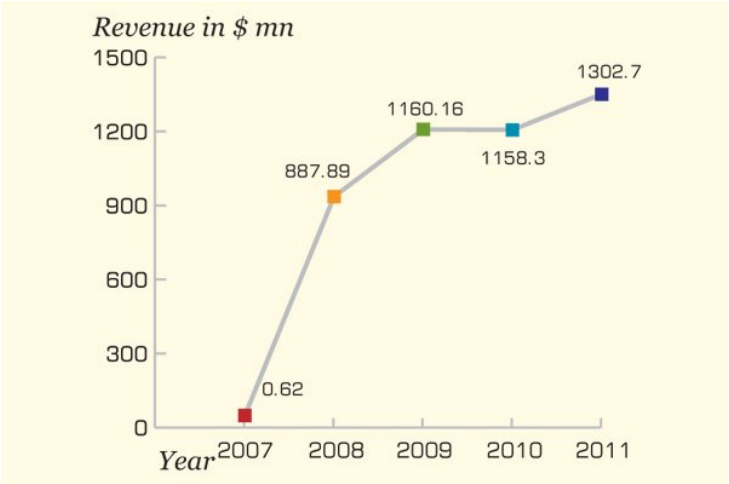
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ASIA EDITION

ResMed builds on partnerships for growth

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ResMed builds on partnerships for growth



ResMed President & CEO Peter C Farrell Driving in the niche industry of sleep disorders, ResMed was aggressive in strengthening its portfolio through acquisitions and product expansion in the European region in 2011. ResMed took a smart approach of acquiring and partnering with small technology-focused companies that deepens its reach into the vastly under-penetrated market for sleep-disordered breathing.

ResMed acquired Germany-based Grundler, a developer of innovative medical humidification products. The company now has competitive humidification solutions that provide superior therapy under a broad range of operating conditions.

It also acquired Irish medical technology company, BiancaMed to get hands on wireless monitoring of disorders during sleep and breathing at home and in hospitals. Furthermore, ResMed formed a partnership with CareFusion to strengthen the market of its two recently launched product range, Stellar 100 and 150 in the US healthcare market.

ResMed also launched S9 bilevels and the S9 Adaptive Servo ventilator (ASV) for treating obstructive and central sleep apnea primarily in heart failure patients, and the Mirage FX mask in 2011.

After facing a marginal drop in its revenue in 2010 in comparison to 2009, ResMed again picked up growth momentum in 2011. The company registered a growth of 12.47 percent with revenue of $1.3 billion in 2011 against the previous year's revenue of $1.16 billion.

During the last three years, ResMed increased its R&D investments from $63.1 million in 2009 to $92 million in 2011.

The company continually seeks to identify new applications of its technology for significant unmet medical needs and is supporting clinical trials in many countries, including the US, Germany, France, UK, Italy Switzerland, China and Australia, to develop new clinical applications of its technology.

Dr Peter C Farrell, president and CEO, ResMed, pointed out that increasing awareness of the dangers of untreated sleep-disordered breathing is the prime agenda of ResMed. The company is enhancing the benchmark for effective diagnosis, therapy, patient comfort and compliance.