

# **News Release**

STOCK EXCHANGE LISTINGS: NEW ZEALAND (FPH), AUSTRALIA (FPH)

# RECORD RESULT FOR FISHER & PAYKEL HEALTHCARE: NET PROFIT UP 20%

Auckland, New Zealand, 26 November 2018 - Fisher & Paykel Healthcare Corporation Limited today announced its results for the half year ended 30 September 2018. Net profit after tax was NZ\$97.4 million, up 20%, and operating revenue was NZ\$511.3 million, 12% above the first half last year.

"Overall, results are in line with our expectations for the start of the 2019 financial year," said Managing Director and CEO, Lewis Gradon. "We remain on track, with our core product groups delivering a 12% increase in revenue, or 9% in constant currency terms."

Operating revenue for the Hospital product group, which includes products used in respiratory, acute and surgical care, increased 13% to a record NZ\$297.3 million, or 11% growth in constant currency. Products in the Hospital group made up 58% of the company's operating revenue.

"Our devices and systems used for nasal high flow therapy continue to drive much of the growth in our hospital business," said Managing Director and CEO, Lewis Gradon. "Our new F&P 950 heated humidification system for neonates is performing well in New Zealand and Australia, and we are looking forward to the release of the 950 in Europe next year."

In the Homecare product group, operating revenue rose 10% to NZ\$211.1 million, or 6% growth in constant currency. This group includes products used in the treatment of obstructive sleep apnea and respiratory support in the home. Growth in hardware devices used in the home was robust as the company experienced strong demand for its myAirvo and SleepStyle devices. OSA masks and accessories growth of 2% in constant currency was as expected, as the company anticipates the launch of new masks.

"We are pleased with the progress that we have made with our myAirvo device, which is used for patients with chronic respiratory conditions, and sales from this product are an increasing proportion of our Homecare revenue. We anticipate that resolving a manufacturing delay will allow us to introduce our next new OSA mask early in 2019, which will be followed by more new masks during the year."

Gross margin increased by 77 basis points to 66.8%, or a 22 basis points increase in constant currency, compared to the first half last year, primarily due to favourable product mix and Mexico manufacturing.

The company's directors have approved an interim dividend of 9.75 NZ cents per ordinary share, an increase of 11% on the interim dividend last year. The interim dividend, carrying full New Zealand imputation credit, will be paid on 21 December 2018 with a record date of 10 December 2018. The dividend reinvestment plan, under which eligible shareholders can elect to reinvest all or part of their cash dividends in additional shares, will again be made available in respect of the 2019 interim dividend. The directors have determined that the DRP will be offered without a discount for the 2019 interim dividend payment.

# **Outlook for FY2019**

"In the second half of the 2019 financial year we are cycling a strong period of growth in our Hospital product group. There was a very strong Northern Hemisphere flu season last year which we estimate contributed between 1 and 2 percentage points to our Hospital revenue growth. At this

stage it is too early to predict the severity of the upcoming Northern Hemisphere flu season and therefore we have assumed a moderate flu season in our guidance for the 2019 financial year.

"At current exchange rates we expect full year operating revenue for the 2019 financial year to be approximately NZ\$1.07 billion and net profit after tax to be in the range of approximately NZ\$205 to NZ\$210 million.

"We have an exciting future ahead of us. As healthcare systems look for ways to contain costs and care for patients in more effective and sustainable ways, we will continue to innovate, and to aspire to help improve the healthcare of many more millions of patients around the world every year. We are confident that we have the people, potential and philosophy to deliver on the opportunity ahead of us, delivering results for our communities and our shareholders around the world," concluded Mr Gradon.

# Overview of key results for the first half

- 20% growth in net profit after tax to a record NZ\$97.4 million.
- 11% increase in interim dividend to 9.75 cps (2018: 8.75 cps).
- 12% growth in operating revenue to a record NZ\$511.3 million, 8% growth in constant currency.
- 13% growth in Hospital operating revenue, 11% growth in constant currency.
- 22% constant currency revenue growth for consumables used in non-invasive ventilation, Optiflow and surgical applications, accounting for 60% of Hospital consumables revenue.
- 10% growth in Homecare operating revenue, 6% growth in constant currency.
- 2% revenue growth in constant currency in OSA masks.
- Investment in R&D was 9% of revenue, or NZ\$45.7 million.

# **About Fisher & Paykel Healthcare**

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. The company's products are sold in over 120 countries worldwide. For more information about the company, visit our website <a href="https://www.fphcare.com">www.fphcare.com</a>.

## **Ends**

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# **Accompanying Documents**

Attached to this news release are the following additional documents:

- Results in Brief
- Interim Report 2019, including financial commentary and constant currency analysis
- Investor Presentation
- Appendix 1
- Appendix 7

# **Constant Currency Information**

Constant currency information included within this news release is non-conforming financial information, as defined by the NZ Financial Markets Authority, and has been provided to assist users of financial information to better understand and track the company's comparative financial performance without the impacts of spot foreign currency fluctuations and hedging results and has been prepared on a consistent basis each year. A constant currency analysis is included on page 18 of the company's Interim Report 2019 and the company's constant currency income statement framework can be found on the company's website at <a href="https://www.fphcare.com/ccis">www.fphcare.com/ccis</a>.

# **Half Year Results Conference Call**

Fisher & Paykel Healthcare will host a conference call today to review the results and to discuss the outlook for the 2019 financial year. The conference call is scheduled to begin at 10:00am NZDT, 8:00am AEDT Monday 26 November (4:00pm USEST, Sunday 25 November) and will be broadcast simultaneously over the Internet.

To listen to the webcast, access the company's website at <a href="www.fphcare.com/investor">www.fphcare.com/investor</a>. An online archive of the event will be available approximately two hours after the webcast and will remain on the site for two weeks.

To attend the conference call, participants should dial in to one of the numbers below at least 5 minutes prior to the scheduled call time and identify yourself to the operator. When prompted, please quote the conference code of: **8261030**.

New Zealand Toll Free	0800 423 970	US/Canada Toll Free	800 458 4121
Australia Toll Free	1800 573 793	Hong Kong Toll Free	800 961 105
United Kingdom Toll Free	0800 358 6377	International	+64 9 913 3622



# **Results in Brief**

	Six Months Ended	Six Months Ended	
	30 September 2017	30 September 2018	
	NZ\$M	NZ\$M	
UNAUDITED	(except as otherwise stated)	(except as otherwise stated)	% Change
FINANCIAL PERFORMANCE			
Total operating revenue	458.4	511.3	+12%
Cost of sales	(155.7)	(169.7)	+9%
Gross profit	302.7	341.6	+13%
Gross margin	66.0%	66.8%	+80bps
Other income	2.5	2.5	-
Selling, general and administrative expenses	(143.3)	(159.4)	+12%
Research and development expenses	(46.9)	(45.7)	-3%
R&D percentage of operating revenue	10.2%	8.9%	
Total operating expenses	(190.2)	(205.1)	+8%
Operating profit before financing costs	115.0	139.0	+21%
Operating margin	25.1%	27.2%	+210bps
Net financing expense	(0.9)	(3.1)	-233%
Profit before tax	114.1	135.9	+19%
Tax expense	(32.8)	(38.5)	+17%
Profit after tax	81.3	97.4	+20%
Revenue by Region:			
North America	211.8	240.9	+14%
Europe	131.1	141.1	+8%
Asia Pacific	94.3	106.7	+13%
Other	21.2	22.6	+7%
Total	458.4	511.3	+12%
Revenue by Product Group:			
Hospital	262.5	297.3	+13%
Homecare	191.3	211.1	+10%
Core products sub-total	453.8	508.4	+12%
Distributed and other	4.6	2.9	-37%
Total	458.4	511.3	+12%
	31 March 2018	30 September 2018	
	NZ\$M	NZ\$M	
FINANCIAL POCITION	(except as otherwise stated)	(except as otherwise stated)	
FINANCIAL POSITION	004.0	040.5	
Tangible assets	884.3	918.5	
Intangible assets (including deferred tax asset)	140.8	125.5	
Total assets	1,025.1	1,044.0	
Total liabilities	263.7	267.3	
Shareholders' equity	761.4	776.7	
Gearing	(7.3%)	(2.0%)	
Net tangible asset backing (cents per share)	121	120	

# Results in Brief (continued)

	Six Months Ended	Six Months Ended	
	30 September 2017	30 September 2018	
	NZ\$M	NZ\$M	
UNAUDITED	(except as otherwise stated)	(except as otherwise stated)	% Change
CASH FLOWS			
Net cash flow from operating activities	82.2	93.4	
Net cash flow (used in) investing activities	(51.6)	(16.1)	
Net cash flow (used in) financing activities	(40.2)	(59.9)	
SHARES OUTSTANDING			
Weighted average basic shares outstanding	569,032,090	572,060,145	
Weighted average diluted shares outstanding	575,686,404	577,516,454	
Basic shares outstanding at period end	570,536,208	573,049,244	
DIVIDENDS AND EARNINGS PER SHARE			
Dividends (interim paid/proposed) per share (cents)	8.75	9.75	+11%
Basic earnings per share (cents)	14.3	17.0	+2%

# **Constant Currency Analysis**

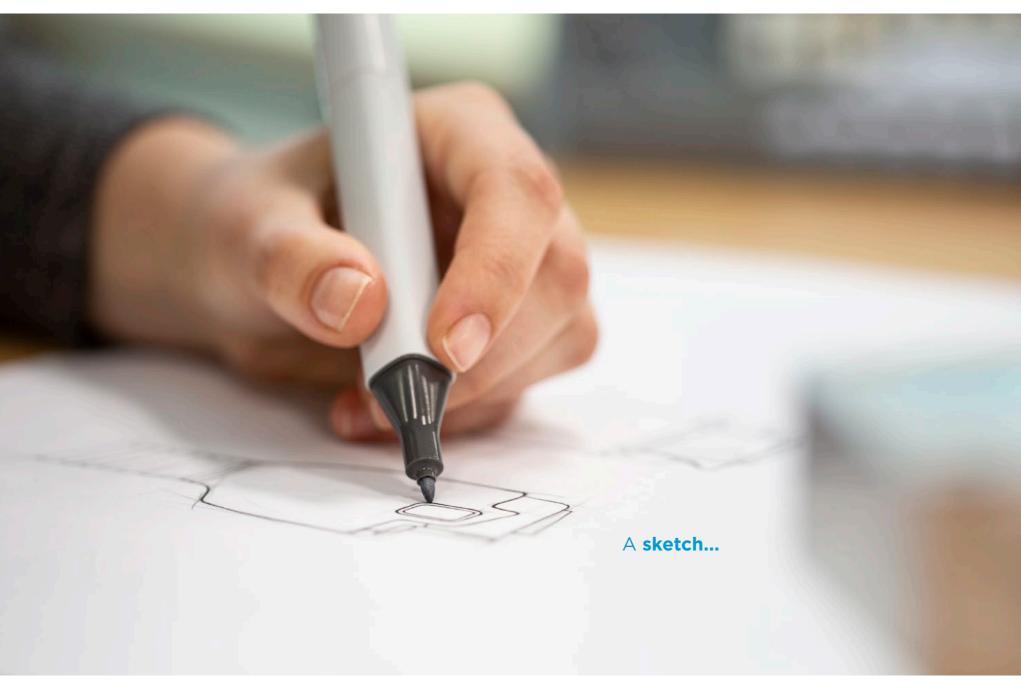
	Six Months Ended	Six Months Ended	
	30 September 2017	30 September 2018	
CONSTANT CURRENCY INCOME STATEMENTS UNAUDITED	NZ\$M	NZ\$M	% Change
Total operating revenue	454.9	492.2	+8%
Cost of sales	(155.8)	(167.5)	+8%
Gross profit	299.1	324.7	+9%
Gross margin	65.8%	66.0%	+22bps
Other income	2.5	2.5	-
Selling, general and administrative expenses	(144.6)	(155.8)	+8%
Research and development expenses	(46.9)	(45.7)	-3%
Total operating expenses	(191.5)	(201.5)	+5%
Operating profit before financing costs	110.1	125.7	+14%
Operating margin	24.2%	25.5%	+134bps
Net financing income (expenses)	(1.0)	0.4	-140%
Profit before tax	109.1	126.1	+16%

The significant exchange rates used in the constant currency analysis, being the budget exchange rates for the year ending 31 March 2019, are USD 0.72, EUR 0.59, AUD 0.93, GBP 0.52, CAD 0.94, JPY 77 and MXN 13.6.

A constant currency income statement is prepared each month to enable the board and management to monitor and assess the company's underlying comparative financial performance without any distortion from changes in foreign exchange rates. The table above provides estimated NZ dollar income statements for the relevant periods, which have all been restated at the budget foreign exchange rates for the 2019 financial year but after excluding the impact of movements in foreign exchange rates, hedging results and balance sheet translations.

This constant currency analysis is non-conforming financial information, as defined by the NZ Financial Markets Authority, and has been provided to assist users of financial information to better understand and assess the company's financial performance without the impacts of spot foreign currency fluctuations and hedging results and has been prepared on a consistent basis each half year.

The company's constant currency income statement framework can be found on the company's website at www.fphcare.com/ccis.

