

**Cochlear Limited**  
**2013 Annual General Meeting**

Exchange Square Auditorium  
Australian Securities Exchange  
20 Bridge Street  
Sydney NSW 2000

Tuesday 15<sup>th</sup> October 2013

Hear now. And always  Cochlear®

## Mr Rick Holliday-Smith - Chairman



Hear now. And always.



## Mr Neville Mitchell – Company Secretary



Hear now. And always.



Dr Chris Roberts –  
Chief Executive Officer / President

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Hear now. And always.



Prof Ed Byrne AO - Director

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Hear now. And always.



## Mrs Yasmin Allen - Director

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Hear now. And always.



## Mr Paul Bell - Director

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## Mr Donal O'Dwyer - Director

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## Mr Andy Denver - Director

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**Chairman's Address**  
**Rick Holliday-Smith**



## CEO's Address Chris Roberts



Cochlear Annual General Meeting 2013

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## Cochlear Overview

- Cochlear Limited (ASX:COH) is the global leader in implantable hearing devices e.g. cochlear implants
- ~ 2,700 employees
- Direct operations in 20+ countries, and products sold in 100+ countries
- Fundamentals of the business remain positive
  - Large unmet clinical need
  - Excellent clinical outcomes
  - Established reimbursement
  - Strong competitive position
  - Opportunities for sustainable growth



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## Hearing Loss is a Major Public Health Problem

- Hearing is critically important in developing and maintaining optimal cognitive, physical and social function across the lifespan
- Implantable devices, such as cochlear implants and bone conduction implants provide safe, cost effective treatment for significant hearing loss in people of all ages
- Cochlear, established over 30 years ago, is the leader in implantable devices for the hearing impaired



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## Investing for Growth

### Broad Product Suite



### Market Growth Initiatives



### Global Presence



Supporting Clinical Trends

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## A Multi-disciplinary Environment as Catalyst for Global Collaboration

Research & Development

Electrical engineering

Software engineering

Speech pathology

Language science

Cognitive science

Australian School of  
Advanced Medicine

Audiology



Cochlear



Australian Hearing Hub

Clinical support

Neuroscience

Neuropsychology

Clinical psychology

Macquarie University  
Hospital

MEG

Manufacturing

Nanofabrication

## Suite of Products Launching



PRODUCTS NOT TO SCALE

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## Cochlear™ Nucleus® 6 – Simply Smarter

# 6 reasons



- SmartSound® iQ
- Smallest processor
- Integrated Hybrid
- Wireless connectivity
- Water resistant BTE
- Data logging

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## Cochlear Nucleus 6 – Update on Release 1



- Regulatory approval obtained for Europe (CE Mark), for USA (FDA) and for Australia (TGA)
- Nucleus 6 has been launched in Europe and the USA (not all features are available in USA release)
- Approvals and launches in other countries (e.g. Canada, India, Korea) also occurring

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## Cochlear Hybrid Implant System



- An original PMA has been filed with FDA (USA) for regulatory approval of a hybrid cochlear implant system
- Combines electrical stimulation for higher frequencies (speech intelligibility) and acoustic amplification for lower frequencies
- Expands cochlear implant indications allowing recipients to benefit from residual hearing



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## Cochlear Baha® – Adding Choice



