

UBS Australian Healthcare Conference 2013

Cochlear Limited



Chris Roberts, CEO
17 June 2013

Hear now. And always

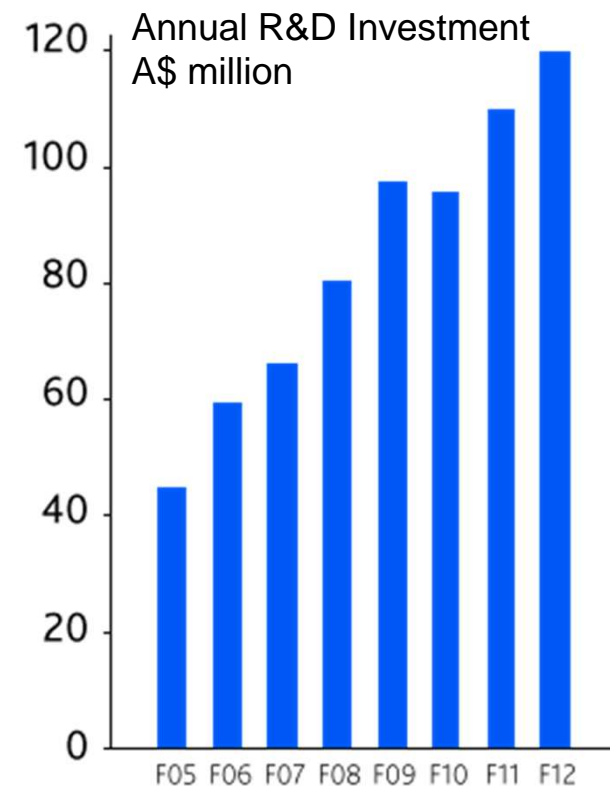


Cochlear Overview

- Cochlear Limited (ASX:COH) - global leader in implantable devices for the hearing impaired
- ~ 2,600 employees / direct operations in 20+ countries / 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



Technologic Innovation



Technology Building Blocks



Proprietary
Chipsets



Wireless
Connectivity



Power
Management



Fitting
Software



Pre-processing
Technology



Acoustic
Technologies



Microphone Strategies



Cloud
Solutions



Sound Processing



Materials
Science

**Leveraging
R&D Investments**

Bone Conduction: DermaLock™ Abutments

- DermaLock™ Abutment – hydroxy apatite coated abutment for soft tissue integration
- No soft tissue reduction (operation time halved) plus early implant loading (several weeks)
- Better cosmetics and faster healing
- Over 1,000 recipients implanted



Hear now. And always

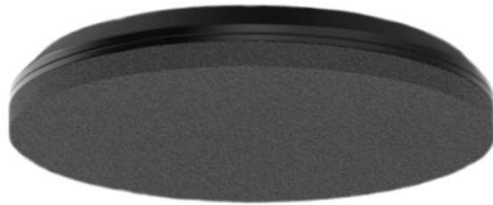


Cochlear™ Baha® 4 Attract System



Baha premium and power sound processors

- Snap coupling for full compatibility with current and future Baha sound processors.



Sound Processor Magnet

- Soft pad made of slow-recovery memory foam to distribute loads.
- Five magnet strengths to suit different soft tissue thicknesses.



BIM400 Implant Magnet

- Placed on the bone surface.
- MRI conditional up to 1.5 Tesla.



BI300 Implant

- Stable foundation for the implant magnet.
- Possibility to upgrade to a percutaneous system if hearing deteriorates.

Cochlear™ Baha® 4 Systems:

More possibilities for a lifetime of better hearing

Baha 4 Attract System:

Invisible link to better hearing



Baha 4 Connect System:

Proven hearing performance with soft tissue preservation



Baha 4 Sound Processor:

