

### News Release

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#### **F&P Wins Exporter of the Year at 2013 AmCham-DHL Express Success & Innovation Awards**

Auckland, New Zealand, 9 August 2013 - Fisher & Paykel Healthcare was awarded Exporter of the Year in the over NZ\$5 million category at the 14th annual American Chamber of Commerce DHL Express Success & Innovation Awards.

The awards, which were held in Auckland on the 8th of August, honour companies using entrepreneurship and innovation in achieving success in the fast moving, highly competitive US market.

The judges were impressed by “the depth of market penetration achieved in the USA and the extensive development of products in the obstructive sleep apnea segment which further augments Fisher & Paykel’s range of heated respiratory humidifier products”. The award was presented by the Prime Minister of New Zealand, the Right Honourable John Key, and accepted on behalf of Fisher & Paykel Healthcare by Mr Paul Shearer, the company’s Senior Vice President of Sales & Marketing.

“Innovation is key to our success, as we challenge traditional care practices to create products which set the standard in patient care, comfort and outcomes. This focus on innovation allows us to compete successfully against other global and American companies” said Mr Shearer.

He added “The US is our largest market, and the acceptance and growing demand for our products in this market is an essential ingredient in our company’s success. We feel honoured to be recognised with this award alongside many other extremely successful and innovative New Zealand-based companies.”

In his acceptance speech, Mr Shearer thanked Fisher & Paykel Healthcare’s US staff and American-based hospital distributor and partner CareFusion for their ongoing commitment and support.



**Left to right: Rt Hon John Key (Prime Minister of New Zealand), Paul Shearer (Senior Vice President Sales & Marketing, Fisher & Paykel Healthcare), Russ Willis (NZ Sales Manager, Hawaiian Airlines).**

Contact: Marcus Driller, Investor Relations Manager on +64 9 574 0110  
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