Your Board

Tony Carter
Lewis Gradon
Michael Daniell
Pip Greenwood
Geraldine McBride
Arthur Morris
Donal O’Dwyer
Scott St John
Agenda

• Chair’s Address

• Managing Director and Chief Executive Officer’s Review

• Financial Statements

• Resolutions

• Voting

• General Questions
FY2018 Financial Results

Record Operating Revenue

NZ$980M  ↑ 10%

Record Net Profit after Tax

NZ$190M  ↑ 12%
Product Group Revenue

Hospital
NZ$572M
FY18

58% OF OPERATING REVENUE

Homecare
NZ$398M
FY18

41% OF OPERATING REVENUE

Distributed and Other

1% OF OPERATING REVENUE
Responding to healthcare needs

• Majority of healthcare costs incurred through labour

• Our products are easy to use and can reduce likelihood of escalation:
  - Improving patient outcomes
  - Reducing costs to healthcare providers
Culture
Your Board

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Arthur Morris
Donal O’Dwyer
Scott St John
Lewis Gradon, Managing Director and CEO
Fisher & Paykel Healthcare – a global leader

- Medical technology business with leading positions in respiratory care and obstructive sleep apnea
- Global reach into hospital and homecare (99% of sales and 1,800 people outside NZ)
- 45+ years’ experience changing clinical practice to improve clinical outcomes and reduce cost
- Significant organic long-term growth opportunities
- 87% of revenue from recurring items, consumables and accessories
- High level of investment in R&D – 572 people
- High barriers to entry
- 4,174 people globally
Clinical research

Optiflow Junior & Airvo – PARIS study

• World’s largest randomised control trial in Nasal High Flow (NHF) therapy

• Significantly lower rates of escalation of care for infants on NHF

• New England Journal of Medicine

myAirvo – Storgaard study

• Primary outcome a significant reduction in exacerbation rate with NHF

• All cause hospitalisation rates decreased and benefits recorded in quality of life assessments

• International Journal of COPD
## FY2019 Outlook

### Full Year

- Expect NZD:USD exchange rate of ~0.67 for the balance of the year

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Revenue</td>
<td>Approximately NZ$1.07 billion</td>
</tr>
<tr>
<td>Net Profit after Tax</td>
<td>Approximately NZ$215 million</td>
</tr>
</tbody>
</table>

### First Half

- Expect at current exchange rates

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
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</thead>
<tbody>
<tr>
<td>Operating Revenue</td>
<td>Approximately NZ$510 million</td>
</tr>
<tr>
<td>Net Profit after Tax</td>
<td>Approximately NZ$95 million</td>
</tr>
</tbody>
</table>
Lewis Gradon, Managing Director and CEO
Financial Statements

• Opportunity for shareholders to ask any questions specifically on the financial statements, the auditor’s report or the company’s 2018 annual report.

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

• Re-election of Directors
  – Scott St John
  – Michael Daniell

• Auditor’s Remuneration

• Issue of Performance Share Rights

• Issue of Options
Resolution 1: Re-election of Scott St John

That Scott St John, who retires by rotation and, being eligible, offers himself for re-election, be re-elected as a director of the Company.
Resolution 2: Re-election of Michael Daniell

That Michael Daniell, who retires by rotation and, being eligible, offers himself for re-election, be re-elected as a director of the Company.
Resolution 3: Auditor’s Remuneration

That the Directors be authorised to fix the fees and expenses of PwC as the Company’s auditor.
Resolution 4: Issue of Performance Share Rights

That approval be given for the issue of up to 50,000 performance share rights under the Fisher & Paykel Healthcare Performance Share Rights Plan to Lewis Gradon, Managing Director and Chief Executive Officer of the Company.
Resolution 5: Issue of Options

That approval be given for the issue of up to 150,000 options under the Fisher & Paykel Healthcare 2003 Share Option Plan to Lewis Gradon, Managing Director and Chief Executive Officer of the Company.
Voting

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

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

• Please raise your hand if you require a pen.

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

<table>
<thead>
<tr>
<th>Resolution</th>
<th>For</th>
<th>%</th>
<th>Against</th>
<th>Total votes cast</th>
<th>Abstain</th>
</tr>
</thead>
<tbody>
<tr>
<td>1: Re-election of Scott St John</td>
<td>371,879,801</td>
<td>99.0</td>
<td>2,698,774</td>
<td>375,801,131</td>
<td>121,711</td>
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<tr>
<td>2: Re-election of Mike Daniell</td>
<td>359,393,924</td>
<td>95.6</td>
<td>15,209,484</td>
<td>375,812,517</td>
<td>110,325</td>
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<tr>
<td>3: Authorise Directors to fix fees and expenses of auditor</td>
<td>374,020,086</td>
<td>99.5</td>
<td>552,323</td>
<td>375,791,161</td>
<td>131,681</td>
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<tr>
<td>4: Issue of Performance Share Rights to Lewis Gradon</td>
<td>331,687,798</td>
<td>88.6</td>
<td>41,599,531</td>
<td>374,529,905</td>
<td>812,803</td>
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<tr>
<td>5: Issue of Options to Lewis Gradon</td>
<td>337,655,891</td>
<td>90.2</td>
<td>35,621,121</td>
<td>374,529,144</td>
<td>813,564</td>
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