Investment Highlights

• A leader in respiratory and OSA treatment devices
• Consistent growth strategy
• Estimated US$5+ billion and growing market opportunity
• High level of innovation
• Global presence
• Strong financial performance

NZSX:FPH, ASX:FPH
Improve patient care and outcomes

• Increase
  – effectiveness of care
  – efficiency of care

• Reduce
  – intensity of care
Markets and Products

- **Respiratory & Acute Care (RAC)**
  - Heated Humidification
  - Respiratory Care
  - Neonatal Care
  - Surgery

- **Obstructive Sleep Apnea (OSA)**
  - Masks
  - Flow Generators
  - Humidifiers

→ Consumable and accessory products represent approx. 76% of core product revenue

Revenue by Product Group
12 months to 31 March 2013
<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>CC&lt;sup&gt;1&lt;/sup&gt;</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net profit after tax</td>
<td>+22%</td>
<td>+54%</td>
</tr>
<tr>
<td>Operating revenue</td>
<td>+9%</td>
<td>+14%</td>
</tr>
<tr>
<td>Gross margin (bps increase)</td>
<td>+240</td>
<td>+330</td>
</tr>
<tr>
<td>RAC new applications revenue</td>
<td></td>
<td>+38%</td>
</tr>
<tr>
<td>OSA mask revenue</td>
<td></td>
<td>+16%</td>
</tr>
</tbody>
</table>

1. CC = constant currency
## FY13 Operating Results NZ$

**FY13** (12 months to 31 March 2013)

<table>
<thead>
<tr>
<th>Category</th>
<th>%Revenue</th>
<th>NZ$M</th>
<th>△PCP</th>
<th>△CC&lt;sup&gt;1&lt;/sup&gt;</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating revenue</td>
<td>100%</td>
<td>556.3</td>
<td>+8%</td>
<td>+11%</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>44.7%</td>
<td>248.4</td>
<td>+3%</td>
<td>+5%</td>
</tr>
<tr>
<td>Gross profit</td>
<td>55.3%</td>
<td>307.8</td>
<td>+12%</td>
<td>+18%</td>
</tr>
<tr>
<td>Other income (R&amp;D grant)</td>
<td></td>
<td>2.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>27.3%</td>
<td>151.8</td>
<td>+6%</td>
<td>+9%</td>
</tr>
<tr>
<td>R&amp;D</td>
<td>8.2%</td>
<td>45.7</td>
<td>+9%</td>
<td>+9%</td>
</tr>
<tr>
<td>Total operating expenses</td>
<td>35.5%</td>
<td>197.5</td>
<td>+7%</td>
<td>+9%</td>
</tr>
<tr>
<td>Operating profit</td>
<td>20.3%</td>
<td>112.7</td>
<td>+21%</td>
<td>+52%</td>
</tr>
<tr>
<td>Profit after tax</td>
<td>13.9%</td>
<td>77.1</td>
<td>+20%</td>
<td>+55%</td>
</tr>
</tbody>
</table>

1. CC = constant currency
Dividend

• Final Dividend
  – Gross 9.7 NZ cps = 7.0 cps + 2.7 cps imputation credit, NZ residents
  – Fully imputed
  – 1.235 cps non-resident supplementary dividend
  – DRP, 3% discount NZ/AU residents
• Gross dividend yield, 17.2 cps, ~5.5%
Outlook FY14

- Expect new products and applications to drive continuation of strong revenue growth

- May
  - expected at 0.80 – 0.85 NZD:USD exchange rate:
    - Operating revenue  NZ$610M - NZ$630M
    - Net profit after tax  NZ$85M - NZ$90M

- August
  - expected at 0.80 NZD:USD exchange rate:
    - Operating revenue  NZ$625M - NZ$645M
    - Net profit after tax  NZ$90M - NZ$95M
Hospital Cost Breakdown

- Labour: 70%
- Drugs, Devices, Supplies & Food: 21%
- Utilities, Depreciation: 9%

Source: Massachusetts Hospital Association, “An Update to Hospital Costs in Context Report” July 2010
Lower Care Intensity = Lower Cost

Mean Annual COPD-Related Medical, Pharmacy, and Total Costs by Care Intensity Cohort

Demographics Driving Increases

- Population age and weight both increasing
  - US pop. 65yrs+ to grow ~80% over next 20 years\(^1\), 60% of US healthcare cost is after age 65yrs\(^3\)
  - US males 60 -74 yrs, av. weight increased 0.4kg/yr since 1960\(^2\)

- Developing markets increasing healthcare spending
  - China healthcare expenditure increased 19% in 2012\(^4\), expected to triple by 2020.

