

# Fact Sheet 2018

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 purpose is to improve care and outcomes through inspired and world-leading healthcare solutions. Our consistent long-term growth strategy is to increase our international presence, change clinical practice, expand our range of innovative products and deliver sustainable, profitable growth.

We manufacture our products at facilities in New Zealand and Mexico and sell them in more than 120 countries worldwide. We employ over 4,000 people around the world including more than 550 staff dedicated to research and development.

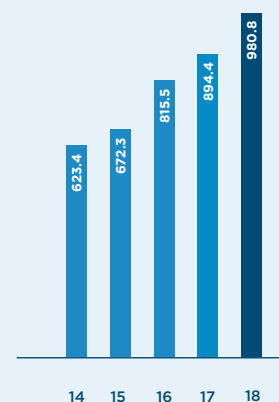
## KEY FINANCIALS

All figures NZ\$ unless otherwise stated	FY2014 NZ\$M	FY2015 NZ\$M	FY2016 NZ\$M	FY2017 NZ\$M	FY2018 NZ\$M
Operating Revenue (US\$)	511.7	544.5	553.4	634.1	701.1
Operating Revenue (NZ\$)	623.4	672.3	815.5	894.4	980.8
Gross profit	365.4	410.9	521.7	590.4	650.4
Gross margin	58.6%	61.1%	64.0%	66.0%	66.3%
R&D Expenses	54.1	65.0	73.3	86.0	94.7
Net profit after tax	97.1	113.2	143.4	169.2	190.2
Earnings per share <sup>1</sup> (cents)	17.7	20.4	25.6	29.9	33.4
Dividend per share <sup>2</sup>	12.4	13.8	16.7	19.5	21.25
Total assets	630.3	669.8	766.8	878.2	1,025.1
Shareholders' equity	406.1	471.2	541.7	661.6	761.4
Interest bearing liabilities	09.4	65.5	63.1	61.0	82.4
Gearing ratio <sup>3</sup>	21.0%	10.3%	7.7%	6.5%	-7.3%
NZD:USD (average spot rate)	0.8208	0.8098	0.6786	0.7090	0.7148

1. Basic earnings per share (does not account for the dilutive effects of outstanding share options and performance share rights)
2. Dividends carry New Zealand imputation credits (see Annual Report)
3. Debt/Debt + Equity (calculated using net interest bearing liabilities to total assets excluding unrealised financial instruments gains or losses).

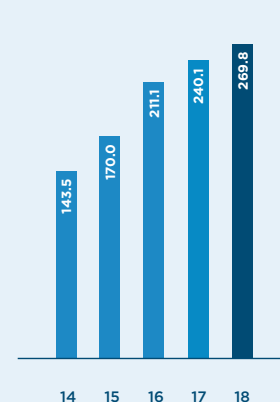
### OPERATING REVENUE

NZ\$ MILLIONS



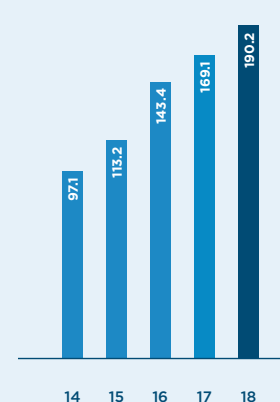
### OPERATING PROFIT

NZ\$ MILLIONS



### PROFIT AFTER TAX

NZ\$ MILLIONS



## COMPANY INFORMATION

Fisher & Paykel Healthcare Corporation Limited  
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Website: [www.fphcare.com](http://www.fphcare.com)  
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## SHARE INFORMATION

as at 31 March 2018

NZX Main Board Code: FPH

ASX Code: FPH

Share price: \$13.20

Shares on issue: 571,230,264

Market capitalisation: NZ\$7.5 billion

Financial year-end: March 31

Indices: S&P/NZX 50 Index; S&P/NZX 50 Portfolio Index;  
S&P/NZX 20 Index; S&P/NZX 15 Index; S&P/NZX 10 Index;  
S&P/NZX All Index; S&P/NZX SciTech Index; S&P/ASX200  
Index, S&P/ASX All Ordinaries Index, MSCI World Index,  
Asia Pacific and Australian Dow Jones Sustainability Indices

## REGISTRIES

### New Zealand

Link Market Services Limited  
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### Australia

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## PRODUCT GROUPS

### Hospital

We offer medical devices for use in the hospital where patients are receiving invasive and non-invasive ventilation, nasal high flow therapy or undergoing surgery.