Percutaneous configuration

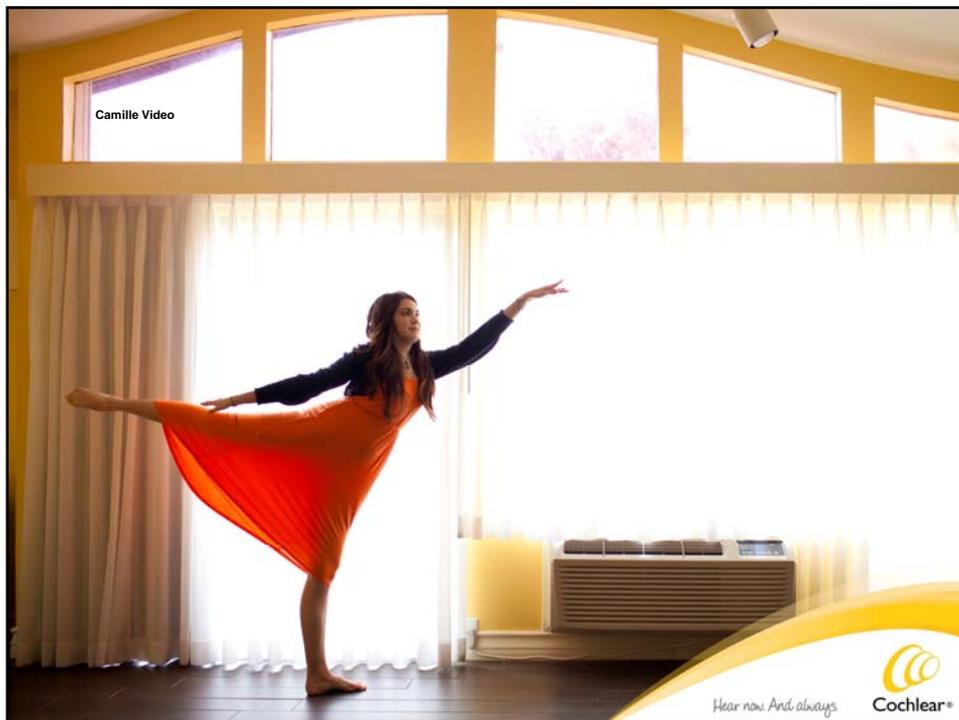


Transcutaneous configuration

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## Acoustic Implants

- Cochlear Codacs Implant System has received CE mark
  - Direct acoustic cochlear stimulator
  - First orders received
  - First surgery planned for October 2013
- Carina and MET implants have been returned to market, and surgeries underway



Codacs Implant

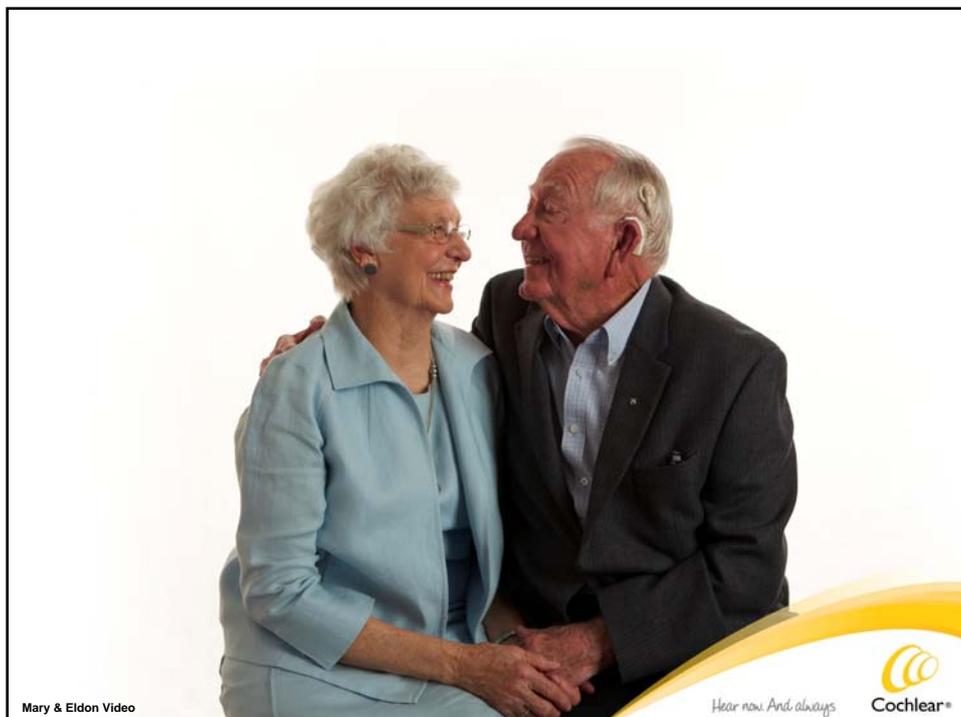


## In Summary

- Hearing loss is an under recognised public health problem
- Cochlear has suite of implantable devices for hearing impaired
- Key new products:
  - Nucleus 6
  - Hybrid (requires PMA approval)
  - Baha 4
  - Baha Attract
  - Acoustic implants, e.g. Codacs
- Creating momentum through F14 into F15



