





Mr Tommie Bergman Chairman





Mr Neville Mitchell Company Secretary





Dr Chris Roberts Chief Executive Officer/ President







Prof Ed Byrne AO Director





Mr Rick Holliday-Smith Director







Mr Paul Bell Director





Mr Donal O'Dwyer Director





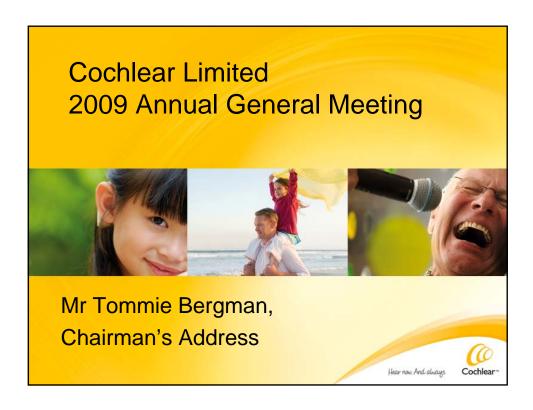


Mr Andy Denver Director









## Introduction

- Cochlear achieved record revenue, NPAT and cash generation despite global economic turmoil
- Revenue up 15% to \$694.7 million
- NPAT up 13% to \$130.5 million
- \$146.6 million of cash generated from operating activities
- New products ready for launch by year end

# Total Shareholder Return (TSR)

3 year period	3 year TSR performance	Cochlear's TSR ranking in ASX 100
F05 – F07	196.4%	10 <sup>th</sup>
F06 – F08	35.2%	22 <sup>nd</sup>
F07 – F09	17.5%	16 <sup>th</sup>



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# Cochlear: Record financial results for F09

	F09	F08	
	\$ millions	\$ millions	+ %
Cochlear Implants sales	614.0	504.8	<b>↑</b> 22
Bone Anchored (Baha) sales	97.8	75.6	<b>↑</b> 29
FX Contracts	(17.1)	21.3	
Revenue	694.7	601.7	个15
EBIT	183.3	167.3	10 ↑10
Net Profit After Tax	130.5	115.2	<b>↑</b> 13
EPS	233.7 cps	208.1 cps	12



## **Financial Results**

- Revenue growth in all regions
- Investment in R&D up 21% to a record \$96.7 million
- New products were ready for commercial release by year end
- Future product developments advanced





## **Dividends**

- Total dividend for the year 175 cents, up 17% on prior year
- 95 cent final dividend for 2009 paid 24th September 2009
- Payout ratio of over 70% and fully franked

# Capital Management

- Conservative approach to debt proved appropriate in the 2009 financial climate
- Net debt at 30<sup>th</sup> June 2009 was \$108.6 million
- Gearing ratio improved to 23%
- High interest expense cover of 26 times
- Corporate debt facility renegotiated to \$300 million for a three year term

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# Cochlear's Long Term Growth Strategy

- Cochlear well positioned to achieve long term growth objectives despite economic uncertainty
- Industry remains robust
- Clinical outcomes continue to improve
- Improved reimbursement levels in certain key countries





# Cochlear's Long Term Growth Strategy

- Long term growth strategy unchanged
- Strategy remains focused on sustainable growth through four areas:
  - Cochlear Implants
  - Electro-Acoustic Stimulation (EAS)
  - Bone Conduction Implants Baha
  - Direct Acoustic Cochlear Stimulation (DACS)
- + service and customer support
- Technology purchase of Otologics' intellectual property will assist the long term goal of a totally implantable cochlear implant