Smarter hearing – wireless freedom



Cochlear™ Wireless Mini Microphone



Cochlear™ Wireless Phone Clip



Cochlear™ Baha® Remote Control



Cochlear™ Wireless TV Streamer

A history of innovation

2013

9th generation Cochlear™ Nucleus® sound processor

CP910/CP920

'09
CP810

'05
Freedom™

'02
ESPril 3G

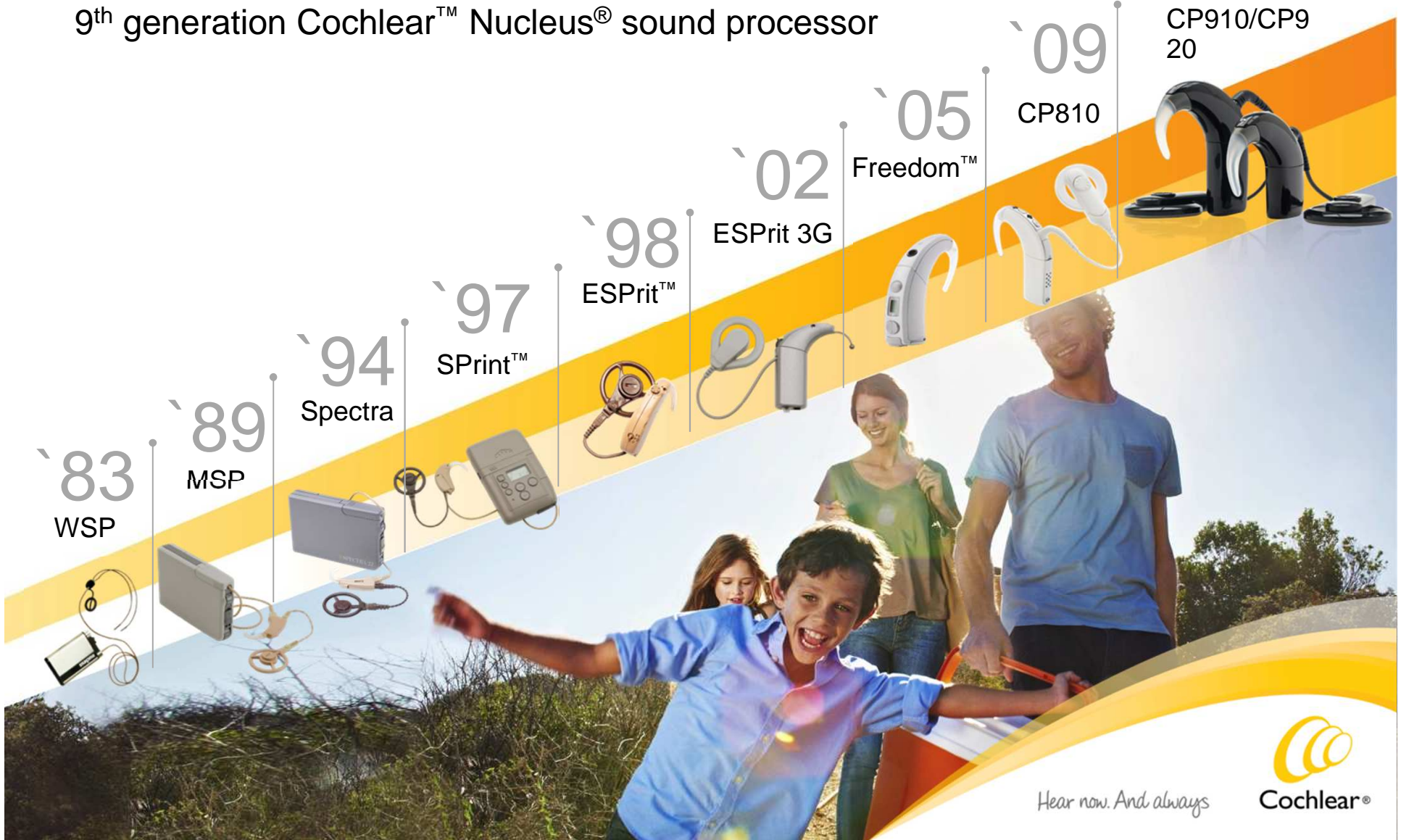
'98
ESPril™

'97
SPrint™

'94
Spectra

'89
MSP

'83
WSP



Hear now. And always



Cochlear Nucleus 6 – Simply Smarter

6 reasons



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

Hear now. And always



SmartSound™ evolution

Nucleus® SmartSound™

Introduced **SmartSound** processing technologies delivering new hearing performance benefits

2005 Freedom

- **First** with two microphones
- **Introduced** adaptive beamforming for improved speech understanding in noise

Nucleus® SmartSound™2



Selected **specific technologies** for different environments

2009 Nucleus 5

- **First** with zoom technology for fixed directionality
- **Introduced** processing approaches for specific environments

SmartSound iQ Make it **automatic**



2013 Nucleus 6

- New** powerful chip, enabling:
- **New** scene classifier (SCAN)
 - **New** noise reduction processing (SNR-NR)
 - **New** wind noise reduction technology (WNR)

Hear now. And always



Automated hearing performance

SmartSound iQ



A range of technologies working together to meet user needs in every hearing situation

- Automatically adjusts to the hearing situation
- Industry first scene classifier (SCAN)
- Background noise reduction (SNR-NR)
- Wind noise reduction (WNR)