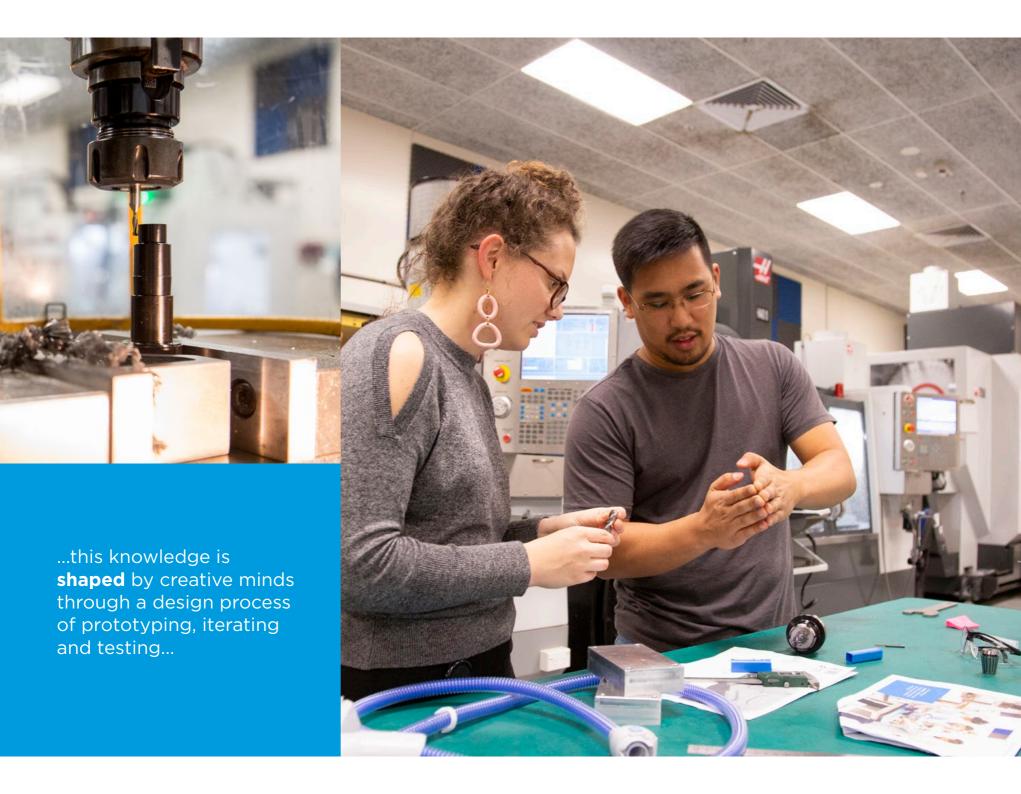




...draws on the **knowledge**, expertise and care of the many doctors, clinicians and healthcare providers we work with every day...







...that takes form through **precision**, ensuring the highest product quality standards and performance...







...helping to improve the care and outcomes for many millions of patients around the world every year.



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Constant currency information contained within this report is non-conforming financial information, as defined by the NZ Financial Markets Authority, and has been provided to assist users of financial information to better understand and assess the company's financial performance without the impacts of spot foreign currency fluctuations and hedging results and has been prepared on a consistent basis each financial period. A reconciliation between reported results and constant currency results is available on page 19 of this report. The company's constant currency income statement framework can be found on the company's website at www.fphcare.com/ccis.

This report is dated 23 November 2018 and is signed on behalf of Fisher & Paykel Healthcare Corporation Limited by Tony Carter, Chairman and Lewis Gradon, Managing Director and Chief Executive Officer.

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TONY CARTER, CHAIRMAN

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LEWIS GRADON, MANAGING DIRECTOR AND CHIEF EXECUTIVE OFFICER

# Half year highlights

**NET PROFIT AFTER TAX** NZ\$97.4 MILLION

**1**20% **1**21%

**OPERATING PROFIT** NZ\$139 MILLION

**OPERATING REVENUE** NZ\$511.3 MILLION

**12%** 

INTERIM DIVIDEND NZ 9.75 CPS FULLY IMPUTED

**11%** 

**SPEND ON R&D** 9% OF OPERATING REVENUE

\$45.7m

**GROSS MARGIN** 77 BASIS POINTS INCREASE

66.8%

**HOSPITAL REVENUE GROWTH** NZ\$297.3 MILLION

**^13%** 

**NEW APPLICATIONS CONSUMABLES** REVENUE GROWTH IN CONSTANT CURRENCY

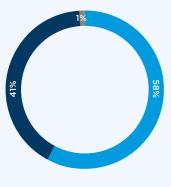
**^22%** 

#### **REVENUE BY REGION** 6 MONTHS TO 30 SEPTEMBER 2018



North America Other Furope Asia Pacific

#### **REVENUE BY PRODUCT GROUP** 6 MONTHS TO 30 SEPTEMBER 2018



Hospital Homecare Distributed & Other

# **Business** updates

# + WELCOMED

first major clinical study of the use of Optiflow nasal high flow therapy in the home

# + AWARDED

two Gold Pins at the New Zealand Design Awards for our F&P InfoSmart web application and F&P SleepStyle patient application

# + FAREWELLED

Tony Barclay, our long-standing Chief Financial Officer and Arthur Morris. non-executive director

# + ANNOUNCED

the appointment of Lyndal York as Chief Financial Officer and Neville Mitchell as a non-executive director

# + INCLUDED

in the Dow Jones Sustainability Asia Pacific Index and the Dow Jones Sustainability Australia index

# + NAMED

our two Mexico buildings after pioneers of heated respiratory humidification, Dr Matthew Spence and Mr Alf Melville

# + LAUNCHED

the F&P 950™ neonatal heated humidification system into New Zealand and Australia

# + PROGRESSED

with construction of our two building projects in New Zealand and Mexico

OF OPERATING REVENUE





#### **Invasive ventilation**

Our products for invasive ventilation provide warm, humidified air to intubated patients. This maintains the natural balance of heat and moisture in the airways.



#### **Non-invasive ventilation**

Non-invasive ventilation provides breathing support for patients through a face mask. Heated and humidified gas flows can improve patient comfort and compliance, reduce airway drying and improve secretion clearance.

## **Nasal high flow**



Nasal high flow is a respiratory care therapy delivering humidified flows of air, with or without supplementary oxygen, for reducing escalation of care for in-hospital patients and also patients in the home. A unique F&P Optiflow nasal interface allows comfortable. effective delivery of the therapy tailored to meet the needs of this wide range of patients.

# **Surgical technologies**

Our surgical products warm and humidify CO<sub>2</sub> during surgery, which may protect patients from hypothermia and post-operative pain and reduce the risk of surgical site infections, adhesions and cancer metastasis.

**OPERATING REVENUE GROWTH** 

**13**%

CONSTANT CURRENCY CONSUMABLE REVENUE GROWTH FROM NEW **APPLICATIONS** 

**+22%** 



## **CPAP** therapy

Our range of continuous positive airway pressure (CPAP) machines and masks support patients with obstructive sleep apnea. Our masks are well known for their comfort, simplicity and ease of use, which is a key factor in patient compliance.



# Nasal high flow with myAirvo and Optiflow

Taking from our nasal high flow expertise in hospital, we offer humidified respiratory therapy in the home and in long-term care settings with the intention of improving patients' quality of life and reducing hospital admissions. Our myAirvo device provides humidified flows of air, with or without supplementary oxygen, through an Optiflow nasal or tracheostomy interface and is used for patients with chronic respiratory conditions such as COPD or bronchiectasis.

Homecare

41%
OF OPERATING REVENUE

OPERATING REVENUE GROWTH (HY19 \$211.1M)

10%

CONSTANT CURRENCY
REVENUE GROWTH

**16%** 

# Care and innovation in everything we do

The 2019 financial year has started well. For the first half of the year, from 1 April 2018 - 30 September 2018, net profit after tax was up 20% at NZ\$97.4 million. Operating revenue was NZ\$511.3 million, which was 12% above the first half last year, or 8% growth in constant currency.

Our business is structured in two parts: Hospital and Homecare. The Hospital business includes products that are used in respiratory and acute care, and during surgery. Our systems in this product group assist healthcare providers to improve patient outcomes and avoid higher acuity care. Economic benefits are often achieved as well, through shorter lengths of stay, reduced escalation of care and infections and lower re-admission rates.

In the first half of the financial year, the Hospital product group delivered revenue growth of 11% in constant currency over the first half last year. This growth was due largely to the continued adoption of our Optiflow nasal high flow therapy system around the world.

Our Homecare product group includes products and systems used to treat obstructive sleep apnea (OSA) and patients requiring respiratory support in the home. Products in this group include CPAP therapy devices and masks, flow generators, interfaces and data management technologies.

In the first half of the financial year, the Homecare product group delivered revenue growth of 6% in constant currency. This result was largely driven by sales of our recently released SleepStyle CPAP device and continued strong growth of our myAirvo product and related consumables.

Net profit after tax growth of 20% was assisted by favourable foreign currency impacts, and the timing of R&D and patent litigation expenses.

#### **Progress**

We are making good progress on the construction of our fourth New Zealand building, which we expect to be complete in 2020. Our second manufacturing facility in Mexico is also progressing well, and on track to be complete by the end of 2018. The SAP roll out continues, and we are already enjoying the benefits of this improved enterprise resource planning system.

We continue to develop new products and introduce our latest systems and devices around the world. A recent highlight is the launch of the neonatal version of the F&P 950™ heated humidification system in New Zealand and Australia, which follows the previous introduction of the adult version.

This innovative product has been extremely well received by healthcare professionals, and is transforming the way babies are treated in the neonatal intensive care unit. We intend to release this product into Europe in mid-2019, to be followed by Canada and the US upon regulatory clearance.





We have an exciting future ahead of us, and will continue to innovate to help improve the care of millions of patients around the world every year.

**TONY CARTER** 



We are well placed to deliver sustainable, profitable growth into the future.

**LEWIS GRADON** 

Managing Director and Chief Executive Officer

The publication of a major long-term study earlier this year continues to make an impact in our homecare business. This research was conducted in Denmark on chronic obstructive pulmonary disease (COPD) patients, with the primary outcome being a significant reduction in exacerbation rate for those receiving nasal high flow therapy in the home with our myAirvo device.

Our sales teams are sharing this important research with healthcare professionals as they strive to help change clinical practice and drive adoption of our myAirvo system.

#### **Characteristics of our business**

Certain characteristics of our business continue to assist us to deliver strong growth and contribute to our long-standing aspiration of doubling our revenue (in constant currency terms) every 5-6 years.

Research and development (R&D) is a fundamental factor. For many years we have committed strongly to R&D investment,

typically at 9-10% of revenue. Our investment this half year was 9%. Our R&D team including engineers, scientists and IP practitioners, currently sits at over 500 people, all based at our Auckland campus. The expertise of our diverse R&D team, for which we recruit from all around the world, is world-class.

Significant barriers to entry have built up over our nearly 50 years of operation. Our IP, regulatory expertise, the customer relationships we have developed, and our access to healthcare environments are key advantages.

These factors, among others, mean we are well placed to deliver sustainable, profitable growth well into the future.

# **Board and Executive team update**

Long-serving director Dr. Arthur Morris retired from the Board in August. We acknowledge and thank Arthur for his significant contribution to the company over

the past decade. His many years' experience and depth of knowledge within the medical sector will be greatly missed.

We recently announced the appointment of Neville Mitchell as a non-executive director of the Board. Neville brings considerable expertise in the medical device industry, having served as CFO for Cochlear Limited for 22 years. We are pleased to welcome a person of such high calibre to the company. Neville commenced his role with us on 12 November 2018.

We continue to support the New Zealand Future Directors' programme, which provides Board participation opportunities for potential directors. This year we welcomed Claudia Wyss, who is currently Chief Executive Officer at Healthvision, a home-based healthcare agency that operates across New Zealand. Claudia has over 25 years' experience across the health industry, and we are benefiting from her industry insights.

Last month, we announced the appointment of Lyndal York as Chief Financial Officer. Lyndal is currently CFO at ASX-listed Asaleo Care in Australia, and previously, was Head of Group Finance at Cochlear Limited for 11 years. We are pleased to have attracted someone with such specialist medical device expertise, and are looking forward to the global insights that Lyndal will bring to the team. Lyndal joins us in March 2019.

## **Patent Litigation update**

There have been developments over the past six months relating to the patent litigation that we are involved in with ResMed. Further details are provided on pages 27 and 28 of this report.

## **Dividend**

The Board of Directors has approved an (increased) interim dividend of 9.75 cents per share for the six months to 30 September 2018, which is approximately 57.4% of net profit after tax. The interim dividend will be paid on 21 December 2018.

# **Looking ahead**

We have an exciting future ahead of us. As populations continue to grow and age, and healthcare systems look for ways to contain costs and care for patients in more effective and sustainable ways, we will continue to innovate, and to aspire to help improve the healthcare of many more patients around the world every year.

The Board and Management team are confident that, with our global team of over 4,000 people, we have the people, potential and philosophy to deliver on the opportunity ahead of us, delivering results for our communities and our shareholders around the world.

TONY CARTER CHAIRMAN

LEWIS GRADON, MANAGING DIRECTOR AND CHIEF EXECUTIVE OFFICER

# Our aspirations

We have established an enviable track record for delivering sustainable revenue growth.

