

Annual Shareholders' Meeting
24 August 2017



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

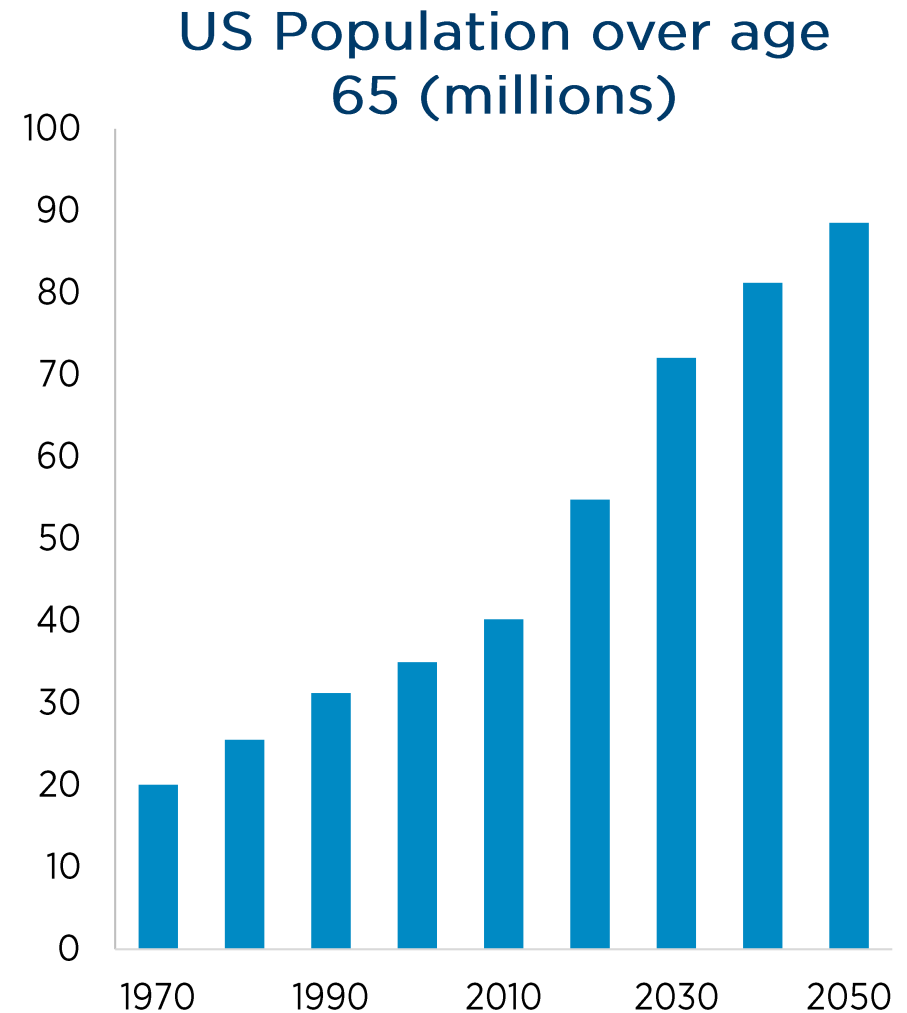
Agenda