Hear now. And always


Cochlear®

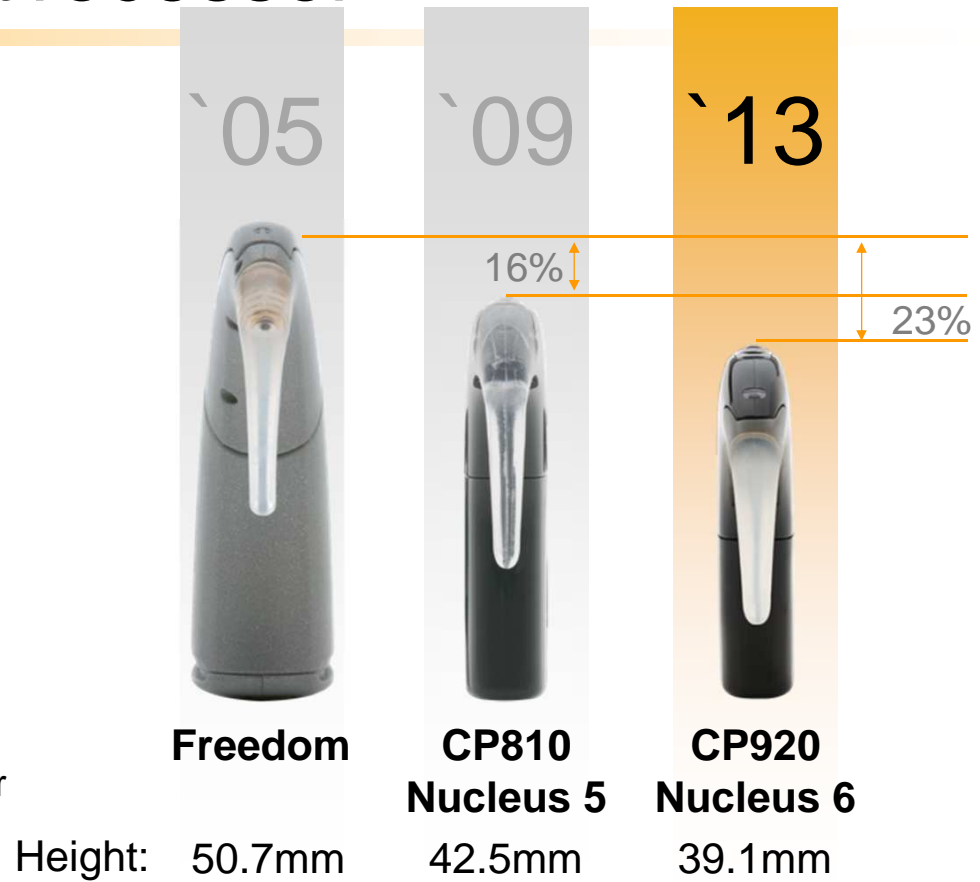
The smallest sound processor

Smart design features



CP910 sound processor
with accessory port

CP920 sound processor



Freedom

CP810
Nucleus 5

CP920
Nucleus 6

Height: 50.7mm

42.5mm

39.1mm

Hear now. And always



Integrated to enrich residual hearing

Nucleus 6 hybrid capability



Every Nucleus 6 sound processor is 'hybrid ready'

- Easily configured in a few simple steps
- Instant fit disposable domes or customised earmoulds
- Integrated programming to optimise the acoustic output

Hear now. And always


Cochlear®

Truly wireless connectivity*



No dongles, no cables

- Range of 2.4GHz wireless audio accessories
- Free from cables and neck-worn devices

* Software upgrade under development

Hear now. And always


Cochlear®

Bimodal wireless connectivity

With ReSound® hearing aids



Bimodal wireless connectivity with
ReSound
hearing aids

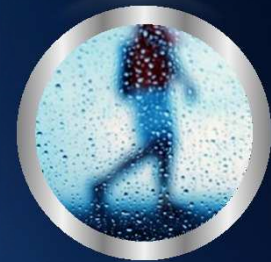
* ReSound is a registered trademark of GN ReSound.