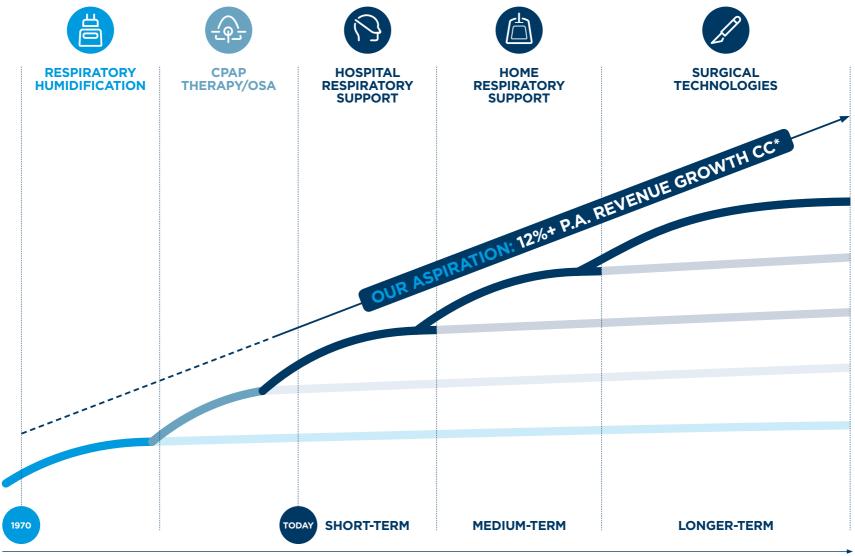
Through increasing our global reach, designing and making better products, changing clinical practice, and ensuring sustainability, we believe we can continue to maintain robust growth rates over the long term.

To make a significant difference to global healthcare systems, we recognise the need to invest for the long-term – in research, technology and the development of our employees. We have a responsibility to be a sustainable, long-term partner for the many patients, doctors, nurses, suppliers, investors, and other stakeholders who we affect every day.

Our aspiration over the long term is to double our constant currency revenue every five to six years. How will we do this? Through building on what we know, leveraging our competitive advantages and bringing our care by design philosophy to everything we do.

If we can do better for patients, then we do better for everyone.

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



# Financials

#### CONSTANT CURRENCY INCOME STATEMENTS (UNAUDITED)

Six months ended 30 September	Six months ended 30 Sep 2016 NZ\$M	Six months ended 30 Sep 2017 NZ\$M	Variation 2016 to 2017 %	Six months ended 30 Sep 2018 NZ\$M	Variation 2017 to 2018 %
Operating revenue	420.1	454.9	+8	492.2	+8
Cost of sales	(144.9)	(155.8)	+8	(167.5)	+8
Gross profit	275.2	299.1	+9	324.7	+9
Gross Margin	65.5%	65.8%	24 bps	66.0%	22 bps
Other income	2.5	2.5	-	2.5	-
Selling, general and administrative expenses	(127.2)	(144.6)	+14	(155.8)	+8
Research & development expenses	(41.6)	(46.9)	+13	(45.7)	-3
Total operating expenses	(168.8)	(191.5)	+13	(201.5)	+5
Operating profit	108.9	110.1	+1	125.7	+14
Operating margin	25.9%	24.2%	-172 bps	25.5%	134 bps
Net financing expense	(2.0)	(1.0)	-50	0.4	-140
Profit before tax	106.9	109.1	+2	126.1	+16

The significant exchange rates used in the constant currency analysis, being the budget exchange rates for the year ending 31 March 2019, are USD 0.72, EUR 0.59, AUD 0.93, GBP 0.52, CAD 0.94. JPY 77 and MXN 13.60.

#### **CONSTANT CURRENCY ANALYSIS**

A constant currency income statement is prepared each month to enable the Board and management to monitor and assess the company's underlying comparative financial performance without any distortion from changes in foreign exchange rates. Constant currency income statements are presented in New Zealand dollars, restated at the budget foreign exchange rates for the 2019 financial year - and excluding the impact of movements in foreign exchange rates, hedging results and balance sheet translations.

This constant currency analysis is non-conforming financial information, as defined by the NZ Financial Markets Authority, and has been provided to assist users of financial information to better understand and assess the company's financial performance without the impacts of spot foreign currency fluctuations and hedging results and has been prepared on a consistent basis each period.

The company's constant currency income statement framework can be found on the company's website at www.fphcare.com/ccis.

#### Revenue

Operating revenue in constant currency terms was NZ\$492.2 million, which is 8% above the first half last year. Operating revenue for the Hospital product group, which includes products used in respiratory, acute and surgical care, increased 11%. In the Homecare product group, which includes products used in the treatment of obstructive sleep apnea and respiratory support in the home, operating revenue rose 6%.

#### **Gross Margin**

Our constant currency gross margin increased by 22 basis points to 66.0%, with a continued benefit from product mix and our Mexico manufacturing facility.

#### **Operating expenses**

Operating expenses increased 5% in constant currency to \$201.5 million including ongoing expenditure to support global sales growth and the global ERP implementation. Expenses for the first half benefit from lower litigation costs compared to the prior comparative period. Research & development spend of \$45.7M was slightly below the first half last year due to timing associated with research and development projects, and higher patent amortisation costs in the prior year. R&D was 9% of revenue for the first half.

#### RECONCILIATION OF CONSTANT CURRENCY TO ACTUAL INCOME STATEMENTS

_	Six months ended 30 September		
	2016 NZ\$M	2017 NZ\$M	2018 NZ\$M
Profit before tax (constant currency)	106.9	109.1	126.1
Spot exchange rate effect	(0.6)	(5.5)	6.6
Foreign exchange hedging result	9.7	10.4	(2.1)
Balance sheet revaluation	(4.8)	0.1	5.3
Profit before tax (as reported)	111.2	114.1	135.9

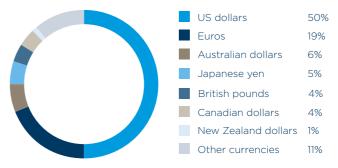
The reconciliation set out above illustrates that, when comparing the New Zealand dollar profit before tax shown in the actual income statement for the period to 30 September 2018 with the corresponding period for the prior year:

- the movement in average daily spot exchange rates had a favourable impact of NZ\$12.1 million; and
- the result of the company's foreign exchange hedging activities was lower by NZ\$12.5 million.

Overall, the net favourable effect of movements in exchange rates and the hedging programme was NZ\$4.8 million, including the impact of balance sheet revaluations.

#### FOREIGN CURRENCY IMPACTS

The company is exposed to movements in foreign exchange rates, with operating revenue generated in a wide range of currencies as shown below.



The company's cost base continued to be increasingly diverse, although manufacturing output from Mexico remained steady at 35% of total output.

Over the reporting period the New Zealand dollar has weakened against all major currencies. The US dollar conversion rate remains similar to the prior comparable period, with an improved benefit in Euro conversion

While foreign exchange hedging has contributed a loss of NZ\$2.1 million (2017: NZ\$10.4 million gain) to operating profit, additional hedging in USD and EUR is expected to benefit the group in future periods at current exchange rates.

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The average daily spot rate and the average conversion exchange rate of the main foreign currency exposures for the reported periods are set out in the table.

	Averag	Average Daily Spot Rate		
	Six months end	Six months ended 30 September		ed 30 September
	2017	2018	2017	2018
USD	0.7178	0.6843	0.6832	0.6826
EUR	0.6310	0.5819	0.6056	0.6006

The effect of balance sheet translations of offshore assets and liabilities for the period ended 30 September 2018 resulted in an increase in operating revenue of NZ\$6.7 million (2017: NZ\$0.6 million increase) and an increase in profit before tax of NZ\$5.3 million (2017: NZ\$0.1 million increase). With the level of foreign currency borrowings the group has incurred a balance sheet translation loss of \$3.4 million, which has partially offset the benefit on translation of offshore assets.

#### Foreign exchange hedging position

During the period, downwards NZD volatility has allowed opportunities to add cover for future years. In particular, USD cover has been added for FY20 to FY22 and EUR cover for FY21 to FY27. The hedging position for our main currency exposures as at 23 November 2018 is:

Year to 31 March	FY19 H2	FY20	FY21	FY22	FY23	FY24	FY25-27
USD % cover of expected exposure	95%	75%	50%	10%			
USD average rate of cover	0.681	0.668	0.654	0.660			
EUR % cover of expected exposure	95%	70%	50%	40%	35%	25%	5%
EUR average rate of cover	0.604	0.572	0.542	0.522	0.509	0.500	0.471

Hedging cover has been rounded to the nearest 5%.

#### **FUNDING AND SHORT TERM INVESTMENTS**

The company had total available committed debt funding of NZ\$228.8 million as at 30 September 2018, of which approximately NZ\$148 million was undrawn. Bank debt facilities provide all available funding. The average maturity of the debt of NZ\$75 million was 1.3 years and the currency split was 80% US dollars: 12% Euros: 5% Australian dollars and 3% Canadian dollars (with no New Zealand dollar denominated debt).

The Group held cash and short-term investments on hand of NZ\$111 million at 30 September 2018.

#### Gearing

At 30 September 2018, the group had net cash of \$14.8 million and gearing of -2.0%. Gearing is within the debt to debt plus equity target range of +5% to -5% and continues to position us well for the ongoing significant building programme in New Zealand and Mexico.

#### Gearing1



#### **CASH FLOWS**

The full statement of cashflows is provided on page 25.

#### Cash flows from operating activities

The net cash inflow from operations for the period increased 14% to NZ\$93.4 million. Interest paid includes capitalised interest of \$0.8M. Tax paid is higher than the prior year largely due to changes in timing of New Zealand provisional tax requirements.

#### Cash flows from investing activities

Cashflows from investing activities includes a net NZ\$45 million of maturities from short term investments which has been used to fund capital expenditure.

Capital expenditure for the period was NZ\$53.7 million, an increase from NZ\$44.1 million in the prior period. The increase related predominantly to new building projects, both in New Zealand and Mexico, of NZ\$31.7 million with the balance being product tooling and manufacturing equipment costs. Intangible expenditure continues to include patent acquisition costs and the global ERP implementation costs.

#### Cash flows from financing

Cashflow from financing was \$59.9 million in the first half. Dividends paid of \$63.4 million were 10% higher than the prior year. Consistent with previous years, 11% of eligible shareholders took up dividends in the form of fully paid ordinary shares under the dividend reinvestment plan.

Other significant transactions and events for the current period are included in note 2 of the consolidated financial statements.

1. Net interest-bearing debt (debt less cash and cash equivalents and short-term investments) to net interest-bearing debt and equity (less hedging reserves). Gearing ratios have been calculated at 31 March of each financial year.

#### **CONSOLIDATED INCOME STATEMENT**

For the six months ended 30 September 2018

#### Unaudited Unaudited 2017 2018 Notes NZ\$M NZ\$M Operating revenue 3 458.4 511.3 Cost of sales (155.7)(169.7)**Gross profit** 302.7 341.6 Other income 2.5 2.5 Selling, general and administrative expenses (143.3)(159.4)Research and development expenses (46.9) (45.7) Total operating expenses (190.2)(205.1)115.0 139.0 Operating profit before financing costs 0.7 Financing income 1.7 Financing expense (1.8)(1.4)Exchange gain (loss) on foreign currency 0.2 (3.4)borrowings Net financing expense (0.9)(3.1)4 135.9 Profit before tax 114.1 (32.8)Tax expense (38.5)81.3 Profit after tax 97.4 Basic earnings per share 14.3 cps 17.0 cps Diluted earnings per share 14.1 cps 16.9 cps

The accompanying Notes form an integral part of the Financial Statements.

#### CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the six months ended 30 September 2018

	Unaudited 2017 NZ\$M	Unaudited 2018 NZ\$M
Profit after tax	81.3	97.4
Other comprehensive income		
Items that may be reclassified to profit or loss		
Foreign currency translation reserve		
Exchange differences on translation of foreign operations	-	0.6
Hedging reserves		
Changes in fair value in hedging reserves	9.2	(25.8)
Transfers to profit before tax	(8.9)	(5.6)
Tax on changes in fair value and transfers to profit before tax	(0.1)	8.8
Other comprehensive income, net of tax	0.2	(22.0)
Total comprehensive income	81.5	75.4

# **CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**

For the six months ended 30 September 2018

	Notes	Share capital NZ\$M	Treasury shares NZ\$M	Retained earnings NZ\$M	Reserves NZ\$M	Total equity NZ\$M
Balance at 31 March 2017 (audited)		183.5	(1.7)	391.0	88.8	661.6
Total comprehensive income		-	-	81.3	0.2	81.5
Dividends paid	9	-	-	(63.9)	-	(63.9)
Issue of share capital		7.7	-	-	-	7.7
Movement in treasury shares		-	(1.4)	-	_	(1.4)
Movement in share based payments reserve		3.4	-	_	(1.7)	1.7
Balance at 30 September 2017 (unaudited)		194.6	(3.1)	408.4	87.3	687.2
Balance at 31 March 2018 (audited)		201.4	(3.0)	467.3	95.7	761.4
Total comprehensive income		-	-	97.4	(22.0)	75.4
Dividends paid	9	-	-	(71.4)	-	(71.4)
Issue of share capital		8.5	-	-	-	8.5
Movement in treasury shares		-	-	-	-	-
Movement in share based payments reserve		3.4	-	-	(0.6)	2.8
Balance at 30 September 2018 (unaudited)		213.3	(3.0)	493.3	73.1	776.7

The accompanying Notes form an integral part of the Financial Statements.