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 the body. This approach restores natural balance and seeks to ensure optimal outcomes for patients and their caregivers.

All figures NZ\$M unless otherwise stated	FY2014	FY2015	FY2016	FY2017	FY2018
<b>Hospital</b>					
Operating revenue	336.9	357.2	436.3	500.4	572.1
Contribution to total	54%	53%	53%	56%	58%

### Homecare

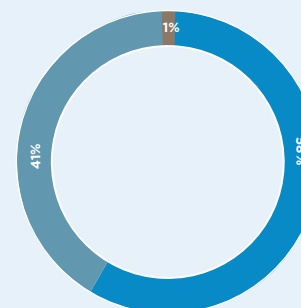
Obstructive sleep apnea (OSA) occurs when one's airway temporarily closes during sleep, forcing sufferers to wake either partially or completely to breathe again. This can occur up to several hundred times a night, and if left untreated, can lead to serious health problems.

Our continuous positive airway pressure (CPAP) devices and innovative masks are used to treat OSA. CPAP therapy keeps the airway open, and is recognised as a simple and effective treatment for OSA.

We also offer products that provide respiratory support in the home in the treatment of chronic respiratory conditions such as chronic obstructive pulmonary disease.

All figures NZ\$M unless otherwise stated	FY2014	FY2015	FY2016	FY2017	FY2018
<b>Homecare</b>					
Operating revenue	270.0	302.0	365.8	381.5	398.1
Contribution to total	43%	45%	45%	43%	41%

The balance of sales not covered by these two business areas are made up of distributed and other product sales including infant warmers and the distribution of Medela products in New Zealand.



### REVENUE BY PRODUCT GROUP

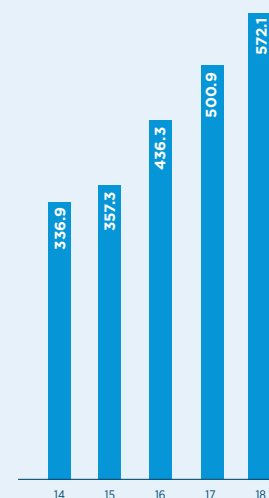
12 MONTHS TO 31 MARCH 2018

● HOSPITAL	58%
● HOME CARE	41%
● DISTRIBUTED & OTHER	1%

### HOSPITAL

#### OPERATING REVENUE

NZ\$ MILLIONS



### HOME CARE

#### OPERATING REVENUE

NZ\$ MILLIONS



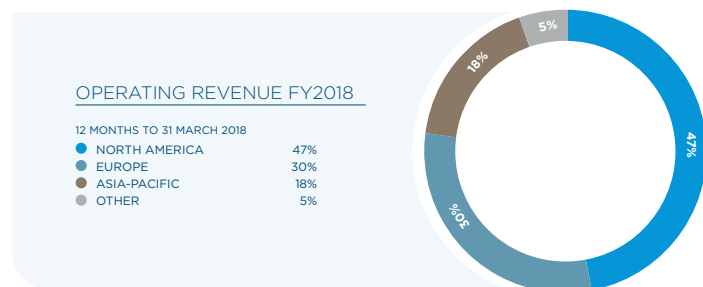
## MARKETS

We employ multiple distribution channels to reach our customers in more than 120 countries:

**Direct:** We have direct sales teams in 37 countries which sell directly to hospitals, long-term care facilities and home healthcare dealers.