- 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



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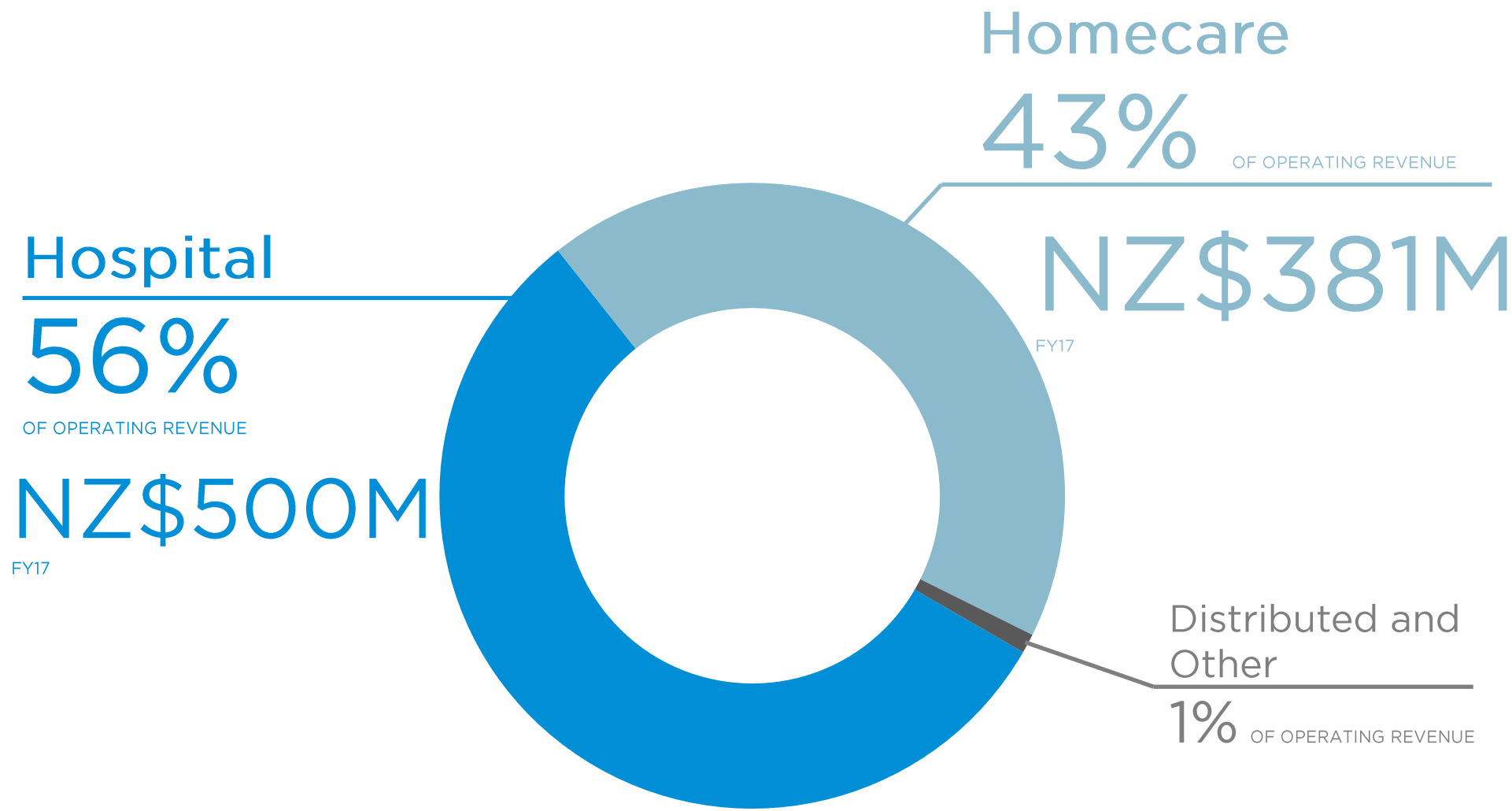