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# **CONSOLIDATED BALANCE SHEET**

As at 30 September 2018

	Notes	Audited 31 March 2018 NZ\$M	Unaudited 30 September 2018 NZ\$M
ASSETS			
Current assets			
Cash and cash equivalents		31.9	55.5
Short-term investments		100.4	55.3
Trade and other receivables		146.0	152.0
Inventories		125.4	135.4
Derivative financial instruments	6	18.8	7.2
Tax receivable		1.7	1.0
Total current assets		424.2	406.4
Non-current assets			
Derivative financial instruments	6	36.9	23.0
Other receivables		2.5	1.8
Property, plant and equipment		476.4	517.5
Intangible assets		50.4	54.9
Deferred tax assets		34.7	40.4
Total assets		1,025.1	1,044.0
LIABILITIES			
Current liabilities			
Interest-bearing liabilities		29.9	50.7
Trade and other payables		112.8	114.8
Provisions		4.7	3.8
Tax payable		22.0	10.8
Derivative financial instruments	6	9.0	15.4
Total current liabilities		178.4	195.5
Non-current liabilities			
Interest-bearing liabilities		52.5	45.3
Provisions		2.1	2.3
Other payables		8.6	11.3
Derivative financial instruments	6	4.9	4.5
Deferred tax liabilities		17.2	8.4
Total liabilities		263.7	267.3

	Notes	Audited 31 March 2018 NZ\$M	Unaudited 30 September 2018 NZ\$M
EQUITY			
Share capital		201.4	213.3
Treasury shares		(3.0)	(3.0)
Retained earnings		467.3	493.3
Reserves		95.7	73.1
Total equity		761.4	776.7
Total liabilities and equity		1,025.1	1,044.0

The accompanying Notes form an integral part of the Financial Statements.

On behalf of the Board 23 November 2018

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Tony Carter Chairman

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

# **CONSOLIDATED STATEMENT OF CASH FLOWS**

For the six months ended 30 September 2018

	Unaudited	Unaudited
	2017 NZ\$M	2018 NZ\$M
CASH FLOWS FROM OPERATING ACTIVITIES	·	
Receipts from customers	456.4	505.6
Grants received	2.2	2.3
Interest received	0.5	1.8
Payments to suppliers and employees	(333.4)	(359.0)
Tax paid	(42.3)	(55.6)
Interest paid	(1.2)	(1.7)
Net cash flows from operating activities	82.2	93.4
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of short-term investments	_	(72.5)
Sales of short-term investments	-	117.5
Sales of property, plant and equipment	-	-
Purchases of property, plant and equipment	(44.1)	(53.7)
Purchases of intangible assets	(7.5)	(7.4)
Net cash flows from investing activities	(51.6)	(16.1)
CASH FLOWS FROM FINANCING ACTIVITIES		
Employee share purchase schemes	0.2	0.7
Issue of share capital	0.3	-
New borrowings	20.7	14.1
Repayment of borrowings	(3.6)	(11.3)
Dividends paid	(57.8)	(63.4)
Net cash flows from financing activities	(40.2)	(59.9)
Net increase (decrease) in cash	(9.6)	17.4
Opening cash	45.6	15.8
Effect of foreign exchange rates	(0.2)	1.0
Closing cash	35.8	34.2
RECONCILIATION OF CLOSING CASH		
Cash and cash equivalents	59.5	55.5
Bank overdrafts	(23.7)	(21.3)
Closing cash	35.8	34.2

	Unaudited 2017 NZ\$M	Unaudited 2018 NZ\$M
CASH FLOW RECONCILIATION		
Profit after tax	81.3	97.4
Add (deduct) non-cash items:		
Depreciation and amortisation	23.5	20.9
Share based payments	2.1	2.8
Movement in provisions	0.1	(0.7)
Movement in deferred tax assets / liabilities	(3.8)	(5.6)
Foreign currency translation	(0.5)	1.8
Other non-cash items	(0.5)	(0.9)
	20.9	18.3
Net working capital movements:		
Trade and other receivables	(2.4)	(5.3)
Inventories	(10.7)	(10.0)
Trade and other payables	(1.7)	3.5
Taxation	(5.2)	(10.5)
	(20.0)	(22.3)
Net cash flows from operating activities	82.2	93.4

The accompanying Notes form an integral part of the Financial Statements.

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#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the six months ended 30 September 2018

#### 1. GENERAL INFORMATION

#### Reporting entity

Fisher & Paykel Healthcare Corporation Limited (the "Company" or "Parent") together with its subsidiaries (the "Group") is a leading designer, manufacturer and marketer of medical device products and systems for use in respiratory care, acute care and the treatment of obstructive sleep apnea. Products are sold in over 120 countries worldwide. The Company is a limited liability company incorporated and domiciled in New Zealand.

The Company is registered under the Companies Act 1993 and is an FMC reporting entity under Part 7 of the Financial Markets Conduct Act 2013. The Company is listed on the New Zealand Stock Exchange (NZX) and the Australian Securities Exchange (ASX).

#### Basis of preparation

These consolidated financial statements for the six months ended 30 September 2018 have been prepared in accordance with New Zealand Generally Accepted Accounting Practice (NZ GAAP). They comply with New Zealand Equivalent to International Accounting Standard 34: Interim Financial Reporting (NZ IAS 34) and International Accounting Standard 34: Interim Financial Reporting (IAS 34). The Company and Group are designated as profit-oriented entities for financial reporting purposes.

These consolidated financial statements do not include all the notes normally included in an annual financial report. Accordingly, this report should be read in conjunction with the audited consolidated financial statements for the year ended 31 March 2018.

These consolidated financial statements are presented in New Zealand dollars (NZD) to the nearest million (to one decimal place) unless otherwise stated.

#### Critical accounting estimates and judgements

The Group has been consistent in applying the judgements, estimates and assumptions adopted in the audited consolidated financial statements for the year ended 31 March 2018.

#### Accounting policies

All accounting policies have been applied on a basis consistent with those used and described in the audited consolidated financial statements for the year ended 31 March 2018, with the exception that NZ IFRS 15 Revenue from Contracts from Customers (NZ IFRS 15) has been adopted during the period.

Effective 1 April 2018, the Group adopted NZ IFRS 15 'Revenue from Contracts with Customers'. Based on the assessment performed by the Group, the impact of the revised standard on the Group's revenue recognition is minimal and no transition adjustments have been made. The majority of revenue earned by the Group is derived from the satisfaction of a single performance obligation for each contract which is the sale of products. This revenue has historically been recognised at the time legal title of the products passes to the customer. It has been determined that the customer obtains control of products at the same time as legal title passes to the customer, typically on delivery. In relation to the contract price, it has been determined that there are no material changes under NZ IFRS 15 to the accounting for rebates, discounts, or any other variable consideration. It has also been determined that there are no significant financing components as part of the Group's sales arrangements.

The new accounting policy is disclosed in Note 3.

#### 2. SIGNIFICANT TRANSACTIONS AND EVENTS FOR THE CURRENT PERIOD

The following significant transactions and events affected the financial performance and financial position of the Group for the six month period ended 30 September 2018:

#### Capital expenditure

During the year, construction work has progressed on the Group's new production facility in Tijuana, Mexico. The facility is expected to be operational in 2019. To date, spending on this project totals \$23.1 million. As at 30 September 2018, \$13.5 million of capital commitments related to this project. Construction will continue to be funded through existing debt facilities.

In December 2017, a building construction contract was signed for a fourth building on our Auckland, New Zealand campus. Capital commitments at 30 September 2018 include \$110.1 million related to this project. To date, spending on this project totals \$27.3 million. The building is expected to be operational in 2020.

#### **Share Capital**

During the six months ended 30 September 2018, the Group has issued 534,097 shares under the dividend reinvestment plan. A further 1,284,883 shares were issued on exercise of share options, performance share rights and employee stock purchase plans.

#### Litigation

We have incurred net intellectual property litigation expenses of \$7.7 million (2018: \$12.2 million). An update on our patent litigation is included in Note 5.

#### Funding and short-term investments

The Company had total available committed debt funding of NZ\$228.8 million as at 30 September 2018, of which approximately NZ\$148.0 million was undrawn. Over the next 12 months debt facilities totalling NZ\$33.5 million will mature. As at 30 September 2018, the weighted average maturity of borrowing facilities was 2.2 years.

As at 30 September 2018, the Group has invested available cash on hand of \$55.3 million in short-term investments. These investments have maturities between 110 and 177 days with banking institutions that have a long term credit rating of Standard & Poors' A- and above and are invested at average interest rates of 3.1%.

#### Callaghan Growth Grant

The Callaghan Growth Grant provides reimbursement for eligible research and development 'R&D' expenditure up to a maximum of \$5.0 million per annum (excluding GST). The initial three year term of the Callaghan Growth Grant concluded on 30 September 2016 and was extended to 30 September 2018. The Group has been granted a further extension to 31 March 2021.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 3. OPERATING REVENUE

For the six months ended 30 September	Unaudited 2017 NZ\$M	Unaudited 2018 NZ\$M
Revenue before hedging:		
North America	206.7	240.9
Europe	127.6	143.3
Asia Pacific	92.2	106.4
Other	20.7	22.6
Total revenue before hedging	447.2	513.2
Foreign exchange gain (loss) on hedged sales	11.2	(1.9)
Total operating revenue	458.4	511.3

The breakdown of revenue before hedging presented above is based on the geographical location of the customer. This presentation is different from that shown in Note 10.

Revenue by Product Group		
Hospital products	262.5	297.3
Homecare products	191.3	211.1
	453.8	508.4
Distributed and other products	4.6	2.9
Total operating revenue	458.4	511.3

#### **Accounting Policy**

Revenue is recognised when or as performance obligations are satisfied by transferring control of goods or services to the customer at the transaction price specified in the contract. Control typically transfers to the customer on delivery of product or as services are provided. The transaction price includes all amounts which the Group expects to be entitled to net of sales taxes and other indirect taxes, expected rebates and discounts. Where applicable, rebates and/or discounts are included within the consideration using an estimation typically based on the most likely method, and are only recognised to the extent that it is highly probable that a significant reversal will not occur.

#### 4. OPERATING EXPENSES

For the six months ended 30 September	Unaudited 2017 NZ\$M	Unaudited 2018 NZ\$M
Profit before tax includes the following expenses:		
Depreciation and amortisation	23.5	20.9
Employee benefits expense	164.9	180.9
Rental and lease expense	4.9	5.5
Intellectual property litigation expense (net)	12.2	7.7

#### 5. CONTINGENT LIABILITIES

#### Significant Estimate

Contingent liabilities are subject to uncertainty or cannot be reliably measured and are not provided for. Disclosures as to the nature of any contingent liabilities are set out below. Judgements and estimates are applied to determine the probability that an outflow of resources will be required to settle an obligation. These are made based on a review of the facts and circumstances surrounding the event and advice from both internal and external parties.

Fisher & Paykel Healthcare and ResMed are involved in patent litigation in a number of countries, as set out below. Both parties are seeking injunctions and damages in relation to the proceedings described in this note. As at the date of the issue of these financial statements, an estimate of the financial effect cannot be made.

#### United States District Court

In August 2016, Fisher & Paykel Healthcare filed patent infringement proceedings in the US District Court for the Southern District of California seeking judgment that ResMed's AirSense 10 and AirCurve 10 range of flow generator products, ClimateLineAir heated air tubing, and water chambers for use with such flow generator products, as well as Swift LT and Swift FX masks infringe patents held by Fisher & Paykel Healthcare. ResMed filed a counterclaim that Fisher & Paykel Healthcare's Simplus and Eson range of masks used in the treatment of OSA infringe patents held by ResMed. This case is currently stayed pending the outcome of validity challenges by each party in respect of the other's patents.

In September 2018, ResMed filed a second patent infringement proceeding in the US District Court for the Southern District of California seeking judgment that Fisher & Paykel Healthcare's Simplus and Eson range of masks infringe additional patents held by ResMed. FPH filed a counterclaim that ResMed's AirSense 10 range of flow generator products infringe an additional patent held by Fisher & Paykel Healthcare. This case is currently stayed pending the resolution of ResMed's ITC complaint also filed in September 2018.

#### United States ITC

In August 2016, ResMed requested that the US International Trade Commission (ITC) investigate patent infringement allegations relating to Fisher & Paykel Healthcare's Simplus and Eson range of masks. ResMed subsequently withdrew this complaint. In September 2018, ResMed filed a further complaint with the ITC in respect of the same products. The hearing date has been set for early May 2019.

Also in September 2018, Fisher & Paykel Healthcare requested that the ITC investigate patent infringement allegations relating to ResMed's P10 range of masks. The hearing date has been set for late June 2019.

Both parties are seeking exclusion orders from the ITC in respect of the other party's products.