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Mary & Eldon Video

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Hear now. And always

Hear now. And always



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## Cochlear Limited 2013 Annual General Meeting



Business of the Meeting

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## 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 2013 and to consider and, if thought fit, to pass the following resolution:

- 1.1 "THAT the Company's Financial Report, Directors' Report and Auditor's Report in respect of the financial year ended 30 June 2013 be received."

Hear now. And always



## Resolution No. 1

### Financial and other reports

This resolution will be decided on a poll

	For	Against	Open
<b>Direct Votes</b>	<b>3.68%</b> 1,191,612	<b>0.09%</b> 29,951	-
<b>Proxy Votes</b>	<b>94.97%</b> 30,748,607	<b>0.05%</b> 15,453	<b>1.21%</b> 392,580
<b>Total</b>	<b>98.65%</b> 31,940,219	<b>0.14%</b> 45,404	<b>1.21%</b> 392,580

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## 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

This resolution will be decided on a poll

	For	Against	Open
<b>Direct Votes</b>	<b>1.58%</b> 502,313	<b>0.82%</b> 261,898	-
<b>Proxy Votes</b>	<b>93.66%</b> 29,787,949	<b>3.74%</b> 1,187,879	<b>0.2%</b> 62,953
<b>Total</b>	<b>95.24%</b> 30,290,262	<b>4.56%</b> 1,449,777	<b>0.2%</b> 62,953

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## Resolution No. 3

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### **Re-election and election of directors**

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



## Resolution No. 3.1

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### **Re-election of directors**

3.1 "THAT Mr Donal O'Dwyer, 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. 3.1

### Re-election of directors – Mr Donal O’Dwyer

This resolution will be decided on a poll

	For	Against	Open
<b>Direct Votes</b>	<b>3.52%</b> 1,148,576	<b>0.22%</b> 72,532	-
<b>Proxy Votes</b>	<b>94.4%</b> 30,767,139	<b>0.64%</b> 209,744	<b>1.21%</b> 393,414
<b>Total</b>	<b>97.92%</b> 31,915,715	<b>0.87%</b> 282,276	<b>1.21%</b> 393,414

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## Resolution No. 3

### Re-election and election of directors

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

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## Resolution No. 3.2

### Re-election of directors

3.1 “THAT Mrs Yasmin Allen, being a director who is retiring by rotation in accordance with the Company’s Constitution and who, being eligible, offers herself for re-election as a director of the Company, be re-elected as a director of the Company.”



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## Resolution No. 3.2

### Re-election of directors – Mrs Yasmin Allen

This resolution will be decided on a poll

	For	Against	Open
<b>Direct Votes</b>	<b>3.5%</b> 1,141,636	<b>0.25%</b> 80,368	-
<b>Proxy Votes</b>	<b>93.83%</b> 30,582,792	<b>1.21%</b> 394,291	<b>1.21%</b> 393,414
<b>Total</b>	<b>97.33%</b> 31,724,428	<b>1.46%</b> 474,659	<b>1.21%</b> 393,414

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## Resolution No. 4

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

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 the Notice of Annual General Meeting; and
- b) The issue, allocation or transfer to Dr Roberts of any shares upon the exercise of any options."

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## Resolution No. 4

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

This resolution will be decided on a poll

	For	Against	Open
<b>Direct Votes</b>	<b>2.60%</b> 838,881	<b>1.04%</b> 332,830	-
<b>Proxy Votes</b>	<b>94.42%</b> 30,335,566	<b>1.74%</b> 558,976	<b>0.2%</b> 62,953
<b>Total</b>	<b>97.02%</b> 31,174,447	<b>2.78%</b> 891,806	<b>0.2%</b> 62,953

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## Collection of Poll Cards



**Please complete and submit your poll card**

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## Close of Meeting



Hear now. And always.  Cochlear®

Hear now. And always

Hear now. And always



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