



# Fisher & Paykel

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## HEALTHCARE

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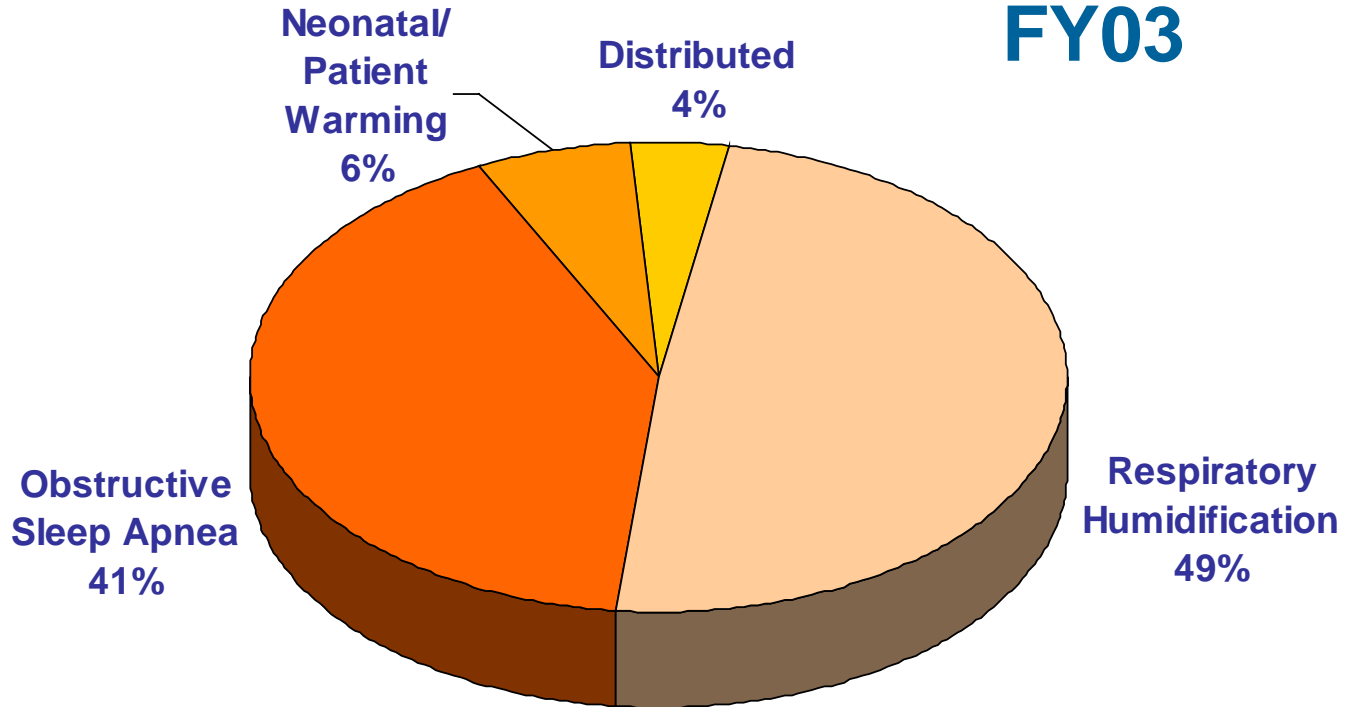


# FY03 Highlights

- Record profit NZ\$72.9 million
- Profit after tax up 17% over last year
- Operating revenue up 15% to US\$103 million
- Core product revenues up 17% in US\$ against last year
- Operating margin 35.5% for the year

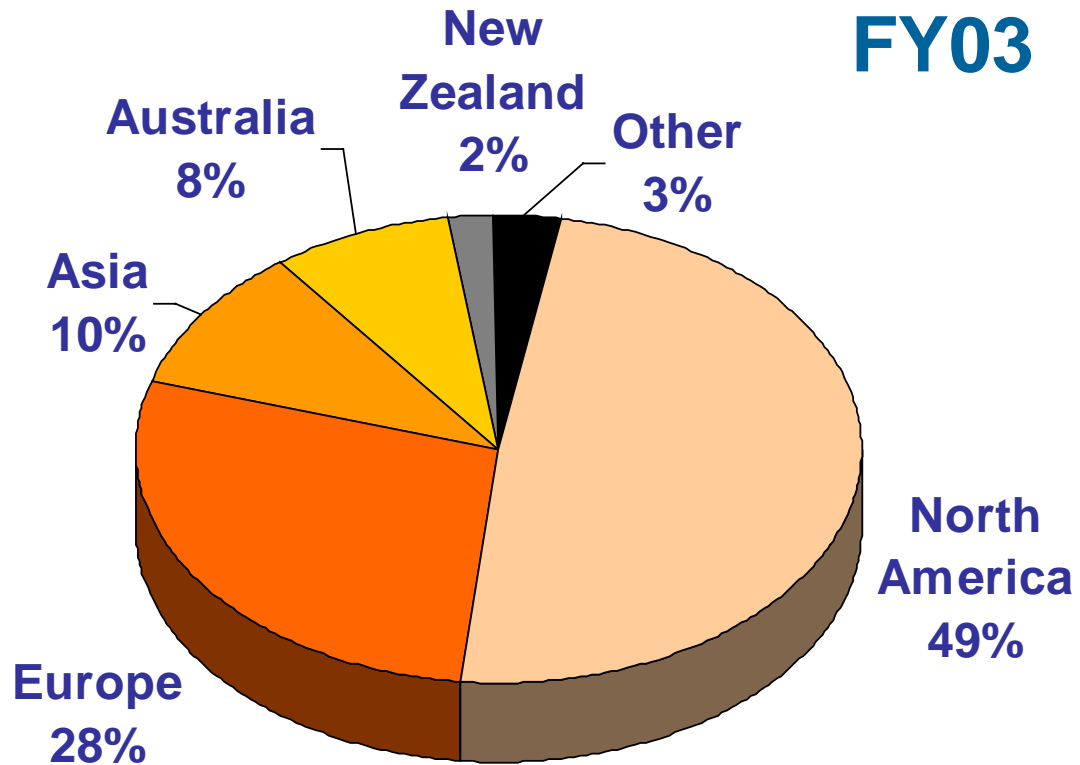
# Sales by Product

**FY03**



# Sales by Region

**FY03**



# Obstructive Sleep Apnea



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# Obstructive Sleep Apnea

- Revenue (USD) +28%.
- Market growing at 15% - 20%.
- Improved Medicare reimbursement.



# New flow generators



HC210



HC220LE

# Conversion kit



HC210 Series Conversion Kit

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# Easy conversion to humidity



# New *Aclaim2*<sup>TM</sup> mask



# Respiratory Humidification



# Respiratory Humidification

- Revenue growth (USD) +12% on prior year.
- Growing acceptance of MR850 system.
- Continued market share growth in breathing circuits.



MR850 and Neonatal Breathing Circuits



# Respiratory Consumables



Adult Breathing Circuit



Neonatal Breathing Circuit



Auto-filling chamber



Filter



# Extending the range



Weaning Kit



Catheter Mount



Non-invasive ventilator breathing circuit

# Neonatal & Patient Warming

- Revenue growth (USD) +5%.
- Infant bubble CPAP system introduced to most international markets.
- Encouraging results with infant bubble CPAP therapy.



Bubble CPAP System

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