#### United States PTAB

Both Fisher & Paykel Healthcare and ResMed have filed for inter partes review (IPR) with the US Patent Trial and Appeal Board (PTAB) challenging the validity of patents asserted by the other in the US. The PTAB has issued decisions in respect of a number of the patents in dispute, invalidating some of the patent claims asserted by each party and upholding others. A number of the decisions issued by the PTAB have been appealed by the parties to the US Court of Appeals for the Federal Circuit.

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#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 5. CONTINGENT LIABILITIES CONTINUED

#### Germany

ResMed initiated patent infringement proceedings in the Regional Court in Munich in relation to Fisher & Paykel Healthcare's Simplus and Eson range of masks. Two of these proceedings are currently stayed pending the outcome of challenges to the validity of ResMed's patents before the European Patent Office (EPO). In a third proceeding heard in October 2018 the Court found that the headgear for Fisher & Paykel Healthcare's Simplus and Eson 2 masks infringed a patent held by ResMed and ResMed has applied for an account of damages. This infringement decision has been appealed to the Higher Regional Court, Munich and Fisher & Paykel Healthcare has also appealed an earlier decision of the EPO regarding the validity of this patent. No financial provision has been made in relation to this infringement decision.

Fisher & Paykel Healthcare also filed patent infringement proceedings against ResMed in the Regional Court in Munich in relation to ResMed's AirSense 10 and AirCurve 10 range of flow generator products and Lumis series of non-invasive ventilators. All three are stayed pending the outcome of a validity challenge.

#### New Zealand

In August 2016, ResMed initiated proceedings in the High Court of New Zealand in relation to Fisher & Paykel Healthcare's ICON CPAP device and Simplus, Eson and Eson 2 masks. Fisher & Paykel Healthcare responded that the patents asserted are not infringed and are invalid. In March 2018, ResMed narrowed its claims, dropping the infringement case against the ICON CPAP device and the Eson mask. The hearing date has been set for July 2019.

#### United Kingdom

In the United Kingdom Fisher & Paykel Healthcare sought a declaration of non-infringement and invalidity in the High Court of Justice Chancery Division Patents Court in respect of three patents asserted against Fisher & Paykel Healthcare in Germany. In November 2017 ResMed conceded to the revocation of two of its patents in the UK and the Court found that the third patent was invalid and must be revoked.

#### Australia

In December 2017, Fisher & Paykel Healthcare initiated proceedings against ResMed in the Federal Court of Australia in relation to ResMed's AirSense 10, AirCurve 10, S9 and S9 VPAP flow generators, Lumis non-invasive ventilators, ClimateLine and ClimateLineAir heated air tubing and HumidAir heated humidifier. ResMed responded that the patents asserted are not infringed and are invalid. The hearing date has been set for April 2019.

Except as noted on the previous page/above, the Directors are unaware of the existence of any claim or other contingencies that would have a material impact on the operations of the Group.

#### 6. DERIVATIVE FINANCIAL INSTRUMENTS

Financial instruments are either carried at amortised cost, less any provision for impairment, or fair value. The carrying value of all financial assets and liabilities approximates fair value.

There have been no changes to the Group's hedging policy during the period. The Group enters into foreign currency option contracts or forward foreign currency contracts within policy parameters to manage the net risk associated with anticipated sales or costs. The Group generally applies hedge accounting to all derivative financial instruments.

All derivative financial instruments continue to be re-measured to their fair value. Derivative financial instruments continue to be classified as being within Level 2 of the fair value hierarchy and there were no changes in valuation techniques during the period.

Contractual amounts of derivative financial instruments were as follows:

	Audited 31 March 2018 NZ\$M	Unaudited 30 September 2018 NZ\$M
Foreign currency forward contracts and options		
Purchase commitments forward exchange contracts	60.7	63.5
Sale commitments forward exchange contracts	879.3	1,093.7
Foreign currency borrowing forward exchange contracts	8.5	23.8
NZD call option contracts purchased	-	18.6
Collar option contracts - NZD call options purchased (i)	113.7	100.6
Collar option contracts - NZD put options sold (i)	125.5	110.3
Interest rate derivatives		
Interest rate swaps	42.1	49.3
Interest rate options	20.7	22.7

(i) Foreign currency contractual amounts of put and call options are equal.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### **6. DERIVATIVE FINANCIAL INSTRUMENTS CONTINUED**

Undiscounted foreign currency contractual amounts for outstanding hedges were as follows:

	Audited 31 March 2018 M	Unaudited 30 September 2018 M
Sales Commitments		
United States dollars	US\$294.5	US\$348.3
European Union euros	€210.7	€258.7
Australian dollars	A\$19.6	A\$24.2
British pounds	£21.5	£23.0
Canadian dollars	C\$21.0	C\$32.9
Japanese yen	¥3,670.0	¥4,755.0
Chinese yuan	¥82.5	¥93.0
Korean won	₩8,553.70	₩8,254.9
Swedish kronor	kr38.3	kr37.0
Danish krone	kr4.5	kr7.0
Purchase Commitments		
Mexican pesos	MEX\$855.5	MEX\$919

#### 7. CAPITAL EXPENDITURE COMMITMENTS

	Audited 31 March 2018 NZ\$M	Unaudited 30 September 2018 NZ\$M
Capital expenditure commitments contracted for but not recognised as at the reporting date:		
Within one year	99.1	128.4
Between one and two years	50.3	22.2
Between two and five years	2.1	4.7
	151.5	155.3

#### 8. RELATED PARTY TRANSACTIONS

During the period the Group has not entered into any material contracts involving related parties or directors' interests. No amounts owed by related parties have been written off or forgiven during the period. Apart from directors' fees, key executive remuneration and dividends paid by the Group to its directors as shareholders of the company, there have been no related party transactions.

#### 9. DIVIDENDS

On 25 May 2018 the directors approved the payment of a fully imputed 2018 final dividend of \$71.4 million (12.5 cents per share) which was paid on 6 July 2018. A supplementary dividend of \$7.6 million (2.2059 cents per share) was also approved for eligible non-resident shareholders, for which the Group received an equivalent tax credit. 534,097 shares were issued under the Company's dividend reinvestment plan at an average price of \$15.04 (2017: \$11.13).

#### Subsequent event - dividend declared

On 26 November 2018 the directors approved the payment of a fully imputed 2019 interim dividend of \$55.9 million (9.75 cents per share) to be paid on 21 December 2018. A supplementary dividend of 1.721 cents per share was also approved for eligible non-resident shareholders.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### **10. SEGMENT INFORMATION**

The Group's operating segments consist of New Zealand, North America, Europe and Asia Pacific. The composition of these segments is unchanged from the audited consolidated financial statements for the year ended 31 March 2018. Performance is measured based on segment operating profit, as the chief operating decision-maker believes that such information is the most relevant in evaluating the results of certain segments relative to other entities that operate within this industry.

The Group's products and systems are for use in respiratory care, acute care and the treatment of obstructive sleep apnea and are sold in over 120 countries worldwide. Revenues are managed on a regional basis, but a split by product group is set out in Note 3.

#### **Operating Segments**

	New Zealand NZ\$M	North America NZ\$M	Europe NZ\$M	Asia-Pacific NZ\$M	Eliminations NZ\$M	Total NZ\$M
30 September 2017 (Unaudited)						
Revenue - external	35.2	206.7	126.6	78.7	-	447.2
Revenue - internal	330.7	-	-	-	(330.7)	-
Foreign exchange gain on hedged sales	11.2	-	-	-	-	11.2
Total operating revenue	377.1	206.7	126.6	78.7	(330.7)	458.4
Other income	2.5	-	_	-	-	2.5
Depreciation and amortisation	20.4	2.2	0.4	0.5	-	23.5
Segment operating profit before financing costs	128.3	3.4	0.2	4.3	(21.2)	115.0
Net financing expense	0.7	(1.2)	(0.3)	(0.1)	-	(0.9)
Segment net profit before tax	129.0	2.2	(0.1)	4.2	(21.2)	114.1
30 September 2018 (Unaudited)						
Revenue - external	36.5	240.9	142.9	92.9	-	513.2
Revenue - internal	387.9	-	-	-	(387.9)	-
Foreign exchange (loss) on hedged sales	(1.9)	-	-	-	-	(1.9)
Total operating revenue	422.5	240.9	142.9	92.9	(387.9)	511.3
Other income	2.5	-	-	-	-	2.5
Depreciation and amortisation	18.1	2.9	0.6	0.5	(1.2)	20.9
Segment operating profit before financing costs	154.2	(3.5)	(1.5)	5.4	(15.6)	139.0
Net financing expense	(0.2)	(1.9)	(0.9)	(0.1)	-	(3.1)
Segment net profit before tax	154.0	(5.4)	(2.4)	5.3	(15.6)	135.9

#### 11. SUBSEQUENT EVENTS

There are no subsequent events other than the dividend as set out in Note 9 and contingent liabilities as set out in Note 5.



#### INDEPENDENT REVIEW REPORT

To the shareholders of Fisher & Paykel Healthcare Corporation Limited

#### REPORT ON THE CONSOLIDATED FINANCIAL STATEMENTS

We have reviewed the accompanying consolidated financial statements ("financial statements") of Fisher & Paykel Healthcare Corporation Limited ("the Company"), and its controlled entities ("the Group") on pages 22 to 30, which comprise the consolidated balance sheet as at 30 September 2018, the consolidated income statement, the consolidated statement of comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the period ended on that date, and selected explanatory notes.

#### DIRECTORS' RESPONSIBILITY FOR THE FINANCIAL STATEMENTS

The Directors are responsible on behalf of the Group for the preparation and presentation of these financial statements in accordance with International Accounting Standard 34 Interim Financial Reporting (IAS 34) and New Zealand Equivalent to International Accounting Standard 34 Interim Financial Reporting (NZ IAS 34) and for such internal control as the Directors determine are necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### **OUR RESPONSIBILITY**

Our responsibility is to express a conclusion on the accompanying financial statements based on our review. We conducted our review in accordance with the New Zealand Standard on Review Engagements 2410 Review of Financial Statements Performed by the Independent Auditor of the Entity (NZ SRE 2410). NZ SRE 2410 requires us to conclude whether anything has come to our attention that causes us to believe that the financial statements, taken as a whole, are not prepared in all material respects, in accordance with IAS 34 and NZ IAS 34. As the auditors of the Group, NZ SRE 2410 requires that we comply with the ethical requirements relevant to the audit of the annual financial statements.

A review of financial statements in accordance with NZ SRE 2410 is a limited assurance engagement. The auditor performs procedures, primarily consisting of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. The procedures performed in a review are substantially less than those performed in an audit conducted in accordance with International Standards on Auditing (New Zealand) and International Standards on Auditing, Accordingly, we do not express an audit opinion on these financial statements.

We are independent of the Group. Our firm carries out other services for the Group in the areas of accounting standards advice, risk management advice, treasury risk management advice, tax compliance, procedures over the counting of votes at the Annual Shareholders Meeting, and other assurance services in relation to constant currency disclosures and the assessment of eligible expenditure for the purposes of the research & development growth grant. The provision of these other services has not impaired our independence.

#### CONCLUSION

Based on our review, nothing has come to our attention that causes us to believe that these financial statements of the Group are not prepared, in all material respects, in accordance with IAS 34 and NZ IAS 34.

#### WHO WE REPORT TO

This report is made solely to the Company's shareholders. Our review work has been undertaken so that we might state to the Company's shareholders those matters which we are required to state to them in our review report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the shareholders for our review procedures, for this report, or for the conclusion we have formed.

For and on behalf of:

Chartered Accountants 23 November 2018 Auckland

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# Directory

#### **DIRECTORS**

Tony Carter Chairman, Non-Executive, Independent Lewis Gradon Managing Director and Chief Executive

Officer

Michael Daniell Non-Executive

Pip Greenwood Non-Executive, Independent
Geraldine McBride Non-Executive, Independent
Neville Mitchell Non-Executive, Independent
Donal O'Dwyer Non-Executive, Independent
Scott St John Non-Executive, Independent

#### **EXECUTIVE MANAGEMENT TEAM**

Lewis Gradon Managing Director and Chief Executive

Officer

Paul Shearer Senior Vice President - Sales & Marketing

Andrea Blackie Acting Chief Financial Officer

Debra Lumsden Vice President Human Resources & Privacy

Officer

Andrew Somervell Vice President - Products & Technology Brian Schultz Vice President - Quality & Regulatory

Winston Fong Vice President – Surgical Technologies

Jonti Rhodes General Manager - Supply Chain

Nicholas Fourie Vice President - Information & Communication Technology

#### REGISTERED OFFICES

#### New Zealand:

Physical address: 15 Maurice Paykel Place,

East Tamaki, Auckland 2013,

New Zealand

Telephone: +64 9 574 0100

Postal address: PO Box 14348, Panmure,

Auckland 1741, New Zealand

Website: www.fphcare.com

Email: investor@fphcare.co.nz

#### Australia:

Physical address: 19-31 King St, Nunawading,

Melbourne, Victoria 3131, Australia

Telephone: +61 3 9871 4900

Postal address: PO Box 159, Mitcham

Victoria 3132, Australia

#### STOCK EXCHANGES

The Company's ordinary shares are listed on the NZX Main Board and the ASX.

SHARE REGISTRAR

#### In New Zealand:

#### **Link Market Services Limited**

Physical address: Level 11, Deloitte Centre,

80 Queen Street,

Auckland 1010, New Zealand

Postal address: PO Box 91976.

