Tony Carter, Chairman
Agenda

• Chair’s Address
• Board Subcommittee Updates
• Managing Director and Chief Executive Officer’s Review
• Financial Statements
• Resolutions
• Voting
• General Questions
## FY2019 Financial Highlights

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Revenue</td>
<td>$1.07B</td>
<td>↑ 9%</td>
</tr>
<tr>
<td>Net Profit After Tax</td>
<td>$209.2M</td>
<td>↑ 10%</td>
</tr>
<tr>
<td>Dividend</td>
<td>22.35 cents</td>
<td>↑ 9%</td>
</tr>
</tbody>
</table>
FY2019 Revenue by Product Group

Hospital: 60% of operating revenue

Homecare: 39% of operating revenue

Distributed & Other: 1% of operating revenue
Hospital Product Group

FY19 Result

Revenue

$642M

Revenue Growth

NZ$  ↑12%

Constant Currency  ↑11%

FY15  FY16  FY17  FY18  FY19

357.2  436.3  500.4  572.1  642.3

16% CAGR
Homecare Product Group

FY19 Result

Revenue $421M

Revenue Growth

NZ$ ↑ 6%

Constant Currency ↑ 4%

FY15 FY16 FY17 FY18 FY19

302.0 365.8 381.5 398.1 421.4

9% CAGR
Gross and Operating Margins

Gross Margin

- Long Term Gross Margin target – 65%

Operating (EBIT) Margin

- Long Term Operating Margin target – 30%
Scott St John

Audit & Risk Committee Chair
Pip Greenwood

People & Remuneration Committee Chair
Donal O’Dwyer

Quality, Safety & Regulatory Committee Chair
Lewis Gradon, Managing Director and CEO
**FY2020 Outlook**

### Full Year

- Expect NZD:USD exchange rate of ~0.64 for the balance of the year
- Operating Revenue: Approximately $1.17 billion
- Net Profit after Tax: Approximately $245 - $255 million

### First Half

- Expect at current exchange rates
- Operating Revenue: Approximately $560 million
- Net Profit after Tax: Approximately $120 million
Fifty Years of Care

1969 - Agee Jar Humidifier

2019 - F&P 950 Humidifier
Lyndal York

Chief Financial Officer
OUR ASPIRATION: Sustainably DOUBLING our constant currency revenue every 5-6 years.
Lewis Gradon, Managing Director and CEO
Tony Carter, Chairman
Financial Statements

• Opportunity for shareholders to ask any questions specifically on the financial statements, the auditor’s report or the company’s 2019 annual report.

• There will be an opportunity to ask any general questions once all items on the agenda have been considered.
Resolutions

1. Re-election of Lewis Gradon as Director
2. Re-election of Donal O’Dwyer as Director
3. Election of Neville Mitchell as Director
4. Auditor’s Remuneration
5. Issue of Performance Share Rights
6. Issue of Options
7. Company Constitution
Three Ways to Vote

1. Use your voting card (in person)

2. Use your smartphone using the LINK App (in person)

3. Electronic voting form (online)
Resolution 1: Re-election of Lewis Gradon

That Lewis Gradon, who retires by rotation and, being eligible, offers himself for re-election, be re-elected as a director of the Company.
Resolution 2: Re-election of Donal O’Dwyer

That Donal O’Dwyer, who retires by rotation and, being eligible, offers himself for re-election, be re-elected as a director of the Company.
Resolution 3: Election of Neville Mitchell

That Neville Mitchell, who being eligible, offers himself for election, be elected as a director of the Company.
Resolution 4: Auditor’s Remuneration

That the Directors be authorised to fix the fees and expenses of PwC as the Company’s auditor.
Resolution 5: Issue of Performance Share Rights

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.
Resolution 6: Issue of Options

That approval be given for the issue of up to 190,000 options under the Fisher & Paykel Healthcare 2003 Share Option Plan to Lewis Gradon, Managing Director and Chief Executive Officer of the Company.
Resolution 7: Company Constitution

That the existing constitution of the Company is revoked, and the constitution presented at the meeting, and referred to in Explanatory Note 5 of the Notice of Meeting, is adopted as the Constitution of the Company.
Voting

• In respect of each resolution, please tick the “for”, “against” or “abstain” box.

• Once you have completed your voting, please hand your paper to a representative from Link Market Services.

• Please raise your hand if you require a pen.

• Results will be announced to NZX and ASX as soon as they are available.
Questions?