


**A HUMAN  
RESPONSE**



**THERE, TOGETHER  
WHEN IT COUNTS**

# Online Help



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Annual Shareholders' Meeting 2021



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# Your Board

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Scott St John



Lewis Gradon



Sir Michael Daniell



Pip Greenwood



Geraldine McBride



Neville Mitchell



Donal O'Dwyer

# Agenda

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- Chair's Address and Board Subcommittee Updates
- Managing Director and Chief Executive Officer's Review
- Financial Statements
- Resolutions
- Voting
- General Questions

# FY2021 Financial Highlights

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|                   |                     |       |
|-------------------|---------------------|-------|
| Operating Revenue | \$1.97 <sub>B</sub> | ↑ 56% |
|-------------------|---------------------|-------|

|                      |                      |       |
|----------------------|----------------------|-------|
| Net Profit After Tax | \$524.2 <sub>M</sub> | ↑ 82% |
|----------------------|----------------------|-------|

|          |                      |       |
|----------|----------------------|-------|
| Dividend | 38.00 <sub>cps</sub> | ↑ 38% |
|----------|----------------------|-------|

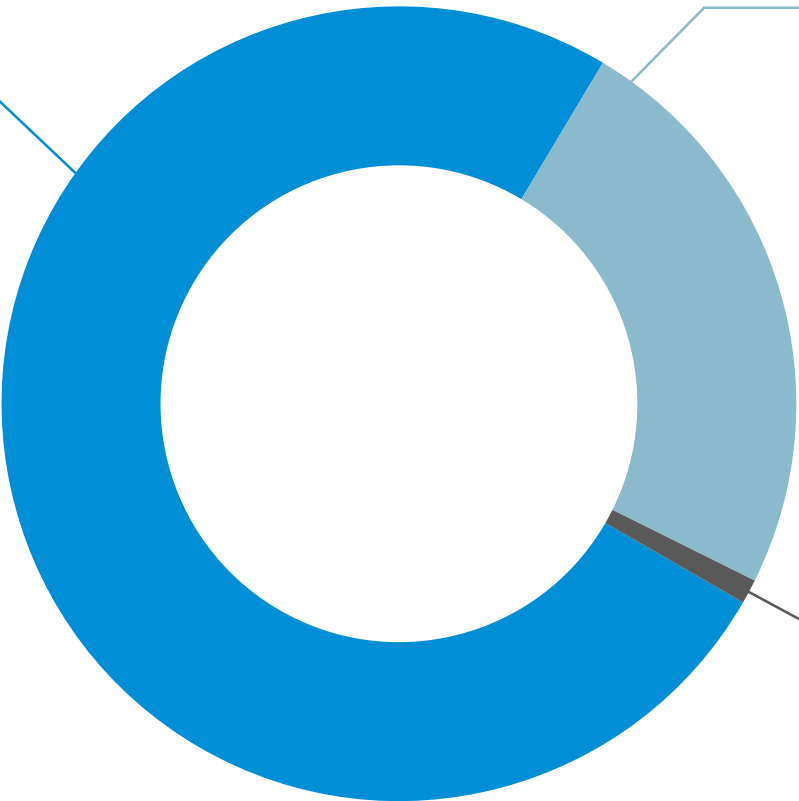
# FY2021 Revenue by Product Group

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Hospital

76%

OF OPERATING REVENUE



Homecare

24%

OF OPERATING REVENUE

Distributed & Other

<1%

OF OPERATING REVENUE





# Hospital



F&P MR850™ Optiflow+

**Fisher & Paykel**  
HEALTHCARE

# Hospital Product Group

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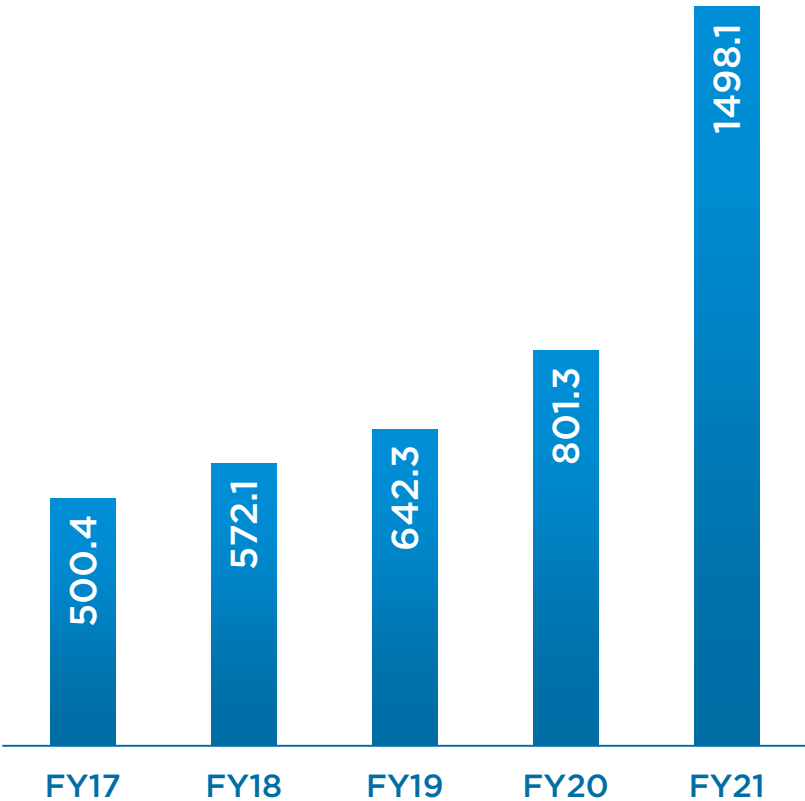
## FY21 Result