Auckland 1142, New Zealand

Facsimile: +64 9 375 5990 Investor enquiries: +64 9 375 5998

Website: www.linkmarketservices.co.nz
Email: enquiries@linkmarketservices.co.nz

#### In Australia:

#### **Link Market Services Limited**

Physical address: Level 12, 680 George Street,

Sydney, NSW 2000, Australia

Postal address: Locked Bag A14, Sydney South,

NSW 1235. Australia

Facsimile: +61 2 9287 0303

Investor enquiries: +61 2 8280 7111

Internet address: www.linkmarketservices.com.au

Email: registrars@linkmarketservices.com.au

Fisher & Paykel Healthcare is a world leader in medical devices and systems for use in respiratory obstructive sleep apnea.







# H1 FY2019 Business Highlights

## + WELCOMED

first major clinical study into the use of Optiflow nasal high flow therapy in the home

## + INCLUDED

in the Dow Jones Sustainability Asia Pacific Index and the Dow Jones Sustainability Australia Index

### + AWARDED

two Gold Pins at the New Zealand Design Awards for our F&P InfoSmart web application and F&P SleepStyle patient application

### + LAUNCHED

the F&P 950 neonatal heated humidification system into New Zealand and Australia

## + ANNOUNCED

the appointment of Lyndal York as Chief Financial Officer and Neville Mitchell as a new non-executive director

### + PROGRESSED

with construction of our two building projects in New Zealand and Mexico



# First Half Financial Highlights

H1 FY2019 (6 months to 30 September 2018)

	NZ\$M	△PCP <sup>^</sup>	△CC*
Record operating revenue	511.3	+12%	+8%
Record Hospital operating revenue	297.3	+13%	+11%
Record Homecare operating revenue	211.1	+10%	+6%
Hospital new applications consumables revenue		+24%	+22%
OSA masks revenue		+6%	+2%
Gross margin (basis points increase)		+77bps	+22bps
Record net profit after tax	97.4	+20%	+14%

Recurring items, consumables and accessories approximately 86% of operating revenue (H1 FY18: 87%)



# Hospital Product Group

H1 FY2019

58%

OF OPERATING REVENUE

H1 FY2019

HOSPITAL OPERATING REVENUE

NZ\$

**13%** 

**CONSTANT CURRENCY** 

111%

**NEW APPLICATIONS\* CONSUMABLES REVENUE** 

NZ\$

**^24**%

**CONSTANT CURRENCY** 

122%





### Respiratory humidification and support









F&P 950 System













- Surgical technologies New applications consumables\* made up 60% of H1 FY2019 Hospital consumables revenue, 55% in H1 FY2018
  - Strong customer demand for our Optiflow and AIRVO systems, driven by clinical trial results
  - F&P 950 to be released in Europe mid-2019, followed by US and Canada



## Homecare Product Group

H1 FY2019

41%

OF OPERATING REVENUE

H1 FY2019

HOMECARE OPERATING REVENUE

NZ\$

10%

**CONSTANT CURRENCY** 

**16%** 

MASKS REVENUE

NZ\$

16%

**CONSTANT CURRENCY** 

12%



CPAP therapy / Obstructive Sleep Apnea (OSA)













Home respiratory support















# First Half Operating Results

H1 FY2019 (6 months to 30 September 2018)

	% of Revenue	NZ\$M	△PCP <sup>^</sup>	△CC*
Operating revenue	100%	511.3	+12%	+8%
Cost of sales	33.2%	169.7	+9%	+8%
Gross profit	66.8%	341.6	+13%	+9%
Other income (R&D grant)		2.5	0%	0%
SG&A	31.2%	159.4	+11%	+8%
R&D	8.9%	45.7	-3%	-3%
Total operating expenses	40.1%	205.1	+8%	+5%
Operating profit	27.2%	139.0	+21%	+14%
Profit after tax	19.0%	97.4	+20%	+14%



## Gross Margin Improvements

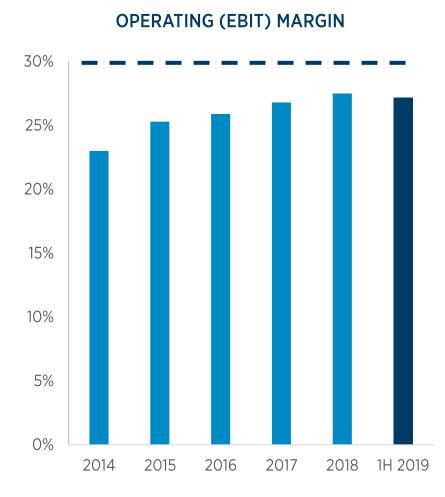
#### **GROSS MARGIN**



- Gross margin for the first half:
  - increased by 77 bps to 66.8%
  - increased by 22 bps in constant currency
- Primarily driven by favourable product mix
- Offset by OSA price declines



## Operating Margin



Long Term Operating margin target

## Research & Development expenses

- NZ\$45.7M
- -3% (-3% cc) compared to 1H FY18
- Higher one-off costs in the prior half relating to product introductions and patent renewal fees
- Underlying rate of R&D increasing

## Selling, General & Administrative expenses

- NZ\$159.4M
- +11% (+8% cc) compared to 1H FY18
- Continuing expansion of sales teams and promotional activities
- Patent litigation expenses: \$7.7M



## Cash Flow and Balance Sheet

H1 FY2019 (for the 6 months ended 30 September 2018)	NZ\$M
Operating cash flow (+14%)	93.4
Capital expenditure (including purchases of intangible assets)	61.1
Depreciation and amortization	20.9
H1 FY2019 (as at 30 September 2018)	NZ\$M
Net cash	14.8
Total equity	776.7
Total assets	1,044.0
	%
Gearing (debt/debt + equity)	-2.0%



# Gearing and Dividend

- Target gearing ratio\* of +5% to -5% debt to debt plus equity
  - Gearing ratio at 30 September 2018 was -2.0%
- Increased interim dividend by 11%:
  - 9.75 cps + 3.792 cps imputation credit for NZ residents (gross dividend of NZ 13.542 cps)
  - Fully imputed
  - 1.721 cps non-resident supplementary dividend
  - Dividend reinvestment plan available for New Zealand and Australian residents. No discount will apply.





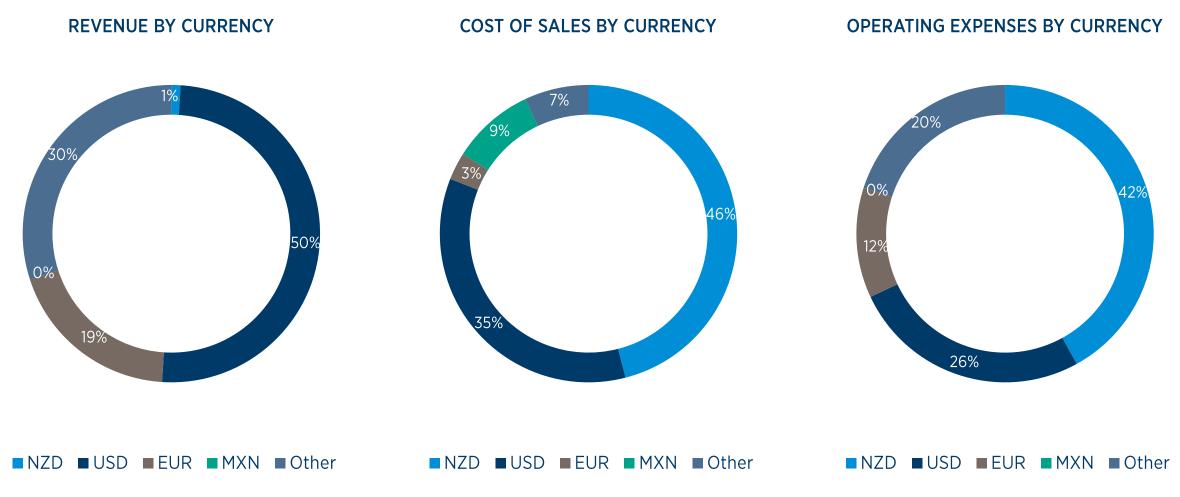
# Foreign Exchange Effects

• 50% of operating revenue in USD (FY18: 51%) and 19% in €.

	Year to 31 March						
Hedging position for our main exposures	FY19	FY20	FY21	FY22	FY23	FY24	FY25-27
USD % cover of expected exposure	95%	75%	50%	10%	-	-	-
USD average rate of cover	0.681	0.668	0.654	0.660	-	_	-
EUR % cover of expected exposure	95%	70%	50%	40%	35%	25%	5%
EUR average rate of cover	0.604	0.572	0.542	0.522	0.509	0.500	0.471
Hedging cover percentages have been rounded to the nearest 5%				6 months end	ed 30 Septembe	r	
			2016		2017		2018
Reconciliation of Constant Currency to Actual Income St	atements		NZ\$M		NZ\$M		NZ\$M
Profit before tax (constant currency)			106.9		109.1		126.1
Spot exchange rate effect			(0.6)		(5.5)		6.6
Foreign exchange hedging result			9.7		10.4		(2.1)
Balance sheet revaluation			(4.8)		0.1		5.3
Profit before tax (as reported)		111.2		114.1		135.9	

# Profit & Loss by Currency

1H FY2019 (for the 6 months ended 30 September 2018)



## Outlook FY2019

Expect at current exchange rates (of NZD:USD 0.67, NZD:EUR 0.60):

- Operating revenue NZ\$1.07 billion
- Net profit after tax in the range of approximately NZ\$205 to NZ\$210 million

Capital expenditure for FY19 expected to be approximately NZ\$160 million

- New facilities in New Zealand and Mexico
- Increased manufacturing capacity and new product tooling







# Fisher & Paykel Healthcare at a Glance

# Global leader in respiratory humidification devices

- Medical device manufacturer with leading positions in respiratory care and obstructive sleep apnea
- 45+ years' experience in changing clinical practice to solutions that provide better clinical outcomes and improve effectiveness of care
- Estimated US\$6+ billion and growing market opportunity driven by demographics
- Significant organic long-term growth opportunities in respiratory care, OSA, COPD and surgery
- Large proportion (86%) of revenue from recurring items, consumables and accessories
- High level of innovation and investment in R&D with strong product pipeline
- High barriers to entry

#### Global presence



### Strong financial performance

- Continued target, and history of, doubling our revenue (in constant currency terms) every 5 to 6 years
- Targeting gross margin of 65% and operating margin of 30%
- Growth company with targeted dividend pay-out ratio of approximately 70% of net profit after tax

### Consistent growth strategy



# ~US\$6+ Billion and Growing Market Opportunity

#### **HOSPITAL**

Invasive Hospital Ventilation Respiratory Support



Non-invasive Ventilation



Surgical Humidification





**HOMECARE** 



CPAP Therapy







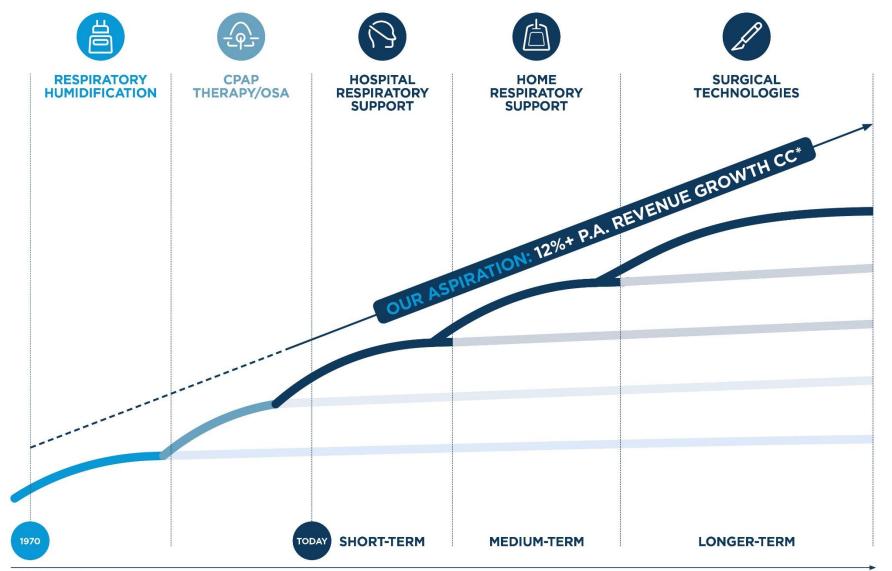


"NEW APPLICATIONS"

Applications outside of invasive ventilation



## Our Aspiration



### **OUR ASPIRATION:**

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

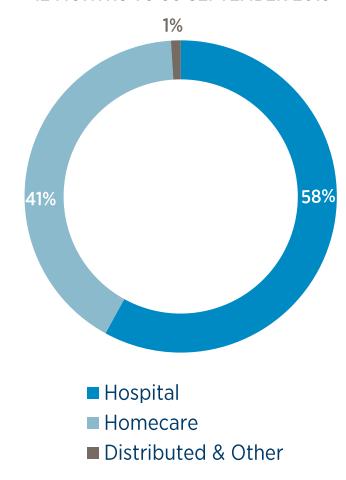


## Markets & Products

- Hospital
  - Heated humidification
  - Respiratory care
  - Neonatal care
  - Surgery
- Homecare
  - Masks
  - Flow generators
  - Data management tools
  - Respiratory care in the home