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# **Board and Management**

Board and Senior Management team remain unchanged in F09



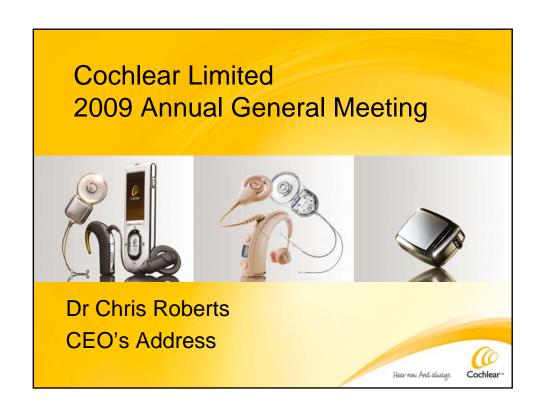


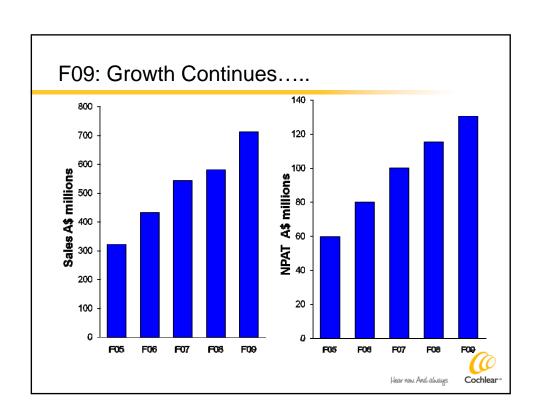
### Remuneration

- Governed by Cochlear's independent Remuneration Committee
- Transparency in remuneration disclosures maintained
- Non-executive director and executive pay increases deferred
- Over 1,000 employees are shareholders













## Product Innovation - Cochlear Baha BP100

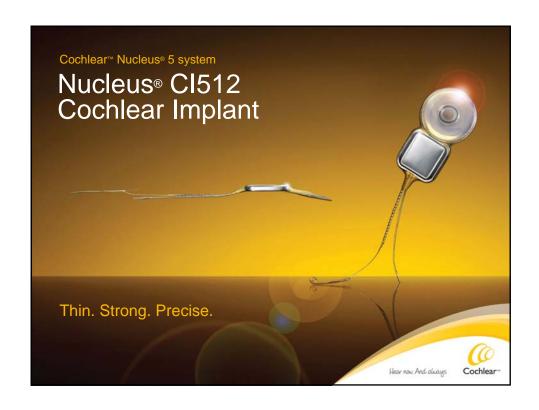
The Cochlear Baha BP100 is the crystal clear choice for people with conductive, mixed or single sided hearing loss...

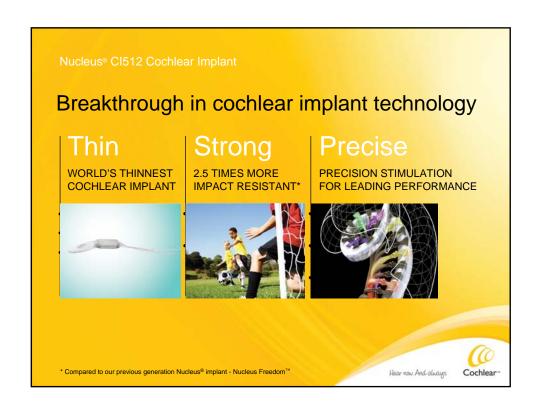


- Improved hearing performance, through multi channel, advanced automatic signal processing
- Amplification strategies designed for bone conduction hearing
- Improved usability and durability, through new design features
- Improved transducer stability with new suspension and mechanical stops to limit risk of collapse
- Designed with a range of features that make life easier for users, children and their caregivers

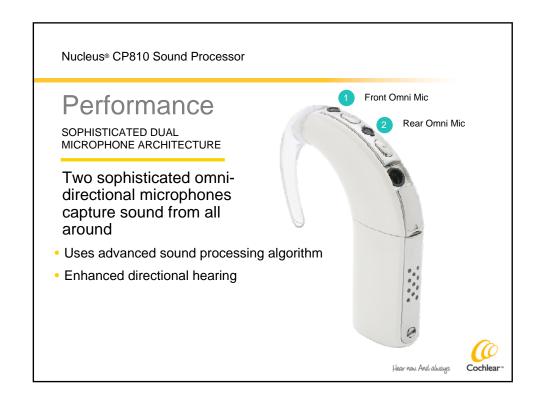




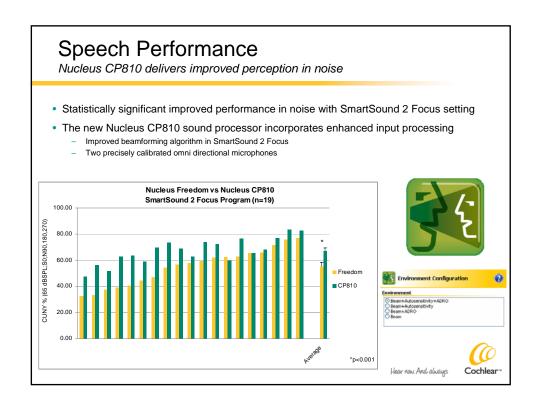








# Speech Performance Nucleus CP810 delivers improved perception in noise • Statistically significant improved performance in noise with Zoom setting • The new Nucleus CP810 sound processor incorporates enhanced input processing • Specific algorithm (Zoom) to generate super directionality • Two precisely calibrated ornni directional microphones Nucleus CP810 Microphone Directionality (n=15) Nucleus CP810 Microphone Directionality (n=15) \*p-c0.001 Hear now. And always Cochlear\*





