

Care by Design.

CARE IN EVERYTHING WE DO

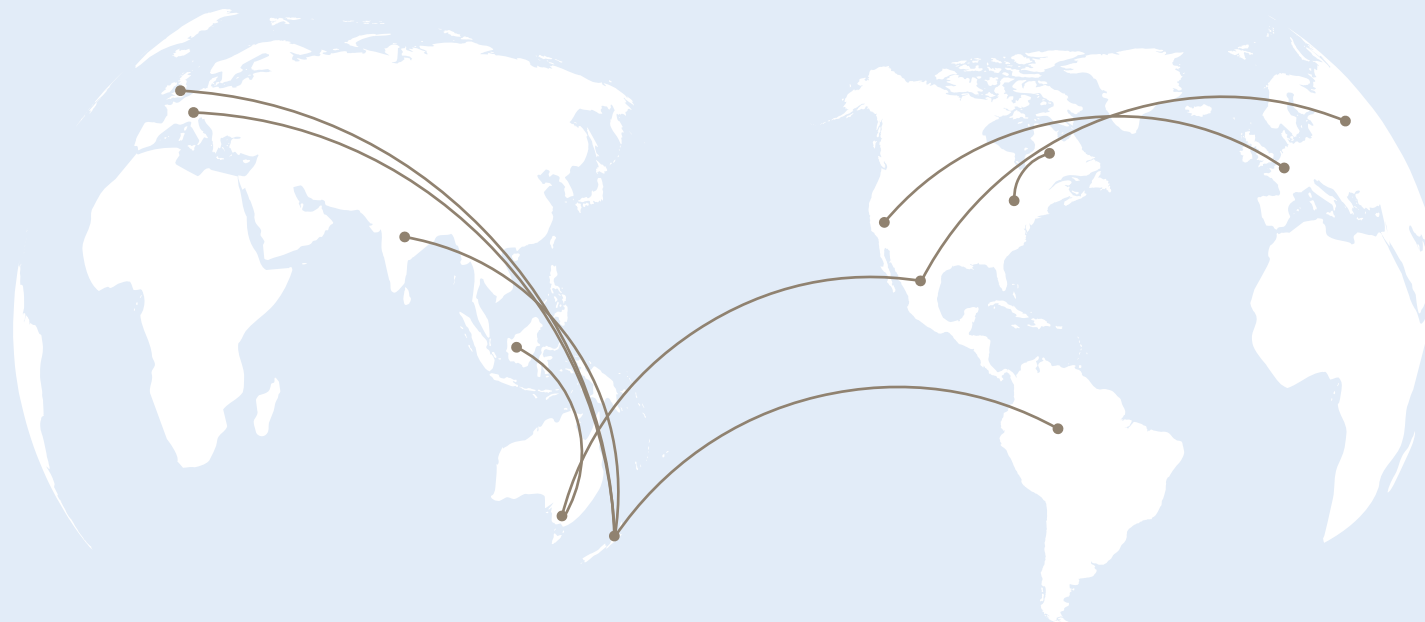
Fisher & Paykel Healthcare is a leading designer, manufacturer and marketer of products and systems for use in respiratory care, acute care, surgery and the treatment of obstructive sleep apnea.

Our medical devices and technologies are designed to help patients get better faster. We help patients transition to less acute care settings, help them recover quicker and provide solutions that can assist them to avoid more acute conditions. We also provide the ability for some patients to be treated in the home rather than the hospital.

Product innovation is essential to our success. Since the 1970s, when we successfully introduced our first heated humidifier to market, we have focused on continuous development and innovation. Our aim is to lead the way in the development of medical devices and technologies, and our products are considered forerunners in their respective fields.