Recurring items, consumables and accessories approximately 86% of operating revenue (1HFY18: 87%)

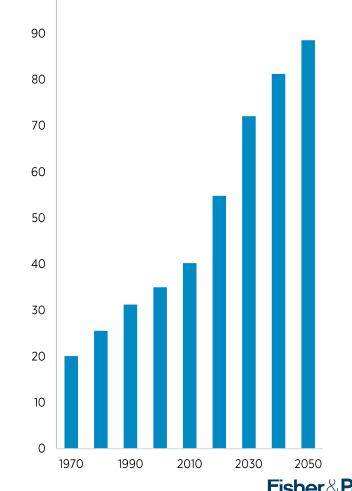
## REVENUE BY PRODUCT GROUP 12 MONTHS TO 30 SEPTEMBER 2019





# Impact of Changing Demographics

- Population age and weight both increasing
  - US population 65 years+ to grow ~80% over next 20 years¹
  - US males 60 74 years,
     average weight increased
     0.4 kg/year since 1960²
- 60% of US healthcare cost is after age 65 years<sup>3</sup>
- Developing markets increasing healthcare spending
  - China healthcare expenditure projected to grow at 12% per year between 2014-2018<sup>4</sup>



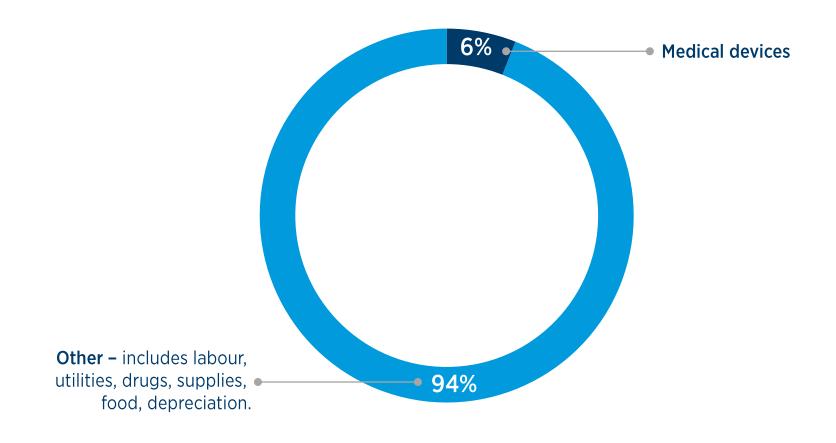
**US POPULATION OVER AGE 65** 

(MILLIONS)

100



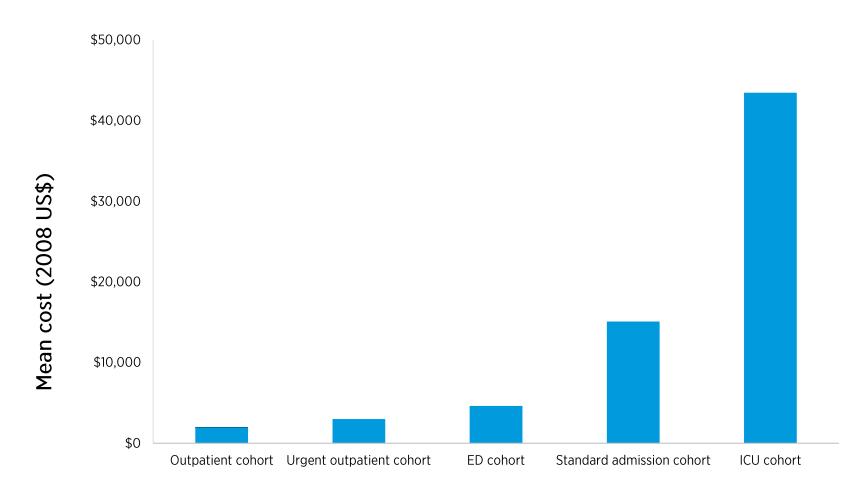
# Hospital Cost Breakdown





# Lower Care Intensity = Lower Cost

## MEAN ANNUAL COPD-RELATED MEDICAL, PHARMACY AND TOTAL COSTS BY CARE INTENSITY COHORT



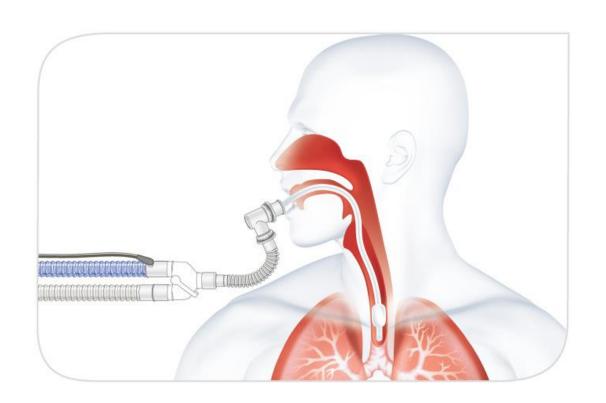






# Respiratory Humidification

- Normal airway humidification is bypassed or compromised during ventilation or oxygen therapy
- Mucociliary transport system operates less effectively
- Need to deliver gas at physiologically normal levels
  - 37°C body core temperature
  - 44mg/L 100% saturated

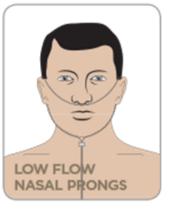




# Optiflow - Displacing Conventional Oxygen Therapy

## CONVENTIONAL OXYGEN THERAPY















# Clinical Outcomes of Optiflow Nasal High Flow Therapy

## Optiflow NHF therapy is associated with:

#### **ADULTS**:

- REDUCED intubation<sup>5</sup>
- REDUCED re-intubation<sup>6, 7, 8</sup>
- REDUCED bilevel ventilation<sup>7</sup>
- REDUCED nursing workload<sup>7</sup>
- INCREASED ventilator free days<sup>5</sup>
- IMPROVED comfort & patient tolerance<sup>6</sup>
- IMPROVED compliance<sup>6</sup>
- REDUCED COPD exacerbations<sup>9</sup>

### **PAEDIATRICS:**

- REDUCED intubation<sup>10</sup>
- REDUCED length of stay<sup>11</sup>
- REDUCED respiratory distress<sup>12</sup>

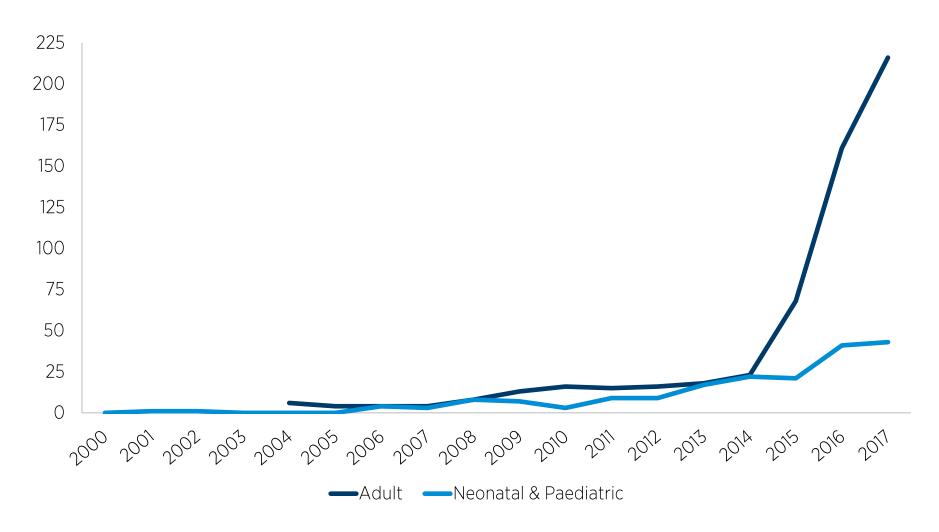
#### **NEONATES:**

- NON-INFERIORITY with nasal CPAP<sup>13</sup>
- REDUCED nasal trauma<sup>14, 15</sup>
- REDUCED respiratory distress<sup>16</sup>



# Optiflow NHF - A Growing Body of Clinical Evidence

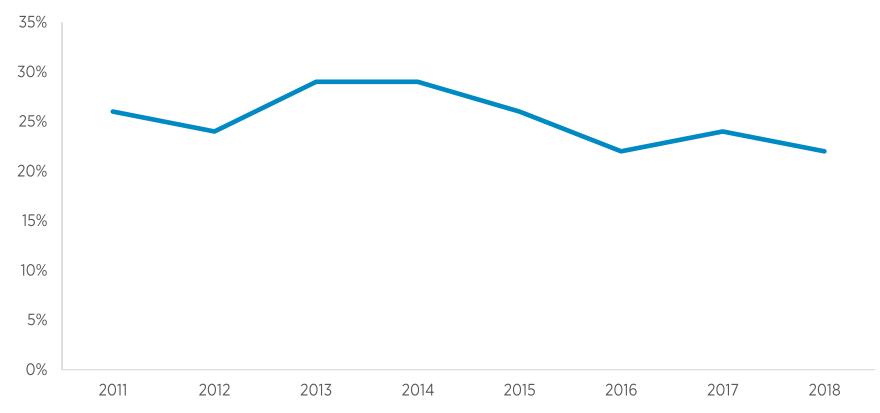
#### NASAL HIGH FLOW CLINICAL PAPERS PUBLISHED ANNUALLY





## Consistently Strong Growth in Hospital New Applications





 New applications consumables now make up 59% of Hospital consumables revenue, up from 50% in FY2016 and 54% in FY2017

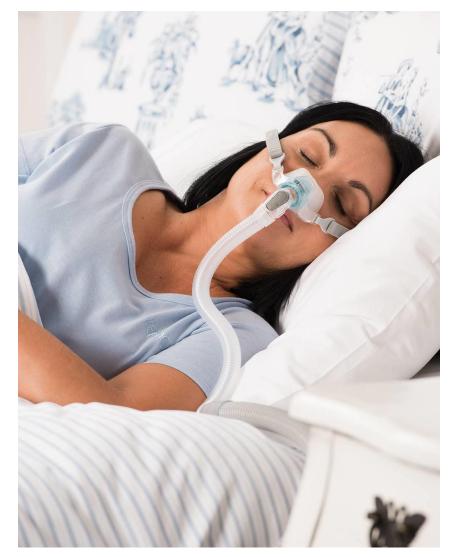






# Obstructive Sleep Apnea

- Temporary closure of airway during sleep
- Can greatly impair quality of sleep, leading to fatigue; also associated with hypertension, stroke and heart attack
- Estimated US\$3+ billion worldwide market.
- Estimate >50 million people affected in developed countries
- Most common treatment is CPAP (Continuous Positive Airway Pressure)
  - Key issue with CPAP is compliance
  - Humidification provides significant acceptance and compliance improvements





# Revolutionary Masks

- Market leading mask technology
- Unique, patented designs
- Mask Matters Most
  - Masks are key to compliance





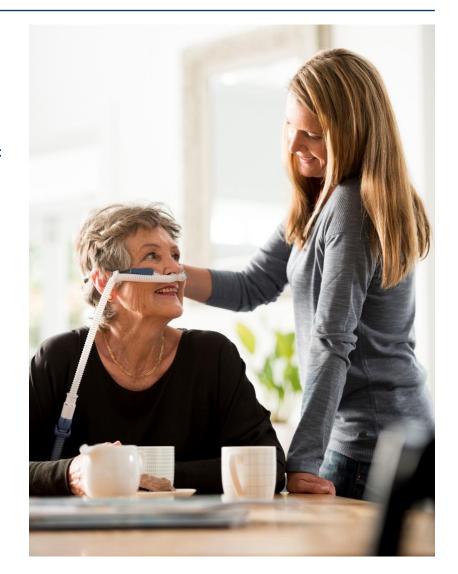


F&P SIMPLUS™



# Home Respiratory Support

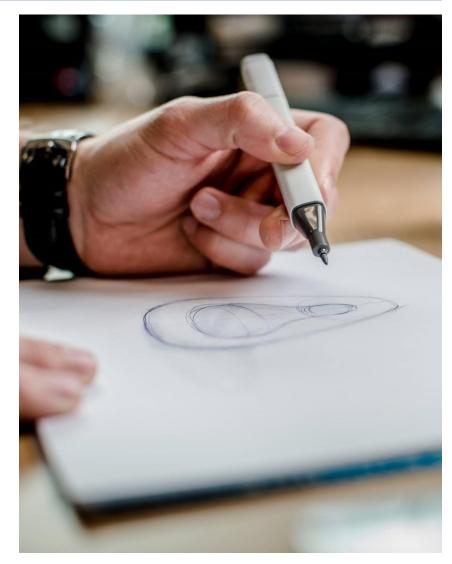
- Chronic obstructive pulmonary disease (COPD) is a lung disease which is commonly associated with smoking
- Emphysema and chronic bronchitis are both forms of COPD
- Chronic respiratory disease, primarily COPD, is the third leading cause of death in the US<sup>17</sup>
- 6% of US adults have been diagnosed with COPD<sup>18</sup> (~15 million people)
- 4-10% COPD prevalence worldwide<sup>19</sup> (~400 million people)





