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Resmed Inc. Announces Results for the Third Quarter of Fiscal Year 2025

- Year-over-year revenue grows 8%, operating profit up 14%, non-GAAP operating profit up 13%
- Operating cash flow of \$579 million

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

SAN DIEGO, April 23, 2025 – Resmed Inc. (NYSE: RMD, ASX: RMD) today announced results for its quarter ended March 31, 2025.

Third Quarter 2025 Highlights

All comparisons are to the prior year period

- Revenue increased by 8% to \$1.3 billion; up 9% on a constant currency basis
- Gross margin improved 140 bps to 59.3%; non-GAAP gross margin improved 140 bps to 59.9%
- Income from operations increased 14%; non-GAAP income from operations up 13%
- Operating cash flow of \$579 million
- Diluted earnings per share of \$2.48; non-GAAP diluted earnings per share of \$2.37

"Our positive fiscal year 2025 performance continued in the third quarter, with strong top-line revenue growth, margin expansion, and double-digit EPS growth resulting from solid customer demand for our best-in-class products and software solutions," said Resmed's Chairman and CEO, Mick Farrell.

"We delivered 9% constant currency revenue growth and 140 bps improvement in non-GAAP gross margin. These results are evidence that sleep health customers recognize our products and software solutions as the gold standard for care. Our continued growth was achieved by the incredible commitment of our team that has created a clear market-leading value proposition in connected digital health. We remain laser-focused on continuing to address the over 2.3 billion people around the globe with sleep health and breathing health issues and all those who need world-class software for healthcare delivered at home. We will continue to drive increased patient flow as we accelerate education and awareness outreach to physicians, providers, patients, and beyond, ensuring a strong pipeline of people who need access to our products and solutions to improve their lives."

Financial Results and Operating Metrics

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

	Three Months Ended								
		March 31, 2025		March 31, 2024	% Change	Constant Currency ^(A)			
Revenue	\$	1,291.7	\$	1,197.0	8 %	9 %			
Gross margin		59.3 %		57.9 %	2				
Non-GAAP gross margin (B)		59.9 %		58.5 %	2				
Selling, general, and administrative expenses		245.3		229.9	7	8			
Research and development expenses		83.9		77.1	9	11			
Income from operations		426.3		374.6	14				
Non-GAAP income from operations (B)		444.6		393.6	13				
Net income		365.0		300.5	21				
Non-GAAP net income (B)		348.5		314.4	11				
Diluted earnings per share	\$	2.48	\$	2.04	22				
Non-GAAP diluted earnings per share (B)	\$	2.37	\$	2.13	11				

	Nine Months Ended								
		March 31, 2025		March 31, 2024	% Change	Constant Currency ^(A)			
Revenue	\$	3,798.3	\$	3,462.1	10 %	10 %			
Gross margin		58.8 %		56.0 %	5				
Non-GAAP gross margin ^(B)		59.4 %		57.2 %	4				
Selling, general, and administrative expenses		725.9		674.9	8	8			
Research and development expenses		244.8		226.7	8	9			
Income from operations		1,230.8		938.7	31				
Non-GAAP income from operations (B)		1,286.9		1,077.9	19				
Net income		1,021.0		728.7	40				
Non-GAAP net income (B)		1,032.2		833.0	24				
Diluted earnings per share	\$	6.93	\$	4.94	40				
Non-GAAP diluted earnings per share (B)	\$	7.00	\$	5.65	24				

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

Discussion of Third Quarter Results

All comparisons are to the prior year period unless otherwise noted

- Revenue grew by 9 percent on a constant currency basis, driven by increased demand for our sleep devices and masks portfolio, as well as solid growth across our Residential Care Software business.
 - Revenue in the U.S., Canada, and Latin America, excluding Residential Care Software, grew by 9 percent.

