report on Form 10-K dated June 30, 1998.
- (5) Incorporated by reference to the Registrant s Report on Form 10-K for the year ended June 30, 2001.
- (6) Incorporated by reference to the Registrant s Report on Form 10-K for the year ended June 30, 2002.
- (7) Incorporated by reference to the Registrant s 2003 Definitive Proxy Statement dated October 13, 2007.
- (8) Incorporated by reference to the Registrant s Form 8-K dated November 8, 2005.
- (9) Filed herewith.
- (10) Incorporated by reference to the Registrant s Form 8-K dated June 8, 2006.
- (11) Incorporated by reference to the Registrant s Report on Form 10-K for the year ended June 30, 2005.
- (12) Incorporated by reference to the Registrant s Report on Form 8-K dated February 23, 2007.
- (13) Incorporated by reference to the Registrant s Report on Form 10-Q for the quarter ended December 31, 2006.
- (14) Incorporated by reference to the Registrant s Report on Form 8-K dated July 9, 2007.
- (15) Incorporated by reference to the Registrant s Report on Form 10-K for the year ended June 30, 2007
- (16) Incorporated by reference to the Registrant s Report on Form 8-K dated November 9, 2006.
- (17) Incorporated by reference to the Registrants Report on Form 8-K filed on December 14, 2007
- (18) Incorporated by reference to the Registrants Report on Form 8-K filed on February 6, 2008.
- (19) Incorporated by reference to the Registrants Report on Form 8-K filed on March 27, 2008.
- (20) Incorporated by reference to the Registrant s Definitive Proxy Statement filed October 6, 2008.
- (21) Incorporated by reference to the Registrant s Definitive Proxy Statement filed October 15, 2008.
- (22) Incorporated by reference to the Registrant s Report on Form 8-K filed on December 15, 2008.
- (23) Incorporated by reference to the Registrant s Report on Form 8-K filed on March 5, 2009.
- (24) Incorporated by reference to the Registrant s Report on Form 8-K filed on June 4, 2009.
- (25) Incorporated by reference to the Registrant s Report on Form 8-K filed on June 24, 2009.