Lewis Gradon, Managing Director and CEO



Product Group Revenue











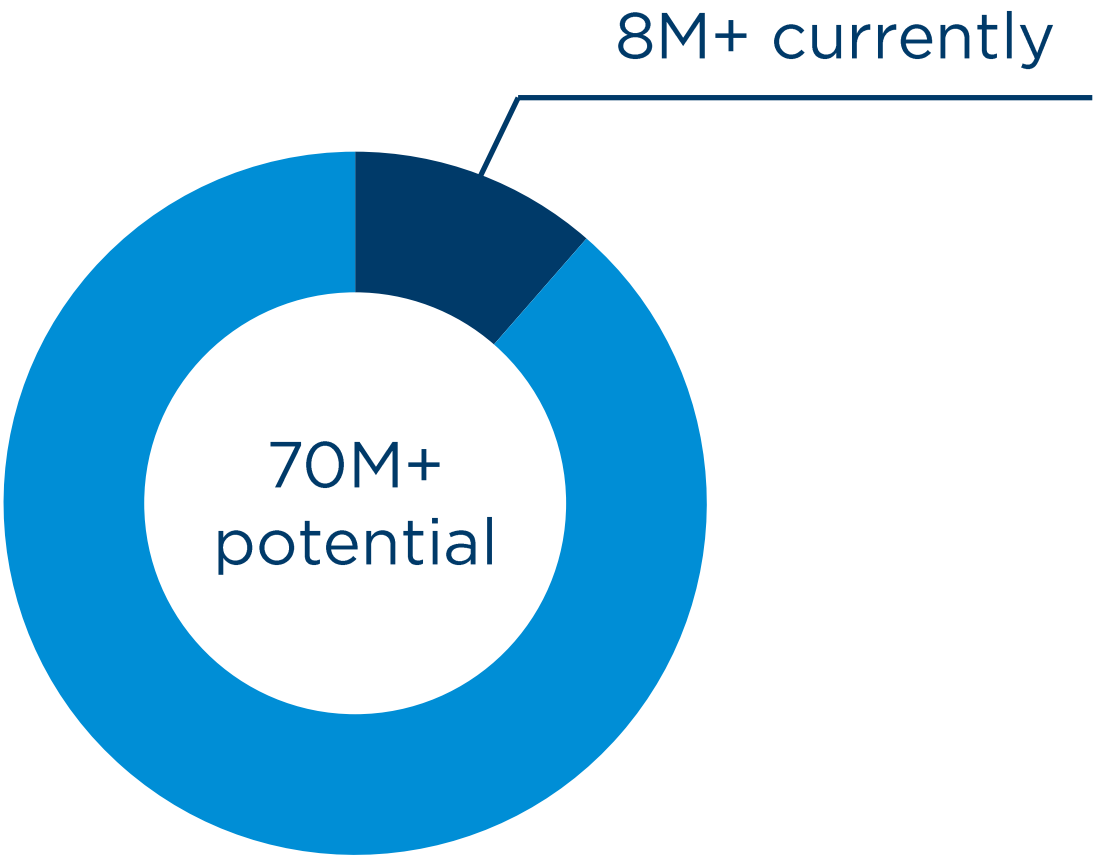




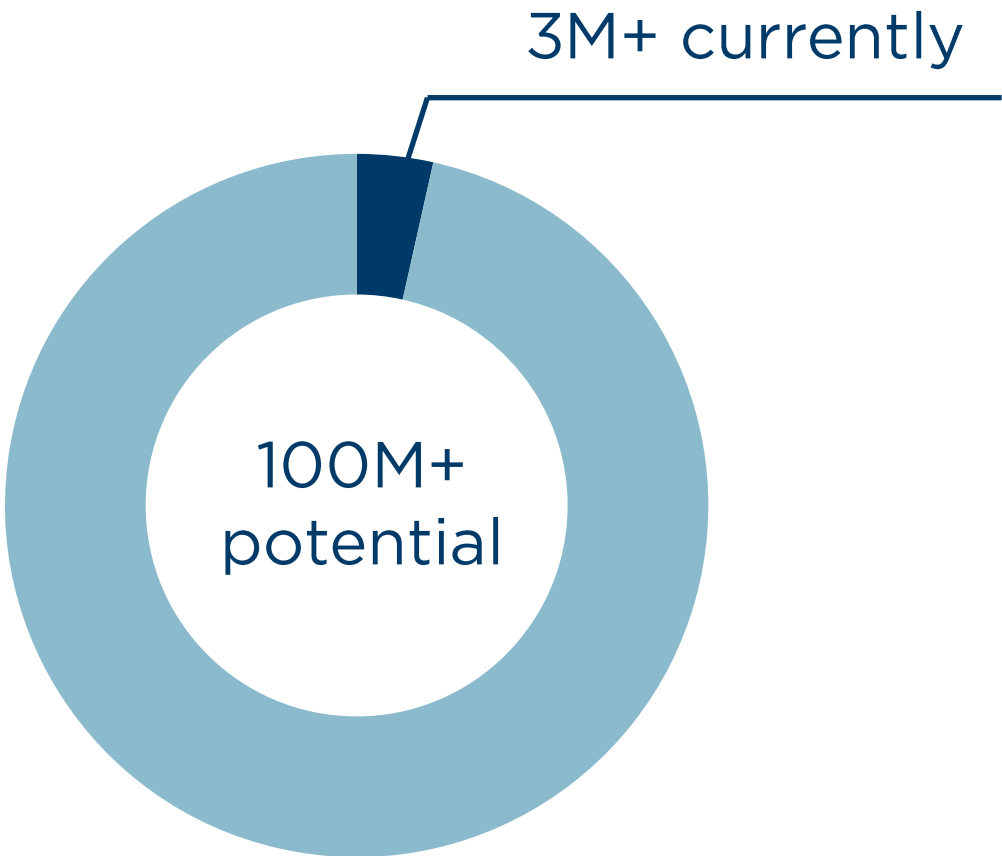


Growth opportunity

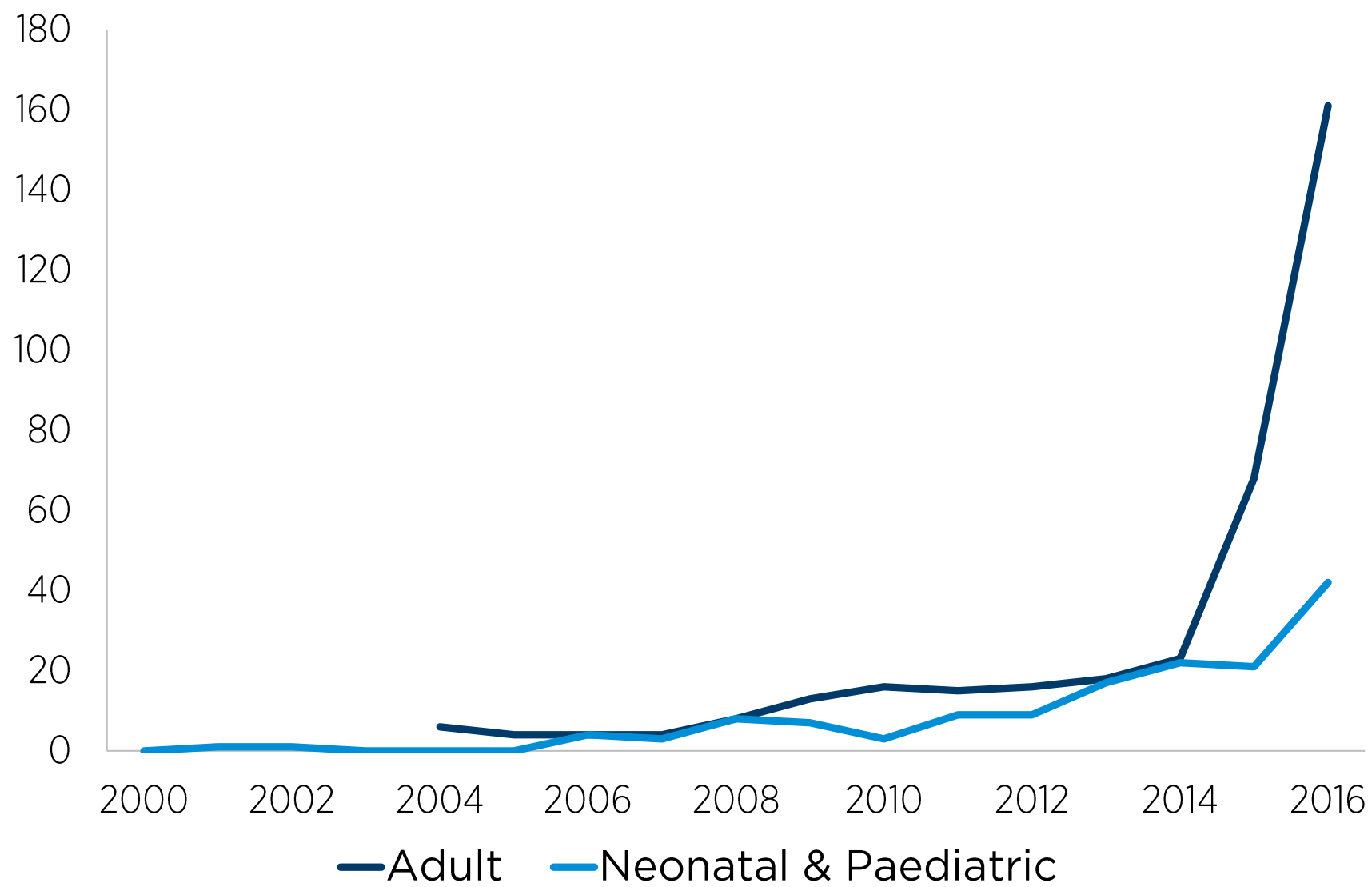
Hospital



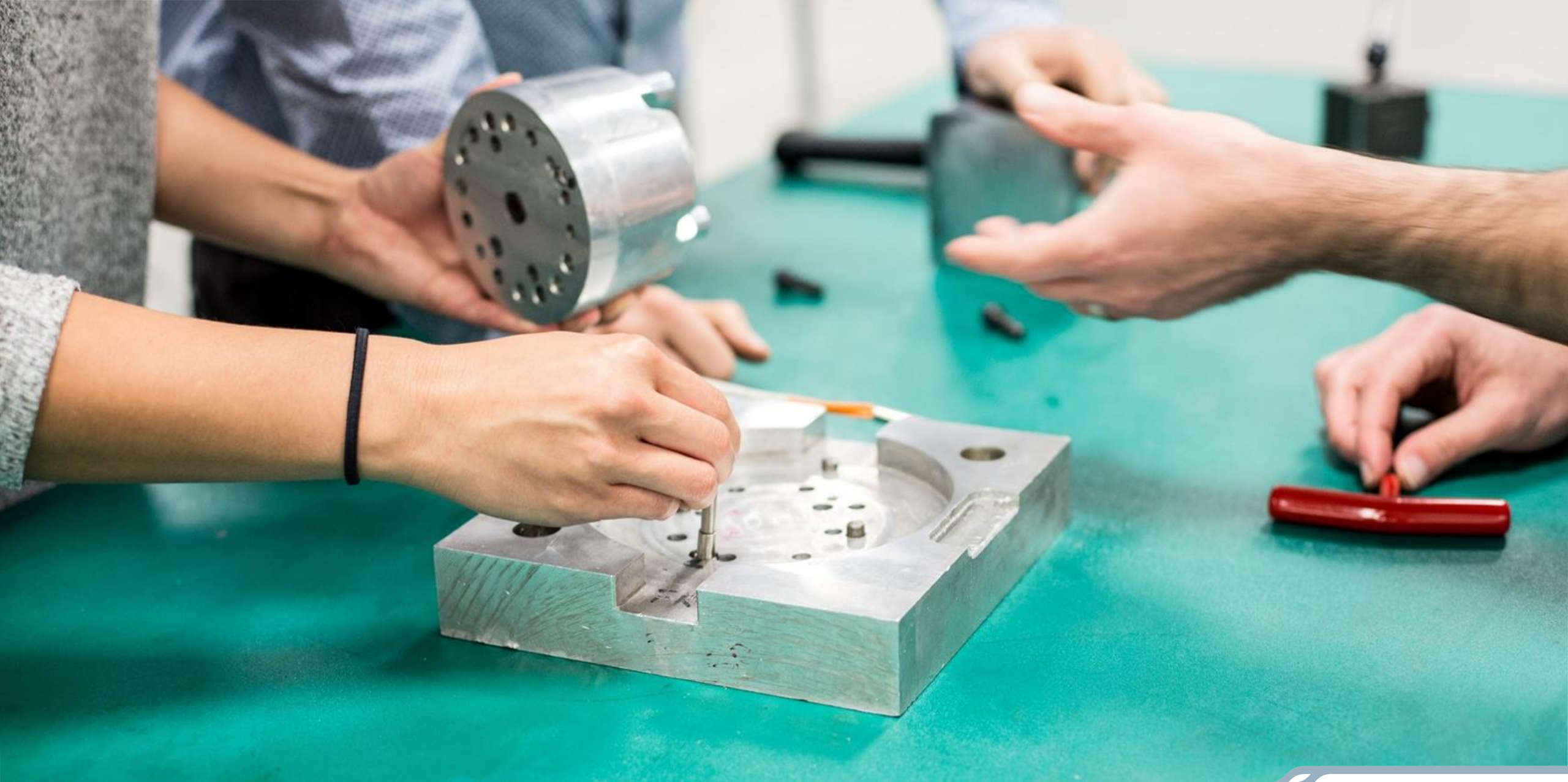
Homecare



Nasal High Flow clinical papers published annually











FY2018 Outlook

Full Year

Expect at NZD:USD exchange rate of ~0.725 for the balance of the year	
Operating Revenue	Approaching NZ\$1 billion
Net Profit after Tax	~NZ\$180 to \$190 million

First Half

Expect at current exchange rates	
Operating Revenue	~NZ\$460 million
Net Profit after Tax	~NZ\$80 million



Tony Carter, Chairman



Lindsay Gillanders



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.



Fisher & Paykel
HEALTHCARE

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?

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