- Revenue in Europe, Asia, and other markets, excluding Residential Care Software, grew by
 8 percent on a constant currency basis.
- Residential Care Software revenue increased by 10 percent on a constant currency basis,
 reflecting continued organic growth in our Residential Care Software portfolio.
- Gross margin increased by 140 basis points mainly due to manufacturing and logistics efficiencies as well
 as favorable shifts in product mix, partially offset by unfavorable foreign currency movements. NonGAAP gross margin increased by 140 basis points due to the same factors.
- Selling, general, and administrative expenses increased by 8 percent on a constant currency basis. The
 increase in SG&A expenses was mainly due to increases in employee-related costs and marketing
 expenses. SG&A expenses improved to 19.0 percent of revenue in the quarter, compared with 19.2 percent
 in the same period of the prior year.
- Income from operations increased by 14 percent and non-GAAP income from operations increased by 13
 percent.
- Net income for the quarter was \$365 million and diluted earnings per share was \$2.48. Non-GAAP net income increased by 11 percent to \$349 million, and non-GAAP diluted earnings per share increased by 11 percent to \$2.37, predominantly attributable to strong sales growth and gross margin improvement.
- Operating cash flow for the quarter was \$579 million, compared to net income in the current quarter of \$365 million and non-GAAP net income of \$349 million. We received \$107 million in tax refunds from the IRS during the quarter, of which \$100 million had been previously recorded as a receivable. Operating cash flows excluding the impact of these tax refunds was \$471 million.
- During the quarter, we paid \$78 million in dividends to shareholders and repurchased 314,000 shares for consideration of \$75 million as part of our ongoing capital management.

Other Business and Operational Highlights

- Announced that our home sleep apnea test, NightOwl™, is now available across the United States.
 NightOwl is an FDA-cleared home sleep apnea test (HSAT) designed to offer healthcare providers a simplified, accurate, and efficient way to diagnose obstructive sleep apnea from the comfort of an individual's home.
- Unveiled the findings of our fifth annual Global Sleep Survey. With insights from 30,026 respondents across
 13 markets, the study underscored a widespread global sleep crisis, with people losing an average of nearly
 three nights of restorative sleep each week.
- Announced a comprehensive brand evolution designed to unify our brand portfolio to serve more people
 and healthcare providers worldwide and reflect our future physician and customer education.
- Announced the publication of a landmark meta-analysis in The Lancet Respiratory Medicine, demonstrating
 that CPAP therapy significantly reduces the risk of death for people with obstructive sleep apnea (OSA).

Awarded as one of the "Top 100 Global Innovators" from LexisNexis. This prestigious award includes a
roster of companies around the world that are driving innovation in the global economy.

Dividend program

The Resmed board of directors today declared a quarterly cash dividend of \$0.53 per share. The dividend will have a record date of May 8, 2025, payable on June 12, 2025. The dividend will be paid in U.S. currency to holders of Resmed's common stock trading on the New York Stock Exchange. Holders of CHESS Depositary Interests ("CDIs") trading on the Australian Securities Exchange will receive an equivalent amount in Australian currency, based on the exchange rate on the record date, and reflecting the 10:1 ratio between CDIs and NYSE shares. The ex-dividend date will be May 7, 2025, for common stockholders and for CDI holders. Resmed has received a waiver from the ASX's settlement operating rules, which will allow Resmed to defer processing conversions between its common stock and CDI registers from May 7, 2025, through May 8, 2025, inclusive.

Webcast details

Resmed will discuss its third quarter fiscal year 2025 results on its webcast at 1:30 p.m. U.S. Pacific Time today. The live webcast of the call can be accessed on Resmed's Investor Relations website at investor.resmed.com. Please go to this section of the website and click on the icon for the "Q3 2025 Earnings Webcast" to register and listen to the live webcast. A replay of the earnings webcast will be accessible on the website and available approximately two hours after the live webcast. In addition, a telephone replay of the conference call will be available approximately three hours after the webcast by dialing +1 877-660-6853 (U.S.) or +1 201-612-7415 (outside U.S.) and entering the passcode 13752711. The telephone replay will be available until May 7, 2025.