**Distributors:** In markets where we do not have our own representatives we sell to more than 200 distributors worldwide who in turn sell to hospitals, home healthcare dealers and other manufacturers of medical products. Our distributors are supported by representative offices in a number of other countries and area managers based in New Zealand.

**Original equipment manufacturers:** We sell our devices to manufacturers of medical products and their distributors, who in turn sell to hospitals and home healthcare dealers.



## EXECUTIVE



**Lewis Gradon,**  
Managing Director and Chief Executive Officer



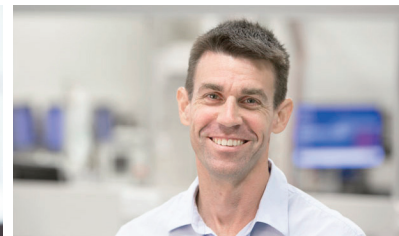
**Deborah Bailey,**  
Vice President - Human Resources



**Brian Schultz,**  
Vice President - Quality & Regulatory Affairs



**Paul Shearer,**  
Senior Vice President - Sales & Marketing



**Andrew Somervell,**  
Vice President - Products & Technology



**Jonti Rhodes,**  
General Manager - Supply Chain



**Andrea Blackie,**  
Acting Chief Financial Officer



**Winston Fong,**  
Vice President - Surgical technologies



**Nicholas Fourie,**  
Vice President - Information & Communication Technology

## GOVERNANCE

### BOARD

**Tony Carter** - Chairman, Non-Executive Independent Director  
**Lewis Gradon** - Managing Director & Chief Executive Officer  
**Michael Daniell** - Non-Executive Director  
**Pip Greenwood** - Non-Executive Independent Director  
**Geraldine McBride** - Non-Executive Independent Director  
**Arthur Morris** - Non-Executive Independent Director  
**Donal O'Dwyer** - Non-Executive Independent Director  
**Scott St John** - Non-Executive Independent Director

## DIVIDEND POLICY

Dividends carry New Zealand imputation credits to the maximum extent available. The company's directors have established a target debt to debt plus equity ratio\* of +5% to -5%. We expect that a dividend pay-out ratio of approximately 70% of net profit after tax will be appropriate to achieve and maintain target gearing. We also currently offer a dividend reinvestment plan that offers shareholders the opportunity to re-invest dividends in new shares in the company.

\* Net interest bearing liabilities to total assets excluding unrealised financial instrument gains or losses.

## RESEARCH & DEVELOPMENT

We believe that product development and clinical research is critical to our success, and currently invest approximately 10% of revenue into R&D. As at 31 March 2018 we employed 550+ engineers, scientists and physiologists principally engaged in clinical research and product and process development.

## HISTORY

Fisher & Paykel (F&P) commenced business in 1934 as an importer of refrigerators and washing machines. In 1938 F&P started manufacturing white ware under license to several major international appliance companies and in the mid-1960s moved to manufacturing products using in-house technology.

The involvement in healthcare started in the late 1960s when F&P sought involvement in a business that could benefit from their growing manufacturing and electronic expertise. A prototype respiratory humidifier, developed in New Zealand for use with patients needing ventilation in hospital intensive care situations, was taken to production by F&P. Since then we have consistently developed innovations to improve patient care and developed world-wide distribution for these products.

On 14 November 2001, as part of a reorganisation, Fisher & Paykel Industries Limited was renamed Fisher & Paykel Healthcare Corporation Limited and a new company, Fisher & Paykel Appliances Holdings Limited, was established to own F&P's appliances and finance business. In connection with the reorganisation, Fisher & Paykel Healthcare Corporation Limited listed on the Australian and New Zealand Stock Exchanges and NASDAQ. In February 2003 the NASDAQ listing was terminated.

## INVESTOR RELATIONS CONTACT INFORMATION

### Marcus Driller

General Manager Corporate  
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## ANALYSTS

A number of broking analysts currently follow our company and provide written research reports on our performance and future prospects.

### NEW ZEALAND

#### Stephen Ridgewell

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