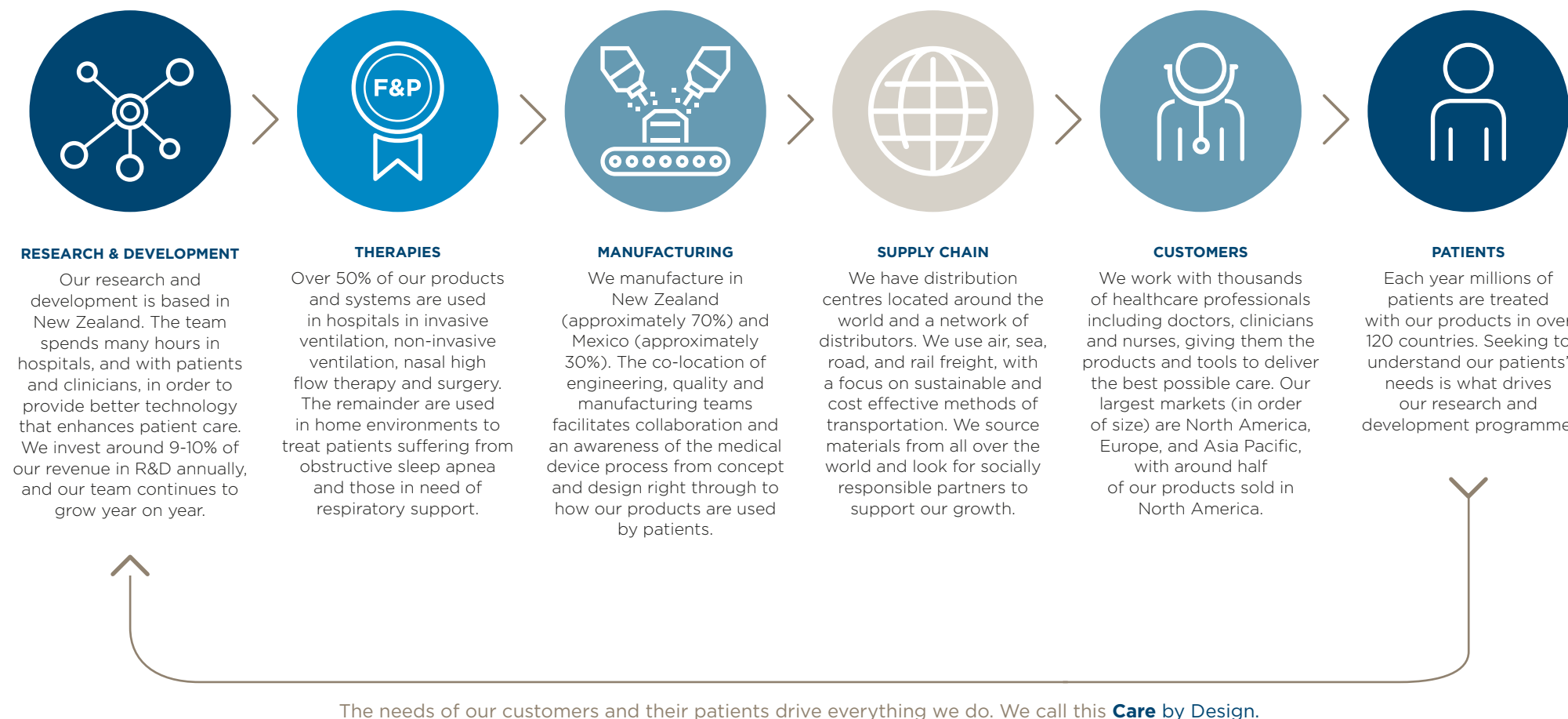
We are driven by our purpose of improving care and outcomes through inspired and world-leading healthcare solutions. Assisting clinicians around the world to deliver the best possible patient care through continuous product improvement, pioneering new therapies and changing clinical practice is key to our success.

Each year our products improve the quality of care for millions of patients in more than 120 countries around the world.



HOW OUR BUSINESS WORKS

Established as part of Fisher & Paykel Industries in 1969, we separated from the Appliances business in 2001 and now operate independently. We are headquartered in New Zealand and are listed on the New Zealand and Australian stock exchanges. We are a company that is focused on delivering sustainable profitable growth and aspire to double our constant currency revenue every 5-6 years. 99% of our revenue comes from outside New Zealand.