About Resmed

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

Safe harbor statement

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

Condensed Consolidated Statements of Operations

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

	Three Mor	nths	Ended	Nine Mon	nths Ended			
	March 31, 2025		March 31, 2024	March 31, 2025		March 31, 2024		
Net revenue	\$ 1,291,736	\$	1,196,980	\$ 3,798,334	\$	3,462,102		
Cost of sales	517,883		496,387	1,540,684		1,483,088		
Amortization of acquired intangibles (1)	7,444		7,812	22,748		24,976		
Masks with magnets field safety notification expenses (1)	_		_	_		6,351		
Astral field safety notification expenses (1)	_		_	_		7,911		
Total cost of sales	\$ 525,327	\$	504,199	\$ 1,563,432	\$	1,522,326		
Gross profit	\$ 766,409	\$	692,781	\$ 2,234,902	\$	1,939,776		
Selling, general, and administrative	245,302		229,919	725,894		674,948		
Research and development	83,944		77,074	244,840		226,664		
Amortization of acquired intangibles (1)	10,895		11,204	33,345		35,259		
Restructuring expenses (1)						64,228		
Total operating expenses	\$ 340,141	\$	318,197	 1,004,079	\$	1,001,099		
Income from operations	\$ 426,268	\$	374,584	\$ 1,230,823	\$	938,677		
Other income (expenses), net:								
Interest (expense) income, net	\$ 793	\$	(11,026)	\$ (1,643)	\$	(39,787)		
Gain (loss) attributable to equity method investments	335		440	2,375		(2,716)		
Gain (loss) on equity investments	(5,647)		13,919	(7,765)		11,429		
Other, net	 (4,056)		(2,496)	(4,277)		(537)		
Total other income (expenses), net	(8,575)		837	(11,310)		(31,611)		
Income before income taxes	\$ 417,693	\$	375,421	\$ 1,219,513	\$	907,066		
Income taxes	 52,652		74,929	 198,495		178,351		
Net income	\$ 365,041	\$	300,492	\$ 1,021,018	\$	728,715		
Basic earnings per share	\$ 2.49	\$	2.04	\$ 6.96	\$	4.96		
Diluted earnings per share	\$ 2.48	\$	2.04	\$ 6.93	\$	4.94		
Non-GAAP diluted earnings per share (1)	\$ 2.37	\$	2.13	\$ 7.00	\$	5.65		
Basic shares outstanding	146,719		146,959	146,797		147,056		
Diluted shares outstanding	147,220		147,450	147,432		147,549		

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

Condensed Consolidated Balance Sheets

(Unaudited; \$ in thousands)

	 March 31, 2025		June 30, 2024
Assets			
Current assets:			
Cash and cash equivalents	\$ 932,711	\$	238,361
Accounts receivable, net	907,825		837,275
Inventories	862,641		822,250
Prepayments and other current assets	 505,243		459,833
Total current assets	\$ 3,208,420	\$	2,357,719
Non-current assets:			
Property, plant, and equipment, net	\$ 535,339	\$	548,025
Operating lease right-of-use assets	152,603		151,121
Goodwill and other intangibles, net	3,279,030		3,327,959
Deferred income taxes and other non-current assets	 391,430		487,570
Total non-current assets	\$ 4,358,402	\$	4,514,675
Total assets	\$ 7,566,822	\$	6,872,394
Liabilities and Stockholders' Equity			
Current liabilities:			
Accounts payable	\$ 222,561	\$	237,728
Accrued expenses	386,325		377,678
Operating lease liabilities, current	28,749		25,278
Deferred revenue	160,445		152,554
Income taxes payable	132,530		107,517
Short-term debt	9,906		9,900
Total current liabilities	\$ 940,516	\$	910,655
Non-current liabilities:			
Deferred revenue	\$ 151,090	\$	137,343
Deferred income taxes	78,983		79,339
Operating lease liabilities, non-current	137,991		141,444
Other long-term liabilities	48,983		42,257
Long-term debt	663,126		697,313
Total non-current liabilities	\$ 1,080,173	\$	1,097,696
Total liabilities	\$ 2,020,689	\$	2,008,351
Stockholders' equity			
Common stock	\$ 761	\$	588
Additional paid-in capital	1,990,137		1,896,604
Retained earnings	5,779,375		4,991,647
Treasury stock	(1,973,284)		(1,773,267)
Accumulated other comprehensive income	(250,856)		(251,529)
Total stockholders' equity	\$ 5,546,133	\$	4,864,043
Total liabilities and stockholders' equity	\$ 7,566,822	\$	6,872,394
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Condensed Consolidated Statements of Cash Flows

(Unaudited; \$ in thousands)