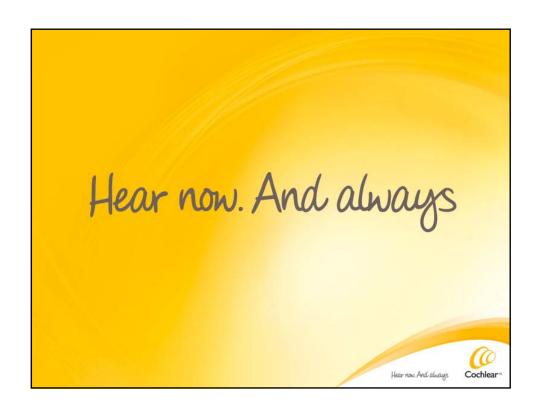


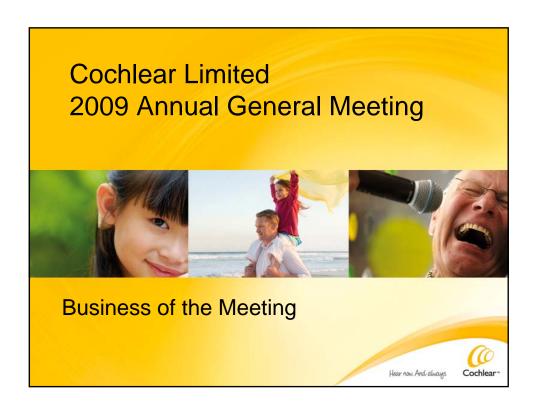


# In Summary

- Coupled with record financial results, all four product areas advanced during F09:
  - Cochlear Nucleus 5 available for launch
  - Cochlear Hybrid: controlled market launch in certain markets
  - DACS: ready for first human implant in F10
  - Bone conduction: release of new sound processor Cochlear Baha BP100
- Nucleus 5 and BP100 launched late Q1 F10 in major markets, including Europe and USA. Very positive market reaction.
- These new products will support growth for F10, with growth biased towards H2 F10







## Resolution No. 1

### Financial and other reports

To receive and consider the Company's Financial Report, Directors' Report and Auditor's Report in respect of the financial year ended 30 June 2009.





# Resolution No. 1

### **Financial and Other Reports**

Proxy Summary

Total number of proxy votes cast	31,842,886	100%
Votes in favour of the resolution	31,206,710	98%
Votes to be cast at the discretion of the proxy	622,813	2%
Votes against the resolution	13,363	<1%
Votes directed to abstain from voting	93,335	N/A



## Resolution No. 2

### **Remuneration Report**

To consider and, if thought fit, to pass the following non-binding resolution:

2.1 "THAT the Remuneration Report be adopted"



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# Resolution No. 2

### **Remuneration Report**

**Proxy Summary** 

I otal number of proxy votes cast	31,842,886	100%
Votes in favour of the resolution	30,941,344	97%
Votes to be cast at the discretion of the proxy	613,585	2%
Votes against the resolution	296,644	<1%
Votes directed to abstain from voting	88,448	N/A



## Resolution No. 3

#### Re-election and election of directors

To consider and, if thought fit, to pass the following resolutions as ordinary resolutions:





# Rick Holliday-Smith / Career Summary

#### **Non-Executive Directorships**

Cochlear Limited Director, February 2005 – Present

Chairman of Audit Committee

ASX Limited Director, July 2006 – Present

Servcorp Limited Director, November 1999 – Present

Snowy Hydro Chairman, May 2006 - Present

St George Bank Limited Director, February 2007 – December 2008

DCA Group Limited Director, October 2004 – December 2006

SFE Corporation Limited Chairman, April 2002 – July 2006

MIA Group Limited Director, July 2000 - October 2004

Exco Resources NL Chairman, November 1998 - November 2005



# Rick Holliday-Smith / Career Summary

#### **Executive Career**

#### Australia

10 Years experience in merchant banking, at Director level, firstly with Intermarine Australia Ltd, a Subsidiary of Marine Midland Bank NA and then with Wardley Australia Limited, a Subsidiary of the HongKong and Shanghai Banking Corporation (HSBC).

In 1982 HSBC relocated Rick from Sydney to London where he became Managing Director (CEO) of HongKong Bank Limited, HSBC's European merchant bank.

