Company Highlights

- Continuing vision to improve patient care and outcomes
- A global leader in respiratory and OSA care devices
- NZ based
- Innovation driven
- 2,750 employees – 1,750 NZ, 359 R&D
- NZ$556M revenue FY2013
- NZSX:FPH, ASX:FPH
Global Presence

- **Direct/offices**
  - Hospitals, home care dealers
  - Sales/support offices in North America, Europe, Asia, South America, Middle East and Australasia, 16 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

Manufacturing & Operations

- **Vertically integrated**
  - COGs improvements; Mexico, Lean, supply chain

- **Ample capacity to grow**

**Auckland, New Zealand**
- Two buildings: 51,000m² / 550,000ft² total
- 31,000m² building 3 completed November 2012
- 100 acres/40ha land

**Tijuana, Mexico**
- 18,000m²/200,000ft²
- Consumables capacity ramping up
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

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
Respiratory & Acute Care

MORE CRITICAL          LESS CRITICAL
Invasive Ventilation

• 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

Invasive Ventilation

• Almost always in the ICU
• Patients are intubated
• Generally unconscious
• Ventilator breathes for the patient
• Humidifier controllers, chambers, breathing circuits, connectors and filters
• Opportunity: superior technology delivering gas at BTPS
Noninvasive Ventilation

- Patients breathe through a mask
- Ventilator helps the patient breathe
- Masks, humidifier controllers, chambers, breathing circuits
- **Opportunity: improved outcomes with humidification**

Optiflow Therapy, AIRVO

- Patients breathe humidified air and oxygen through nasal cannula (interface)
- Humidifier controllers, chambers, breathing tubes, nasal interfaces
- **Opportunity: improved outcomes with Optiflow over standard care**
Surgical

- Patients receive CO₂ gas to inflate surgical site or to protect from gas bubbles or infection
- Humidifier controllers, chambers, tubes, filters
- **Opportunity: improved outcomes with humidification**

**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

- Outpatient cohort
- Urgent outpatient cohort
- ED cohort
- Standard admission cohort
- ICU cohort
- All


Respiratory & Acute Care

- Invasive Ventilation
- Noninvasive Ventilation
- Mask Oxygen
- Cannula Oxygen
- Humidity Therapy
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
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$2.3 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

Fisher & Paykel Healthcare

ICON™+

- 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

Patient's Home
- F&P InfoView

DME / Physician Office
- F&P InfoUSB 2
- F&P InfoSmart

Revolutionary New Masks

- Comfortable
- Easy to fit
- Efficient
- Nasal Pillows
  - F&P Pilairo™
- Nasal
  - F&P Eson™
- Full Face
  - F&P Simplus™
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™+

Overview
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

Earnings Growth Drivers

• Accelerating revenue growth
• New products, increased margins
• Capacity increase in Mexico
• Lean manufacturing, automation, supply chain optimisation
• Reduced expense growth rate
• Currency diversification
• Foreign exchange hedging
Second Half Highlights

<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>CC¹</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></th>
<th>%Revenue</th>
<th>NZ$M</th>
<th>ΔPCP</th>
<th>ΔCC¹</th>
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</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>2.4</td>
<td></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
Outlook FY14

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

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

Questions?