Revenue **\$1.5B**

## FY21 Revenue Growth

NZ\$ **↑ 87%**

Constant  
Currency **↑ 94%**





# 「Homecare」



# Homecare Product Group

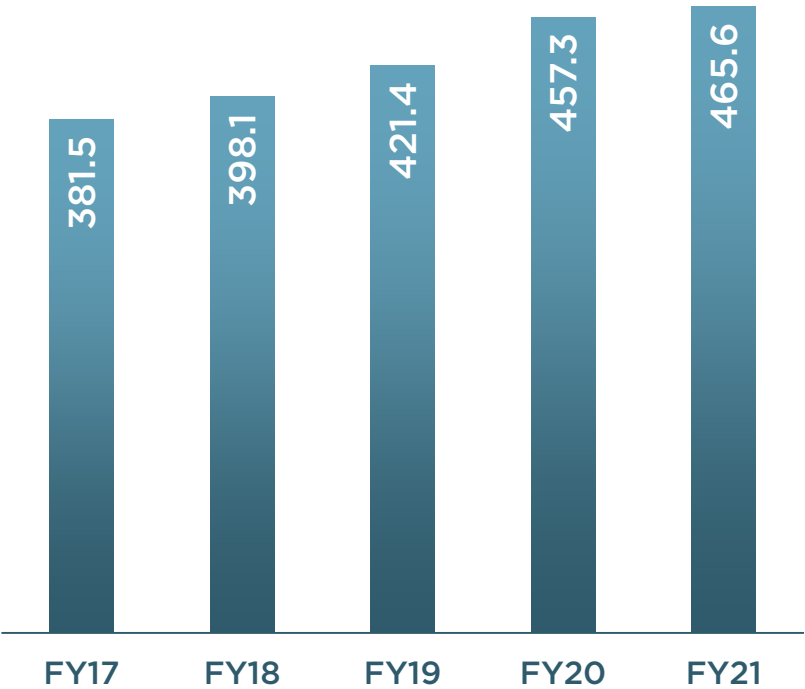
## FY21 Result

Revenue **\$466M**

## FY21 Revenue Growth

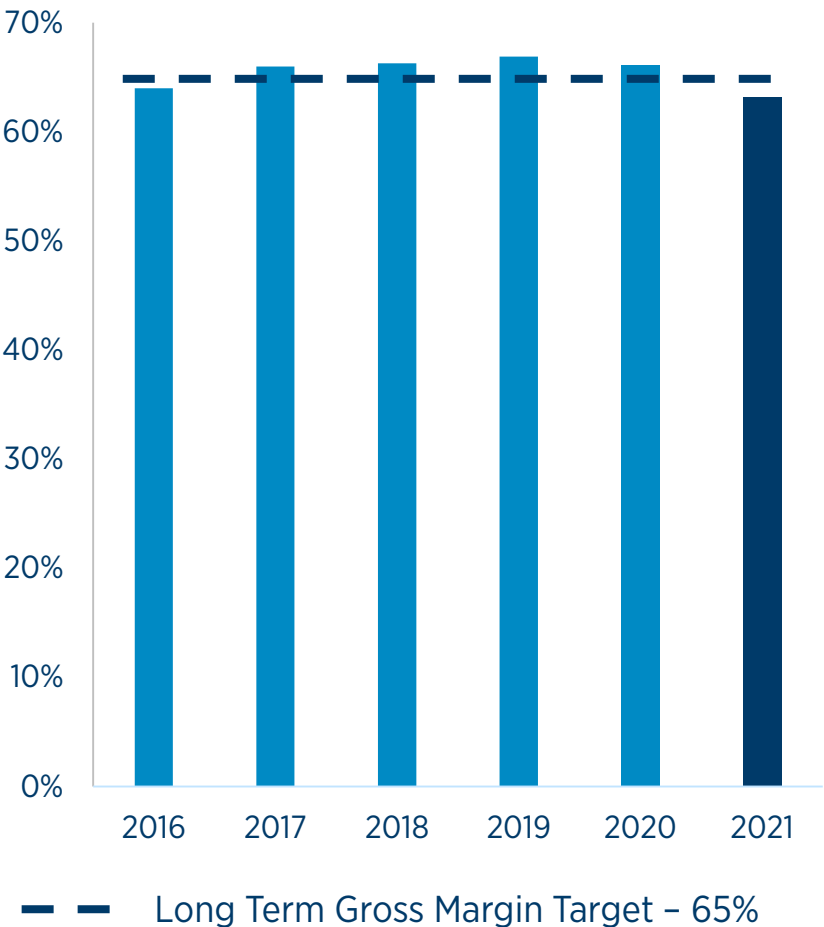
NZ\$ ↑ **2%**

Constant  
Currency ↑ **4%**

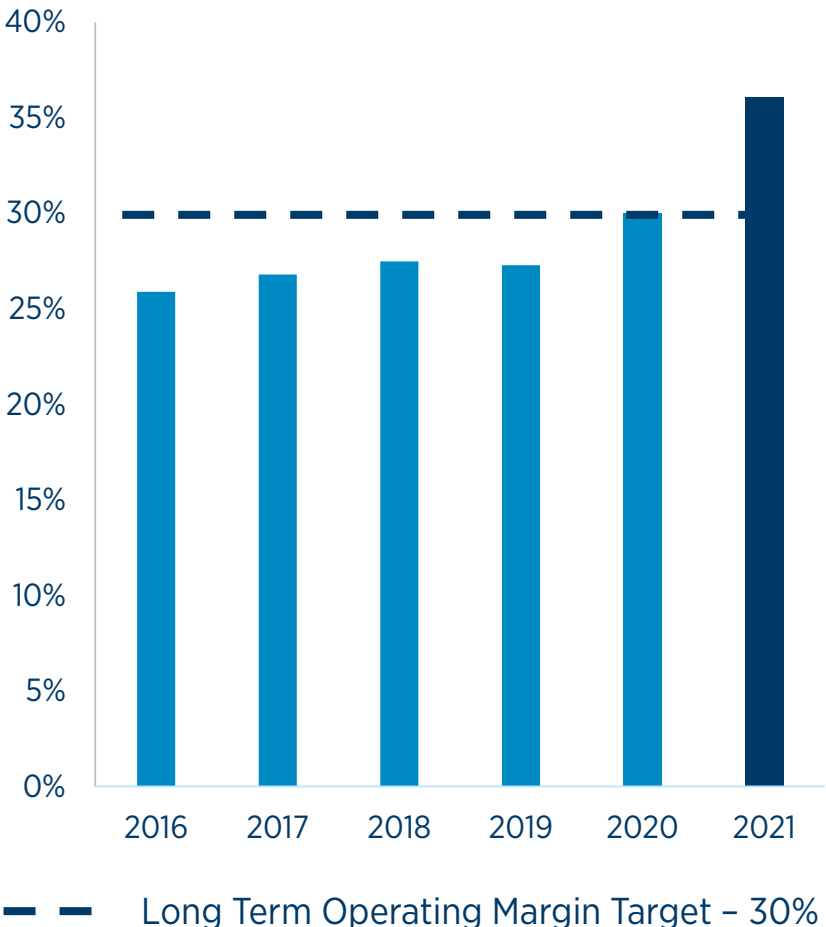


# Gross and Operating Margins

## Gross Margin



## Operating (EBIT) Margin







Research and development - \$136.7 million investment





6,000+ people





Profit-sharing bonus - \$29 million

# Community

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## Fisher & Paykel Healthcare Foundation

NZ \$20 MILLION

# FY22 Trading Update

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## First four months of FY22

- Revenue \$583M, 2% below the prior comparable period in constant currency
- Hospital product group
  - Revenue down 3% cc from prior comparable period
  - 13% decline in hardware sales from prior comparable period
  - Hardware revenue remained elevated
  - Consumables revenue +2% CC\*
  - New applications consumables +17% CC\*
- Homecare product group
  - Revenue +4% CC\* from prior comparable period
  - 4% growth in OSA masks

\*CC = Constant currency

# Outlook for the remainder of FY22

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For the remainder of the 2022 financial year\*:

- No quantitative guidance provided given continuing uncertainties related to COVID-19