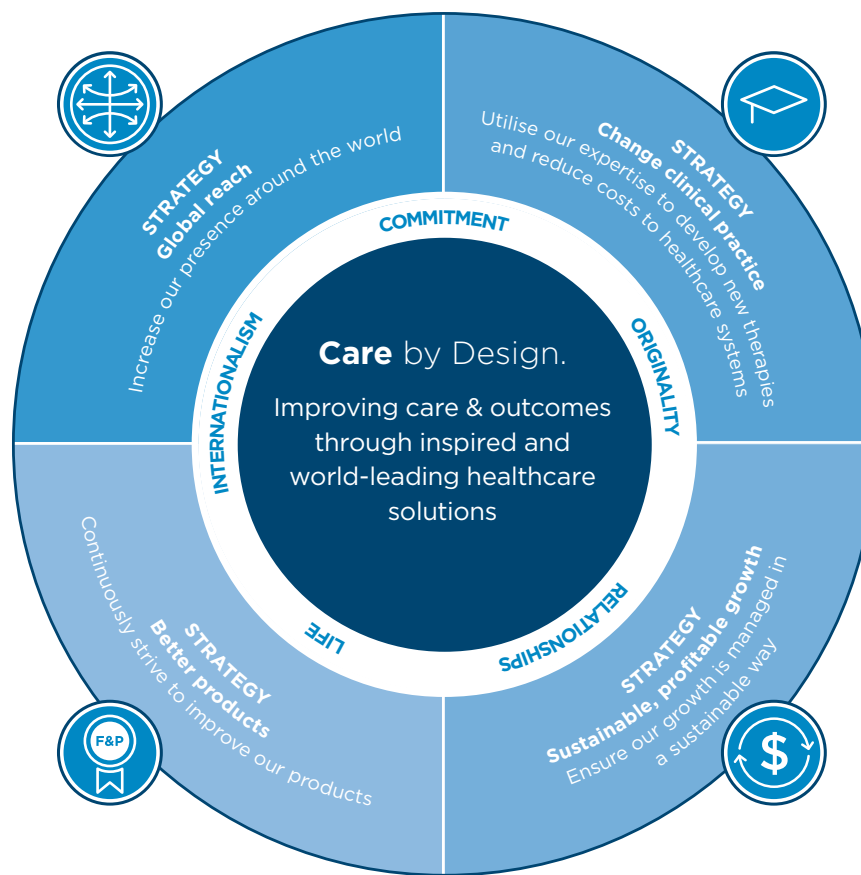


HOW WE DELIVER VALUE

For many years, our business strategy has been consistent, centred on a clear premise of improving care and outcomes through inspired and world-leading healthcare solutions. It is an aspiration that draws our team of like-minded people together, and that attracts partners, suppliers and healthcare providers to work alongside us towards a shared goal.

We have a culture of Care by Design, which is a simple way of expressing the care and intentionality we put into everything we do. We believe that by retaining this resolute focus on delivering the best for the patient, then the results – such as improved patient outcomes, career opportunities for our people and business success, will come.

Our inputs



Our outputs



MARKET CONTEXT

AGEING POPULATION | TECHNOLOGY ADVANCEMENT | HEALTHCARE COSTS INCREASING | OTHER EXTERNAL FACTORS

THERAPIES

Hospital

Humidity is crucial to respiratory health and well-being. Our products incorporate patented and proprietary technologies designed to emulate the balance of temperature and humidity that occurs naturally in healthy lungs. This approach restores natural balance and seeks to ensure optimal outcomes for patients and their caregivers.

Our products are used throughout the hospital, predominantly in invasive and non-invasive ventilation, nasal high flow therapy and surgery.

Key products include the Airvo flow generator and humidifier, Optiflow nasal cannula range, F&P 950 heated humidification system, Evaqua breathing circuits and HumiGard surgical humidification system.



THERAPIES

Homecare

Obstructive sleep apnea (OSA) occurs when one's airway temporarily closes during sleep, forcing sufferers to wake either partially or completely to breathe again. This can occur up to several hundred times a night, and if left untreated, can lead to serious health problems.

Our continuous positive airway pressure (CPAP) devices and innovative masks are used to treat OSA. CPAP therapy keeps the airway open, a recognised simple and effective treatment for OSA. We are also increasingly seeing our devices being used in the treatment of chronic respiratory conditions such as chronic pulmonary disease (COPD).

Our products in this group include CPAP therapy devices and masks, flow generators, interfaces and data management technologies. These include the myAirvo flow generator and humidifier SleepStyle flow generator, and Simplus, Eson and Brevida OSA masks.



MANUFACTURING



We manufacture in New Zealand and Mexico.

In New Zealand, our team works across both hospital and homecare product lines. The manufacturing facilities are part of the same buildings that host our other functional groups, such as R&D, clinical, quality, distribution and sales. We have found that embedding pilot manufacturing in this way enables our engineering, quality and manufacturing teams to work closely together. Designs and processes can be routinely monitored and tested to ensure that they are stable and our products are made to a high degree of quality.

We opened our first manufacturing facility in Mexico in 2010 and our second in 2018, and have built a strong, skilled team with medical device manufacturing expertise. In Tijuana, where our plants are located, we are able to benefit from the skills of a well-qualified, well-established maquiladora industry within a medical device manufacturing business hub. Tijuana also provides us with good access to the US and our North American distribution centres in Kentucky and California. The cost efficiencies we have achieved, and the expert team we have built are strong assets to the business.

THE ENVIRONMENT



We are privileged to be in an industry where the work we do has a direct impact on improving people's lives around the world. Seeking to minimise our impact on the environment, take care of our people and support our communities is integral to the way we do business. Our operations have a relatively low environmental footprint and we strive for ongoing improvement through dedicated resources to activities such as recycling and emissions monitoring, and measurement of progress through the international Carbon Disclosure Project.

Certifications: ISO 14001:2015
(New Zealand and Mexico sites)



RESEARCH AND DEVELOPMENT



Our R&D team is based in New Zealand, with more than 500 engineers and scientists working across our various product categories. Our R&D philosophy is based on acquiring a strong understanding of our patients and clinicians' needs in order to develop products that help improve care and outcomes.

500+

**ENGINEERS AND SCIENTISTS
DRIVING OUR INNOVATION AND
PRODUCT DEVELOPMENT**

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www.fphcare.co.nz