Tony Carter, Chairman
Your Board

Tony Carter  Lewis Gradon  Michael Daniell  Lindsay Gillanders  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
Impact of Changing Demographics

- Population age and weight both increasing
- US population 65 years+ to grow ~80% over next 20 years
- US males 60 - 74 years, average weight increased 0.4 kg/year since 1960
- 60% of US healthcare cost is after age 65 years
- Developing markets increasing healthcare spending
FY2017 Financial Results

Record Operating Revenue
NZ$894.4M ↑ 10%

Record Net Profit after Tax
NZ$169.2M ↑ 18%
Your Board

Tony Carter  Lewis Gradon  Michael Daniell  Lindsay Gillanders  Pip Greenwood

Geraldine McBride  Arthur Morris  Donal O’Dwyer  Scott St John
Tony Carter, Chairman
Lewis Gradon, Managing Director and CEO
Product Group Revenue

Hospital
56% of Operating Revenue
NZ$500M
FY17

Homecare
43% of Operating Revenue
NZ$381M
FY17

Distributed and Other
1% of Operating Revenue
Growth opportunity

Hospital

- 70M+ potential
- 8M+ currently

Homecare

- 100M+ potential
- 3M+ currently
Nasal High Flow clinical papers published annually

- Adult
- Neonatal & Paediatric
## FY2018 Outlook

### Full Year

- Expect at NZD:USD exchange rate of -0.725 for the balance of the year

<table>
<thead>
<tr>
<th>Component</th>
<th>Forecast</th>
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<tbody>
<tr>
<td>Operating Revenue</td>
<td>Approaching NZ$1 billion</td>
</tr>
<tr>
<td>Net Profit after Tax</td>
<td>~NZ$180 to $190 million</td>
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### First Half

- Expect at current exchange rates

<table>
<thead>
<tr>
<th>Component</th>
<th>Forecast</th>
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<tbody>
<tr>
<td>Operating Revenue</td>
<td>~NZ$460 million</td>
</tr>
<tr>
<td>Net Profit after Tax</td>
<td>~NZ$80 million</td>
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Financial Statements

• Opportunity for shareholders to ask any questions specifically on the financial statements, the auditor’s report or the company’s 2017 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
- Election of Director
- Directors’ Remuneration
- Auditor’s Remuneration
- Issue of Performance Share Rights
- Issue of Options
Resolution 1: Re-election of Tony Carter

That Tony Carter, 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 Geraldine McBride

That Geraldine McBride, who retires by rotation and, being eligible, offers herself for re-election, be re-elected as a director of the Company.
Resolution 3: Election of Pip Greenwood

That Pip Greenwood, who, being eligible, offers herself for election, be appointed as a director of the Company.
Resolution 4: Directors’ Remuneration

That the maximum aggregate annual remuneration payable to non-executive Directors be increased by NZ$100,000 from NZ$950,000 to NZ$1,050,000, such sum to be divided amongst the non-executive Directors in such manner as the Directors see fit.
Resolution 5: Auditor’s Remuneration

That the Directors be authorised to fix the fees and expenses of PwC as the Company’s auditor.
Resolution 6: 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 Mr Lewis Gradon, Managing Director and Chief Executive Officer of the Company.
Resolution 7: 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 Mr 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 place your vote in a ballot box.

• Please raise your hand if you require a pen.

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