Hear now. And always



Water resistant BTE

Made for enjoying life



Hear now. And always



Start the conversation with insight

Data logging



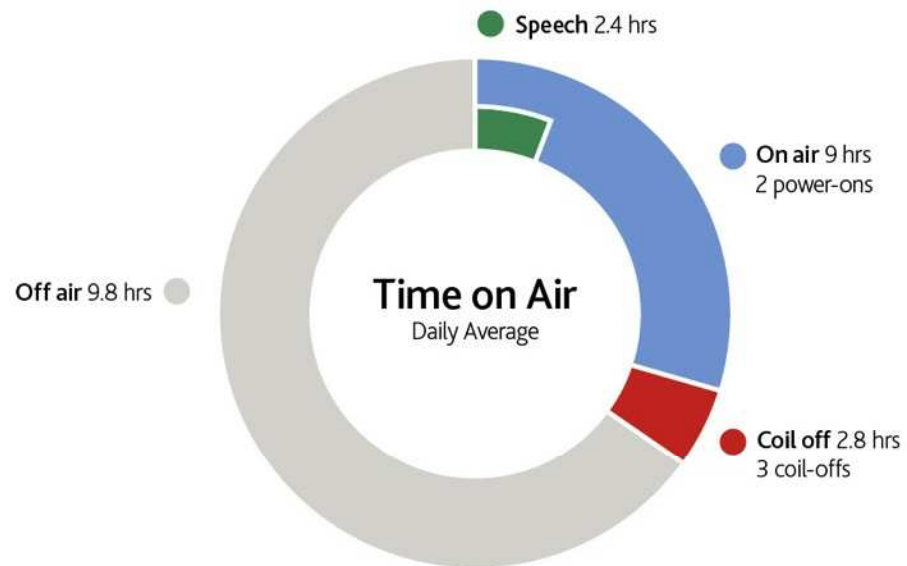
- Industry's first data logging capability, with advanced hearing analysis
- Valuable insight on how patients use their device
- Troubleshooting assistance

Sample data: results will vary with patient's use of device

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How is the device being used?



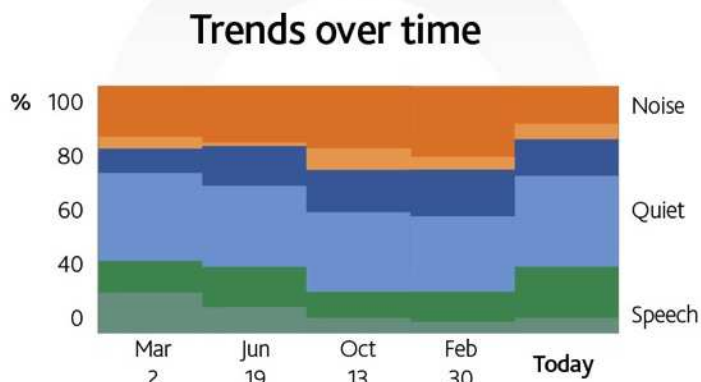
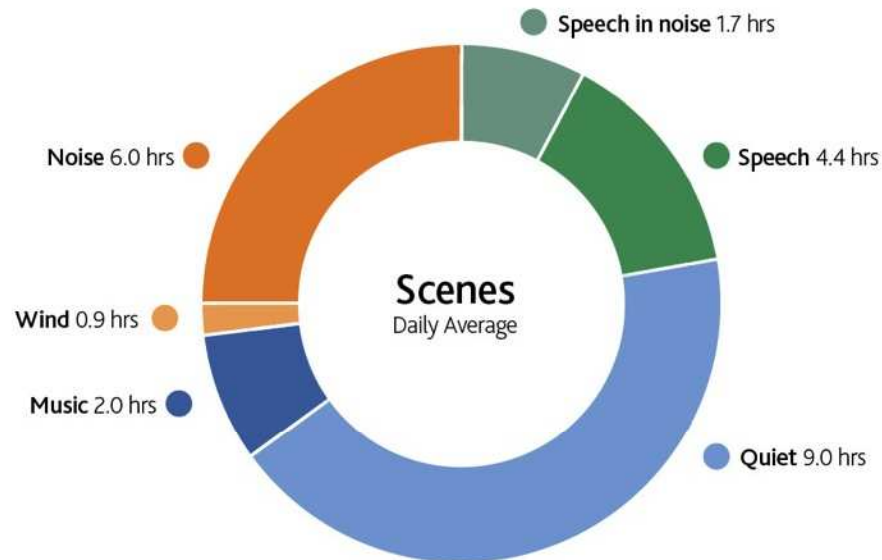
- Time on air
- Time in speech
- Coil off events
- Time on air trends
- Time in speech trends



Sample data: results will vary with patient's use of device



What is the sound environment?



Sample data: results will vary with patient's use of device

- Sound environment of patient

- Classified by scenes:



Speech in Noise



Speech



Noise



Quiet



Music



Wind

- Scene exposure trends



MOLLY'S DAY



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