#### **United Kingdom**

HongKong Bank Limited, Managing Director and Chief Executive Officer 1982 – 1986

#### USA

Chicago Research and Trading Group Ltd (CRT) – Chief Executive Officer 1986 – 1993

NationsBank NA (now Bank of America)

- Divisional President and CEO of NationsBanc CRT

1993 - 1997



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## Resolution No. 3.1

#### Re-election of directors

3.1 "THAT Mr Rick Holliday-Smith, being a director who is retiring by rotation in accordance with the Company's constitution and who, being eligible, offers himself for re-election as a director of the Company, be re-elected as a director of the Company."



Cochlear

## Resolution No. 3.1

## Re-election of directors - Mr Rick Holliday-Smith

#### **Proxy Summary**

Total number of proxy votes cast	31,842,886	100%	
Votes in favour of the resolution	27,346,549	86%	
Votes to be cast at the discretion of the proxy	626,325	2%	
Votes against the resolution	3,943,077	12%	
Votes directed to abstain from voting	24,070	N/A	

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# Andrew Denver / Career Summary

**Cochlear Limited** Director, February 2007 – Present

Universal Biosensors Inc Chairman, June 2005 – Present

Director, December 2002 - Present

CathRx Limited Director, August 2005 – Present

Anzon Australia Limited Director, November 2006 – October 2008

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# Andrew Denver / Career Summary

#### **Pall Corporation**

President, Pall Asia Pacific 2002 - 2005

#### **US Filter Corporation**

Chief Operating Officer, Filtration and Separations Group 1997 - 2002

#### **Memtec Limited**

President and Chief Operating Officer, Memtec Limited 1987 - 1997

1976 - 1987 **Baxter Healthcare Corporation** 

President, Medical Devices Division Vice President, Engineering

General Manager, Irish Operations and UK Manufacturing

Director, Manufacturing Engineering

Project Director, Hollow Fiber Dialyser Project



## Resolution No. 3.2

#### Re-election of directors

3.2 "THAT Mr Andrew Denver, being a director who is retiring by rotation in accordance with the Company's constitution and who, being eligible, offers himself for re-election as a director of the Company, be re-elected as a director of the Company."



## Resolution No. 3.2

#### Re-election of directors - Mr Andrew Denver

#### **Proxy Summary**

Total number of proxy votes cast	31,842,886	100%	
Votes in favour of the resolution	31,209,609	98%	
Votes to be cast at the discretion of the proxy	625,355	2%	
Votes against the resolution	83,268	<1%	
Votes directed to abstain from voting	23,789	N/A	

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### Resolution No. 4

#### Approval of issue, allocation or transfer of securities to the CEO/President under the Cochlear Executive Long Term Incentive Plan (CELTIP)

To consider and, if thought fit, to pass the following resolution as an ordinary resolution:

- 4.1 "THAT approval be given to:
  - a) The grant to Dr Christopher Roberts, the CEO/President of the Company, of options calculated in accordance with the formula and on the terms summarised in the Explanatory Notes attached to this Notice of Annual General Meeting; and
  - b) The issue, allocation or transfer to Dr Roberts of any shares upon the exercise of any options."

Cochlear

## Resolution No. 4.1

### Approval of issue, allocation or transfer of securities to the CEO/President under the Cochlear Executive Long Term Incentive Plan ("CELTIP")

#### **Proxy Summary**

<ul> <li>Total number of proxy votes cast</li> </ul>	31,842,886	100%
<ul> <li>Votes in favour of the resolution</li> </ul>	30,837,665	97%
<ul> <li>Votes to be cast at the discretion of the proxy (Open Usable and Open Conditional)</li> </ul>	470,675	2%
Votes against the resolution	416,014	1%
Votes undirected with no Chairman's voting instruction	141,996	N/A
<ul> <li>Votes directed to abstain from voting</li> </ul>	72,671	N/A
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## Resolution No. 5

#### **Renewal of Proportional Takeover Provisions**

To consider and, if thought fit, to pass the following resolution as a special resolution:

5.1 "THAT the Company renew the Proportional Takeover Provisions contained in Article 7.7 and Schedule 1 of the Company's Constitution for a period of three (3) years from and including the date of this resolution."



# Resolution No. 5.1

## **Renewal of Proportional Takeover Provisions**

#### Proxy Summary

<ul> <li>Total number of proxy votes cast</li> </ul>	31,842,886	100%
Votes in favour of the resolution	30,868,428	97%
<ul> <li>Votes to be cast at the discretion of the proxy</li> </ul>	625,746	2%
Votes against the resolution	368,991	1%
Votes directed to abstain from voting	76,856	N/A