# High Level of Innovation and Investment in R&D

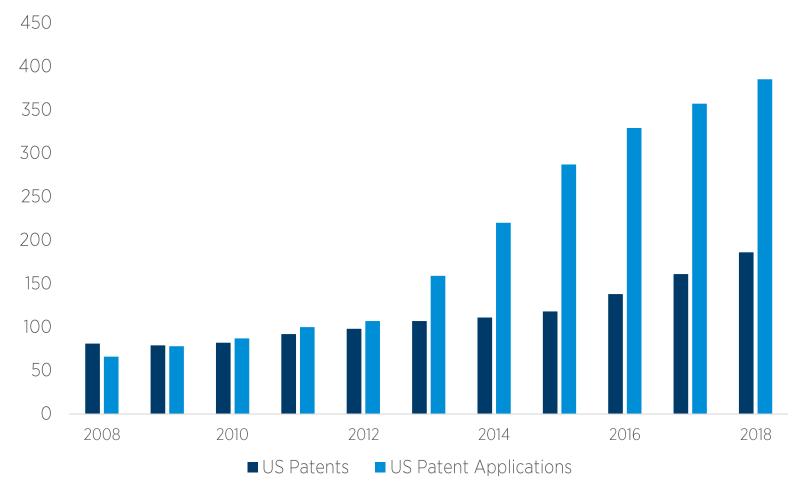
- R&D represents 9% of operating revenue: NZ\$45.7M
- Product pipeline includes:
  - Humidifier controllers
  - Masks
  - Respiratory consumables
  - Flow generators
  - Compliance monitoring solutions
- 186 US patents, 385 US pending, 870 ROW, 912 ROW pending<sup>†</sup>





# Growing Patent Portfolio

#### FISHER & PAYKEL HEALTHCARE US PATENT PORTFOLIO (2008 - 2018)



Average remaining life of FPH patent portfolio (all countries): 12 years\*



# Manufacturing & Operations

- Vertically integrated
  - COGS improvements: Mexico, lean manufacturing, supply chain
- Ample capacity to grow

## Auckland, New Zealand

- Three buildings: 82,000 m² / 885,000 ft² total
- 100 acres / 40 hectares land
- Fourth building underway

## Tijuana, Mexico

- 18,000 m<sup>2</sup> / 200,000 ft<sup>2</sup>
- Consumables capacity ramping up
- Construction of second building to be completed in FY19

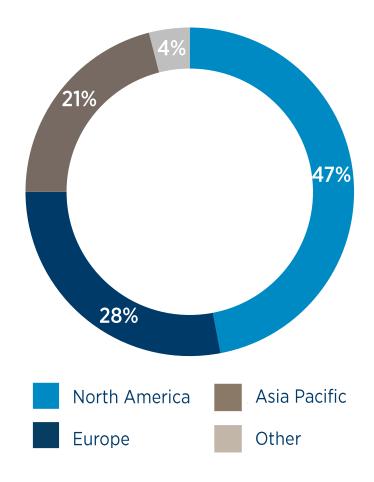




## Strong Global Presence

- Direct/offices
  - Hospitals, home care dealers
  - Sales/support offices in North
     America, Europe, Asia, South
     America, Middle East and
     Australasia, 15 distribution centres
  - More than 950 staff in 29 countries
  - Ongoing international expansion
- Distributors
  - 100+ distributors worldwide
- Original Equipment Manufacturers
  - Supply most leading ventilator manufacturers
- Sell in more than 120 countries in total

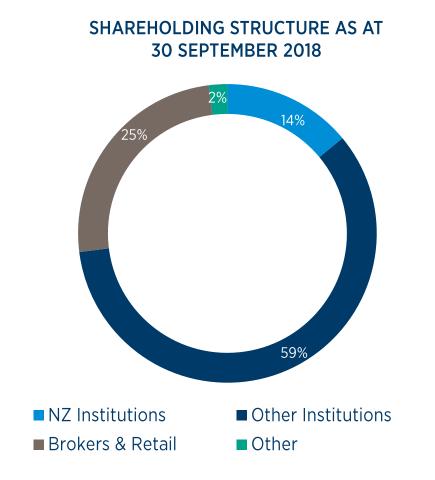
## REVENUE BY REGION 6 MONTHS TO 30 SEPTEMBER 2018

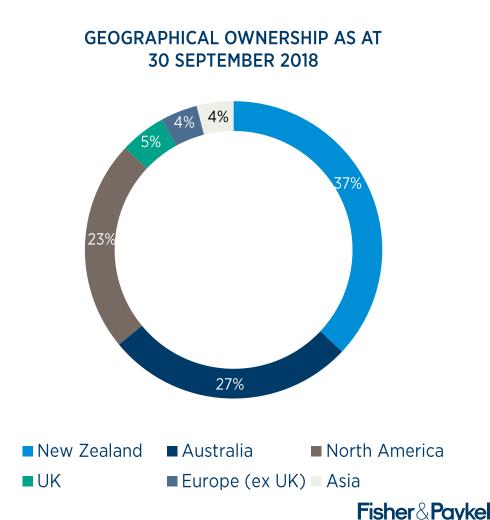




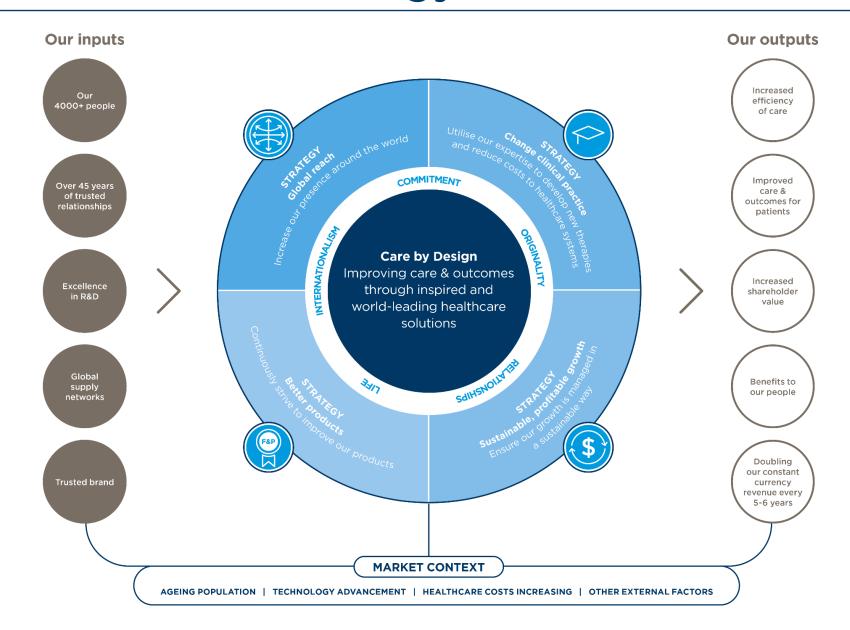
# Ownership Structure and Listings

Listed on NZX and ASX (NZX.FPH, ASX.FPH)





# Consistent Growth Strategy





## Important Notice and References

#### Disclaimer

The information in this presentation is for general purposes only and should be read in conjunction with Fisher & Paykel Healthcare Corporation Limited's (FPH) 2019 Interim Report and accompanying market releases. Nothing in this presentation should be construed as an invitation for subscription, purchase or recommendation of securities in FPH.

This presentation includes forward-looking statements about the financial condition, operations and performance of FPH and its subsidiaries. These statements are based on current expectations and assumptions regarding FPH's business and performance, the economy and other circumstances. As with any projection or forecast, the forward-looking statements in this presentation are inherently uncertain and susceptible to changes in circumstances. FPH's actual results may differ materially from those expressed or implied by those forward-looking statements.

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# NZX Appendix 1 Information Results for announcement to the market

#### HALF YEAR REPORTING

Reporting Period	6 months to 30 September 2018
Previous Reporting Period	6 months to 30 September 2017

#### **EARNINGS**

	Amount (NZ\$M)	Percentage change
Operating revenue from ordinary activities	\$511.3	12%
Earnings before interest and tax	\$139.0	21%
Net profit attributable to shareholders	\$97.4	20%

#### **DIVIDENDS**

	Amount per share NZ cents	Imputed amount per share* NZ cents	Gross amount per share* NZ cents
Interim Dividend	9.75 cents	3.7917 cents	13.5417 cents
* NZ resident shareholders			
Record Date	10 Decembe	r 2018	
Dividend Payment Date	21 Decembe	r 2018	

The company operates a dividend reinvestment plan for New Zealand and Australian resident shareholders. For the Interim Dividend no discount will be applied. Participation notices must be received on or before the first business day after the Record Date to be eligible to participate in entitlements under the plan. A copy of the plan offer document is available at <a href="https://www.fphcare.com/drp">www.fphcare.com/drp</a>.

#### FINANCIAL INFORMATION AND COMMENTARY

For commentary on the results please refer to the news release and financial commentary section of the company's 2019 Interim Report. This appendix should be read in conjunction with the company's financial statements for the 6 months ended 30 September 2018, contained in the company's 2019 Interim Report, and the company's most recent audited financial statements.

#### **NET TANGIBLE ASSETS PER SECURITY**

	30 September 2017	30 September 2018
Net tangible assets per security	NZ\$1.08	NZ\$1.20

#### **CONTROL OF ENTITIES GAINED OR LOST**

There was no gain or loss of control of entities during the 6 months ended 30 September 2018.

#### **ASSOCIATES AND JOINT VENTURES**

The company does not have any associates or joint ventures.

#### **ACCOUNTING STANDARDS**

The company's interim financial statements have been prepared in accordance with New Zealand Generally Accepted Accounting Practice (NZ GAAP) and comply with NZ IAS 34 and IAS 34, *Interim Financial Reporting*. They should be read in conjunction with the company's most recent audited financial statements.

#### **BASIS OF REPORT**

This report is based on the unaudited company financial statements. PwC has provided a review report on the financial statements, which is contained in the 2019 Interim Report.

#### EMAIL: announce@nzx.com

Number of pages including this one (Please provide any details on additional

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other relevant	1
l pages)	

Notice of event affecting securities

NZSX Listing Rule 7.12.2. For rights, NZSX Listing Rules 7.10.9 and 7.10.10.

For change to allotment, NZSX Listing Rule 7.12.1, a separate advice is required.

of Issuer Fisher	er & Pa	ykel Healthc	are Corporation Lim	ited						
Name of officer authoris make this notice	ed to		Andrea J. Blacki	е		Authority for e		ectors' Res	olution	
Contact phone number	(09) 5	74 0134		Contact fax number	(09) 574 017	6	Date	23 /	11 /	2018
Nature of event Tick as appropriate	Is F	onus ssue ights Issue on-renouncable	If ticked, state whether: Capital Call change	<i>Taxable</i> Dividend ✓	If ticked, state	Fu		nterest D	Rights Issue Renouncable	
EXISTING securities	s affecte	d by this		If more than	one security is affected	by the event, us	se a separate form.			
Description of the class of securities	C	Ordinary Sha	res				ISIN	NZFAPE(	0001S2 n, contact NZX	
Details of securities	issued	pursuant to thi	is event		If more than one clas	s of security is to	be issued, use a separa	ate form for each	class.	
Description of the class of securities							ISIN	If unknown	n, contact NZX	
Number of Securities to		Г				Minimum		Ratio, e.g	I, COMBCE NEX	
be issued following ever	nt	L				Entitlement		1) for (2)	2) for	
Conversion, Maturity, Ca Payable or Exercise Date						Treatment of Fra	actions			
Strike price per security Strike Price available.	for any is	sue in lieu or date	Enter N/A if not applicable		Tick if pari passu	OR ex	rovide an kplanation the nking			
Monies Associated	with Ev	<u>ent</u>	Dividend	payable, Call paya	able, Exercise price, C	onversion price, F	Redemption price, Applic	cation money.		
		In dollars an	d cents		Source of		_	_		
Amount per securi (does not include a		ded income)	9.75 cents/sh	nare	Payment		Reve	enue Rese	erves	
Excluded income particable to		-								
Currency			New Zealand D	Dollars		dividend in dollars and cents details -		1.720	)59 cents/sha	re
Total monies			\$55,887,02	25	NZSX Listing Rule 7.12.7		Date Payable	21 D	21 December, 2018	
Taxation					Amo	ınt per Security iı	n Dollars and cents to si	ix decimal places		
In the case of a taxable issue state strike price	bonus		\$	Resident Withholding	0.677083	cents/share	e Imputation ( (Give details	13/4	1667 cents/sh	are
				Foreign Withholding <sup>-</sup>	Tax \$		FDP Credits (Give details			
Timing	(Refer A	opendix 8 in the N	ZSX Listing Rules)							
Record Date 5pm For calculation of entitle	ments -					i <mark>cation Date</mark> Call Payable, Di	ividend /			
			10 December, 2	018		est Payable, Exer ersion Date.	rcise Date, 21 D	ecember, 20	018	
Notice Date Entitlement letters, call r conversion notices mails					For t Musi	ment Date ne issue of new s be within 5 busin plication closing o	ness days			

OFFICE USE ONLY
EX Date:
Commence Quoting Rights:
Cease Quoting Rights 5pm:
Commence Quoting New Securities:
Cease Quoting Old Security 5pm:

Security Code:

Security Code:

