

► ● HEALTHCARE INNOVATION ► ►



Fisher & Paykel Healthcare Investor Day 2022

Agenda

10:00am	Welcome	Andy Niccol & Vandna Patel	General Manager - Respiratory Humidification & Product Development Engineer				
10:05am	Our Aspiration	Lewis Gradon & Lyndal York	Managing Director / CEO & CFO				
10:25am	Better Products: an R&D overview	Andrew Somervell	Vice president - Products & Technology				
11:00am	Breakout sessions Airvo 3 Optiflow - Trace & Switch	Chris Crone & Sam Frame Winston Fong	General Manager & Marketing Manager – Airvo Group Vice president - Surgical Technologies				
12:00pm	Lunch Break / Site tour & Product expo						
1:00pm	Breakout Sessions Airvo 3 Optiflow - Trace & Switch	Chris Crone & Sam Frame Winston Fong	General Manager & Marketing Manager - Airvo Group Vice president - Surgical Technologies				
2:00pm	Q&A	All presenters					
2:30pm	Thank you / Close						



Our aspiration

Lewis Gradon - Managing Director / CEO Lyndal York - CFO

LOOKING FORWARD



Our aspiration – prior to COVID-19



OUR ASPIRATION: Sustainably DOUBLING our constant currency revenue every 5-6 years.

















OUR ASPIRATION: Sustainably DOUBLING our constant currency revenue every 5-6 years.

COVID-19 has accelerated placement of hospital hardware and given us the opportunity to advance our longer-term plans.

Fisher&Paykel

Long term margin targets

- Long term gross margin and operating margin targets remain unchanged
- Freight rates expected to remain elevated in the near term

Accelerated investment in:

- R&D Surgical technologies, Home respiratory support
- Anesthesia sales team



OPERATING (EBIT) MARGIN





Expansion of R&D and manufacturing facilities

~\$700m capital expenditure over about five years. This includes:

New Zealand

- Completion of building 5
- Acquisition of second R&D and manufacturing campus in New Zealand

Tijuana, Mexico

• Completion of a third manufacturing facility in Mexico

Future manufacturing

 Additional manufacturing location outside of New Zealand and Mexico



NZ 5 – Ground works progressing well on the fifth R&D and manufacturing facility in Auckland, New Zealand.



Better Products: An R&D Overview

Andrew Somervell – Vice President Products and Technology



Better Products: Enabling Clinical Practice Change

Products that:



Requires: New insights, original thoughts, finding unarticulated need



A Patient Focused Culture

- Underlying philosophy of doing what is best for patients
 - Aligns with long-term needs of all caregivers
- Patient care is complex. Complexity provides opportunity
- Deep, broad understanding of patient care leads to new insights and solutions
- Patient focused, multi-disciplinary product teams





Patient Focused Teams: In-depth Knowledge



Enabling our Product Teams

- Our people: attracting and growing top talent
- First-hand access to user environments
- Engaging world-leading expertise
- Leading prototyping and testing facilities
- Co-locating R&D and manufacturing





Airvo 3

Chris Crone – General Manager Sam Frame – Marketing Manager



CX05S1 BEAP

Designed to facilitate treatment:

- of more patients
- in more hospital areas
- by more types of clinicians





Integrated battery

Current challenge:

- Nasal high flow requires a continuous power supply
- Continuity of therapy is key

- Transfer for diagnostics
- Earlier initiation, e.g. prior to admission





Standardised tube kits and interfaces

Current challenge:

- Storage and training burden for new equipment
- Treating a wider range of patients

- A lower barrier to fleet expansion
- Treatment of new patients requiring smaller interfaces







Current challenge:

- Downtime of equipment
- Differing preference of reprocessing

- Greater time treating patients
- Flexible options for reprocessing







Current challenge:

- Distance between decision makers and patients
- Adherence to hospital protocols

- Personalised clinical parameters
- Alignment between default settings and protocols

Fisher&Paykel HEALTHCARE				
Optiflow - High Flow		Standby		
37	40 L/min	35 % гіо₂ нро	C start	
Standby - No therapy being delivered			Ӌ 100%	
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OptiO₂ - closed loop oxygen control

Current challenge:

- Oxygen can be under or over delivered
- Difficult to keep patients within their target range

- Use in areas where control matters most
- A patient-specific approach





Surgical Humidification Open Abdominal Surgery

Winston Fong - Vice President Surgical Technologies



Intro – Laparotomy

- Patient and open surgical site is exposed to ambient air during laparotomy surgery
- Very different to natural physiological state (warm and wet)
- Causes evaporation which results in loss of heat and moisture from patient





Clinical problems

Hypothermia



Tissue / Cell damage



Surgical site infection





SI400 flow visualisation





Product

SI400 Humidified Gas Diffuser





How could warm, humidified CO₂ benefit the patient?

- Improves temperature
- Provides humidity
- Reduces risk of SSI
- Improves local wound temperature
- Increases tissue oxygenation and perfusion
- Reduces morphological
 mesothelial damage



Optiflow Anesthesia

Winston Fong - Vice President Surgical Technologies



Optiflow nasal high flow therapy

Mechanisms of action

Spontaneously breathing patients with or at risk of respiratory compromise





What is anesthesia?





General Anesthesia - Clinical complications

- Anesthetic agents
 - Neuro muscular blockade → apnoeic
 - Loss of muscle tone, airway collapse, atelectasis
- Complications include
 - Airway damage causing: swelling → airway closure
 - Intubation failure
 - Desaturation causing anesthetic morbidity and mortality





Sedation - Clinical complications

- Anesthetic agents
 - Represses breathing
 - Causes atelectasis
- Complications include
 - Desaturation: 26-85% of GI Endoscopy cases desaturate¹
 - Disrupts procedure
 - Surgery delays
 - Patient risk/dissatisfaction







Optiflow SwitchTM



Enables delivery of **humidified oxygen** in the peri-anesthesia environment

User can **Switch** between bag mask ventilation and Optiflow without needing to remove the nasal interface

Reduces the number of steps required to bag mask ventilate a patient vs standard Optiflow nasal high flow interfaces





Optiflow Trace[™]





Sampling of exhaled gas from either nose or mouth*

Secure connection with standard CO₂ sampling lines

Continuous sampling of exhaled CO₂ while using Optiflow nasal high flow for oxygenation*

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*Attention: this applies for flow rates between 5-50L/min.

Systematic and growing clinical evidence



Hung, 2022 GI endoscopy – demonstrated the efficacy of high flow nasal oxygenation for reducing the risk of hypoxemia in patients under sedation.

Su, 2022 Bronchoscopy - HFNC may provide consistent oxygenation (SpO₂>90%) and safer invasive procedures.

Ben-Menachem, 2020 Bronchoscopy - HFNO compared with LFNO significantly reduces desaturations

Nay, 2021 GI endoscopy - HFNO significantly reduced the incidence of oxygen desaturation

Lin, 2019 GI endoscopy - HFNC can prevent the incidence of hypoxia and severe hypoxia undergoing elective gastroscopy

Patel & Nouraei (2015) - NHF is beneficial in extending apnea time patients with difficult airways undergoing general anesthesia.



Summary

- Ongoing innovation
- Strong and continually growing clinical evidence
- Change in clinical practice
- Sustainable profitable growth
- Extending the use of Optiflow into anesthesia practice











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