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Chronic Obstructive Pulmonary Disease (COPD)

- 6% of US adults have been diagnosed with COPD\(^1\) (~15 million people)

- 4% - 10% COPD prevalence worldwide\(^2\) (~400 million people)

- 18% of US COPD patients visit ER or admitted to hospital each year\(^1\) (~3 million patients)


Obstructive Sleep Apnea (OSA)

- 2% - 7% OSA adult prevalence
- 70%–80% of those affected remain undiagnosed
- Prevalence increases with age and obesity
- Estimate >50 million people in developed countries

Respiratory Humidification

- Normal airway humidification is bypassed or compromised during ventilation or O₂ therapy
- Mucociliary transport system operates less effectively
- Need to deliver gas at physiologically normal levels
  - 37 °C body core temperature
  - 44mg/L 100% saturated
Respiratory & Acute Care

Invasive Ventilation

- F&P Evaqua 2™

Non-Invasive Ventilation

- F&P FreeMotion™

O₂ Therapy

- F&P Optiflow™

Humidity Therapy

- F&P AIRVO™ 2

- F&P Evaqua 2™

- F&P Bubble CPAP

- F&P Optiflow™ junior

- F&P AIRVO™ 2
Respiratory & Acute Care

• MR850 Respiratory Humidifier System
  – Invasive ventilation, oxygen therapy and non-invasive ventilation

• MR810 Respiratory Humidifier System
  – Entry level system
  – Ventilation and oxygen therapy
  – Optional heated breathing circuit

• AIRVO™ Flow Generator/Humidifier
  – Optiflow O₂ therapy
  – Humidity therapy

• Surgical opportunity (HumiGard™)
  – Laparoscopic insufflation
  – Open surgery
Single-use Respiratory Care Systems

- Single-use chambers
  - Patented auto filling MR290
- Single-use breathing circuits
  - Patented spiral heater wire
  - Proprietary Evaqua™ expiratory tube
  - Minimal condensation
  - Delivery of optimal humidity
- Breathing circuit components
  - Filters, catheter mount, weaning kit
- Interfaces
  - NIV masks, tracheostomy, Optiflow™, O₂ therapy
- Approx 30 system set-ups used per controller per year
- Consumable growth driving revenue growth
Respiratory & Acute Care Update

- Operating revenue growth
  - NZ$ +13%
  - Constant currency +18%
- New applications consumables revenue growth (NIV, Optiflow™, AIRVO™, Surgical)
  - NZ$ +32%
  - Constant currency +38%
  - New applications, 38% of RAC consumables revenue
- New products roll-out
  - Evaqua™ 2 breathing circuits
  - Optiflow Junior™ interface
  - Evatherm™ breathing circuit
  - AIRVO™ & myAIRVO 2 flow generator/humidifiers
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$2.5 billion + worldwide market, growing ~ 6-8%
- Potentially 50-60 million affected worldwide
- Most common treatment is CPAP (Continuous Positive Airway Pressure)
  - Key issue with CPAP is compliance
  - Humidification provides significant acceptance and compliance improvements
Revolutionary New Masks

- Comfortable
- Easy to fit
- Efficient
- Nasal Pillows
  - F&P Pilairo™
- Nasal
  - F&P Eson™
- Full Face
  - F&P Simplus™
• Stylish, Smart + Simplified
• Efficiently integrates with InfoUSB™ and InfoSmart™ Web
• Responsive pressure relief - SensAwake™
• ThermoSmart™ Humidifier Breathing Tube Technology
• Auto-adjusting CPAP
Efficient Compliance Reporting

F&P InfoGSM

F&P InfoUSB

F&P InfoView

DME / Physician Office

F&P InfoSmart

F&P InfoUSB 2

Fisher & Paykel
HEALTHCARE
Obstructive Sleep Apnea Update

- Operating revenue growth
  - NZ$: +6%
  - Constant currency: +10%
- Mask revenue growth
  - Constant currency: +16%
- New products roll-out
  - F&P Pilairo™
  - F&P Eson™
  - F&P Simplus™
  - F&P ICON™+
Research & Development

- 8.2% of operating revenue, NZ$45.7M\(^1\)

- Product pipeline includes:
  - Humidifier controllers
  - Masks
  - Respiratory consumables
  - Flow generators
  - Compliance monitoring solutions

- 107 US patents, 159 US pending, 442 ROW, 260 ROW pending\(^1\)

\(^1\) at 31 March 2013
New Products

- Pilairo™ nasal pillows mask
- Eson™ nasal mask
- Simplus™ full face mask
- ICON™+ flow generator range
- Optiflow™ Junior oxygen therapy
- Evaqua™2 breathing circuits
- AIRVO™2 & myAIRVO™2 flow generator humidifiers
Manufacturing & Operations

- Vertically integrated
  - COGs improvements; Mexico, Lean, supply chain
- Ample capacity to grow

Auckland, New Zealand
- Two buildings: 51,000m$^2$ / 550,000ft$^2$ total
- 31,000m$^2$ building 3 completed November 2012
- 100 acres/40ha land

Tijuana, Mexico
- 18,000m$^2$/200,000ft$^2$
- Consumables capacity ramping up
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
  - >550 staff in 30 countries
  - Ongoing international expansion

- Distributors
  - 100+ distributors worldwide

- Original Equipment Manufacturers
  - Supply most leading ventilator manufacturers
  - More than 120 countries in total

Revenue by Region
12 months to 31 March 2013
Consistent Growth Strategy

• Experts in humidification, respiratory care, and obstructive sleep apnea

• Provide innovative devices which can improve patient care and outcomes
  • Continuous product improvement
  • More devices for each patient
  • Serve more patient groups – Invasive ventilation, NIV, oxygen therapy, COPD, surgery, OSA
  • Increase international presence