- Hospital hardware revenue not expected to continue at elevated levels
- Hospital consumables sales will continue to be impacted by COVID-19 hospitalisation rates
- New OSA patient diagnosis rates expected to be at or above FY21 rates
- Freight costs remain elevated
- Continue to grow investment in R&D and SG&A

\* Based on observations and expectations as at 18 August 2021

# Financial Statements

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- Opportunity for shareholders to ask any questions specifically on the financial statements, the auditor's report or the company's 2021 annual report.
- There will be an opportunity to ask any general questions once all items on the agenda have been considered.






# Resolutions

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1. Re-election of Scott St John as Director
2. Re-election of Sir Michael Daniell as Director
3. Auditor's Remuneration
4. Issue of Performance Share Rights
5. Issue of Options

# How to Vote Online



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# Resolution 1: Re-election of Scott St John

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That Scott St John, who retires by rotation and, being eligible, offers himself for re-election, be re-elected as a director of the Company.

Click “Submit Vote” to lodge your vote.

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# Resolution 2: Re-election of Sir Michael Daniell

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That Sir Michael Daniell, who retires by rotation and, being eligible, offers himself for re-election, be re-elected as a director of the Company.



Click “Submit Vote” to lodge your vote.

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# Resolution 3: Auditor's Remuneration

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That the Directors be authorised to fix the fees and expenses of PwC as the Company's auditor.

Click “Submit Vote” to lodge your vote.

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# Resolution 4: Issue of Performance Share Rights

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That approval be given for the issue of up to 60,000 performance share rights under the Fisher & Paykel Healthcare Performance Share Rights Plan to Lewis Gradon, Managing Director and Chief Executive Officer of the Company.

Click “Submit Vote” to lodge your vote.

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# Resolution 5: Issue of Options

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That approval be given for the issue of up to 190,000 options under the Fisher & Paykel Healthcare 2019 Share Option Plan to Lewis Gradon, Managing Director and Chief Executive Officer of the Company.

Click “Submit Vote” to lodge your vote.

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# Questions?



**This concludes the 2021  
Annual Shareholders' Meeting.**

**Thank you for attending.**