	Three Months Ended					Nine Months Ended			
	N	1arch 31, 2025		March 31, 2024		March 31, 2025		March 31, 2024	
Cash flows from operating activities:									
Net income	\$	365,041	\$	300,492	\$	1,021,018	\$	728,715	
Adjustment to reconcile net income to cash provided by operating activities:									
Depreciation and amortization		43,675		43,474		134,845		133,192	
Amortization of right-of-use assets		8,235		11,168		26,678		28,262	
Stock-based compensation costs		24,120		20,442		66,910		58,792	
(Gain) loss attributable to equity method investments, net of dividends received		(335)		(440)		(2,375)		2,716	
(Gain) loss on equity investments		5,647		(13,919)		7,765		(11,429)	
Non-cash restructuring expenses		_		_		_		33,239	
Changes in operating assets and liabilities:									
Accounts receivable, net		(40,033)		(56,486)		(71,469)		(76,755)	
Inventories, net		29,864		86,199		(48,032)		163,294	
Prepaid expenses, net deferred income taxes and other current assets		79,357		(24,386)		35,612		(98,976)	
Accounts payable, accrued expenses, income taxes payable and other		63,091		35,488		41,870		96	
Net cash provided by (used in) operating activities	\$	578,662	\$	402,032	\$	1,212,822	\$	961,146	
Cash flows from investing activities:									
Purchases of property, plant, and equipment		(20,796)		(21,191)		(59,280)		(74,579)	
Patent registration and acquisition costs		(2,992)		(1,918)		(7,584)		(13,954)	
Business acquisitions, net of cash acquired				(3,080)		(670)		(113,767)	
Purchases of investments		(2,053)		(2,387)		(4,403)		(9,692)	
Proceeds from exits of investments		_		_		4,378		250	
Proceeds (payments) on maturity of foreign currency contracts		(5,945)		(4,577)		1,227		(11,533)	
Net cash provided by (used in) investing activities	\$	(31,786)	\$	(33,153)	\$	(66,332)	\$	(223,275)	
Cash flows from financing activities:									
Proceeds from issuance of common stock, net		9,022		4,892		44,283		25,399	
Purchases of treasury stock		(75,026)		(50,000)		(200,017)		(100,007)	
Taxes paid related to net share settlement of equity awards		(364)		(314)		(17,487)		(8,336)	
Payments of business combination contingent consideration		_		_		(855)		(1,293)	
Proceeds from borrowings, net of borrowing costs		_		_		_		105,000	
Repayment of borrowings		_		(220,000)		(35,000)		(535,000)	
Dividends paid		(77,704)		(70,492)		(233,290)		(211,767)	
Net cash provided by (used in) financing activities	\$ \$	(144,072)	\$	(335,914)		(442,366)	\$	(726,004)	
Effect of exchange rate changes on cash	\$	7,963	\$	(5,302)	\$	(9,774)	\$	(1,848)	
Net increase (decrease) in cash and cash equivalents		410,767		27,663		694,350		10,019	
Cash and cash equivalents at beginning of period	_	521,944	_	210,247	_	238,361	_	227,891	
Cash and cash equivalents at end of period	\$	932,711	\$	237,910	\$	932,711	\$	237,910	

Reconciliation of Non-GAAP Financial Measures

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

The measures "non-GAAP gross profit" and "non-GAAP gross margin" exclude amortization expense from acquired intangibles and are reconciled below:

	Three Months Ended					Nine Months Ended			
	March 31, 2025		March 31, 2024		March 31, 2025			March 31, 2024	
Revenue	\$	1,291,736	\$	1,196,980	\$	3,798,334	\$	3,462,102	
GAAP cost of sales	\$	525,327	\$	504,199	\$	1,563,432	\$	1,522,326	
Less: Amortization of acquired intangibles (A)		(7,444)		(7,812)		(22,748)		(24,976)	
Less: Masks with magnets field safety notification expenses (A)		_		_		_		(6,351)	
Less: Astral field safety notification expenses (A)		_		_				(7,911)	
Non-GAAP cost of sales	\$	517,883	\$	496,387	\$	1,540,684	\$	1,483,088	
GAAP gross profit	\$	766,409	\$	692,781	\$	2,234,902	\$	1,939,776	
GAAP gross margin		59.3 %		57.9 %		58.8 %		56.0 %	
Non-GAAP gross profit	\$	773,853	\$	700,593	\$	2,257,650	\$	1,979,014	
Non-GAAP gross margin		59.9 %		58.5 %		59.4 %		57.2 %	

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

	Three Months Ended				Nine Months Ended			
	N	March 31, 2025		March 31, 2024		March 31, 2025		March 31, 2024
GAAP income from operations	\$	426,268	\$	374,584	\$	1,230,823	\$	938,677
Amortization of acquired intangibles—cost of sales (A)		7,444		7,812		22,748		24,976
Amortization of acquired intangibles—operating expenses (A)		10,895		11,204		33,345		35,259
Restructuring (A)		_		_		_		64,228
Masks with magnets field safety notification expenses (A)		_		_		_		6,351
Astral field safety notification expenses (A)		_		_		_		7,911
Acquisition-related expenses (A)				_				483
Non-GAAP income from operations	\$	444,607	\$	393,600	\$	1,286,916	\$	1,077,885

Reconciliation of Non-GAAP Financial Measures

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

The measures "non-GAAP net income" and "non-GAAP diluted earnings per share" are reconciled with GAAP net income and GAAP diluted earnings per share in the table below:

	Three Months Ended					Nine Months Ended			
		March 31, 2025		March 31, 2024		March 31, 2025		March 31, 2024	
GAAP net income	\$	365,041	\$	300,492	\$	1,021,018	\$	728,715	
Amortization of acquired intangibles—cost of sales (A)		7,444		7,812		22,748		24,976	
Amortization of acquired intangibles—operating expenses (A)		10,895		11,204		33,345		35,259	
Restructuring expenses (A)		_		_		_		64,228	
Masks with magnets field safety notification expenses (A)				_		_		6,351	
Astral field safety notification expenses (A)		_				_		7,911	
Acquisition-related expenses (A)		_		_		_		483	
Income tax effect of interest and penalties on income tax refunds ^(A)		(29,976)		_		(29,976)		_	
Income tax effect on non-GAAP adjustments (A)		(4,871)		(5,083)		(14,904)		(34,969)	
Non-GAAP net income (A)	\$	348,533	\$	314,425	\$	1,032,231	\$	832,954	
GAAP diluted shares outstanding		147,220		147,450		147,432		147,549	
GAAP diluted earnings per share	\$	2.48	\$	2.04	\$	6.93	\$	4.94	
Non-GAAP diluted earnings per share (A)	\$	2.37	\$	2.13	\$	7.00	\$	5.65	

(A) Resmed adjusts for the impact of the amortization of acquired intangibles, interest and penalties on income tax refunds, restructuring expenses, field safety notification expenses, acquisition related expenses and associated tax effects from their evaluation of ongoing operations, and believes that investors benefit from adjusting these items to facilitate a more meaningful evaluation of current operating performance.

Resmed believes that non-GAAP diluted earnings per share is an additional measure of performance that investors can use to compare operating results between reporting periods. Resmed uses non-GAAP information internally in planning, forecasting, and evaluating the results of operations in the current period and in comparing it to past periods. Resmed believes this information provides investors better insight when evaluating Resmed's performance from core operations and provides consistent financial reporting. The use of non-GAAP measures is intended to supplement, and not to replace, the presentation of net income and other GAAP measures. Like all non-GAAP measures, non-GAAP earnings are subject to inherent limitations because they do not include all the expenses that must be included under GAAP.

Revenue by Product and Region

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

	Three Months Ended										
	M	larch 31, 2025	(A) N	March 31, (A)	% Change	Constant Currency (B)					
U.S., Canada, and Latin America											
Devices	\$	422.7	\$	399.3	6 %						
Masks and other		326.7		288.2	13						
Total U.S., Canada and Latin America	\$	749.3	\$	687.5	9						
Combined Europe, Asia, and other markets											
Devices	\$	253.5	\$	238.9	6 %	9 %					
Masks and other		127.7		122.6	4	7					
Total Combined Europe, Asia and other markets	\$	381.3	\$	361.6	5	8					
Global revenue											
Total Devices	\$	676.2	\$	638.2	6 %	7 %					
Total Masks and other		454.4		410.8	11	12					
Total Sleep and Breathing Health	\$	1,130.6	\$	1,049.0	8	9					
Residential Care Software		161.2		148.0	9	10					
Total	\$	1,291.7	\$	1,197.0	8	9					

		Nine Months Ended								
	March 31, 2025	4)	March 31, (A)	% Change	Constant Currency (B)					
U.S., Canada, and Latin America	 _	<u></u>								
Devices	\$ 1,221.6	\$	1,116.5	9 %						
Masks and other	 983.9		878.6	12						
Total U.S., Canada and Latin America	\$ 2,205.6	\$	1,995.2	11						
Combined Europe, Asia, and other markets										
Devices	\$ 749.6	\$	692.4	8 %	9 %					
Masks and other	 368.7		342.3	8	9					
Total Combined Europe, Asia and other markets	\$ 1,118.3	\$	1,034.8	8	9					
Global revenue										
Total Devices	\$ 1,971.3	\$	1,808.9	9 %	9 %					
Total Masks and other	 1,352.6		1,221.0	11	11					
Total Sleep and Breathing Health	\$ 3,323.9	\$	3,029.9	10	10					
Residential Care Software	 474.4		432.2	10	10					
Total	\$ 3,798.3	\$	3,462.1	10	10					

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

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