

# Annual Shareholders' Meeting

## 28 August 2019

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# Tony Carter, Chairman

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# Your Board

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Tony Carter



Lewis Gradon



Michael Daniell



Pip Greenwood



Geraldine McBride



Neville Mitchell



Donal O'Dwyer



Scott St John

# Agenda

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- Chair's Address
- Board Subcommittee Updates
- Managing Director and Chief Executive Officer's Review
- Financial Statements
- Resolutions
- Voting
- General Questions

CELEBRATING



*A World of Care*

*1969-2019*

# FY2019 Financial Highlights

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Operating Revenue	\$1.07 <sub>B</sub>	↑ 9%
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Net Profit After Tax	\$209.2 <sub>M</sub>	↑ 10%
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Dividend	22.35 cents	↑ 9%
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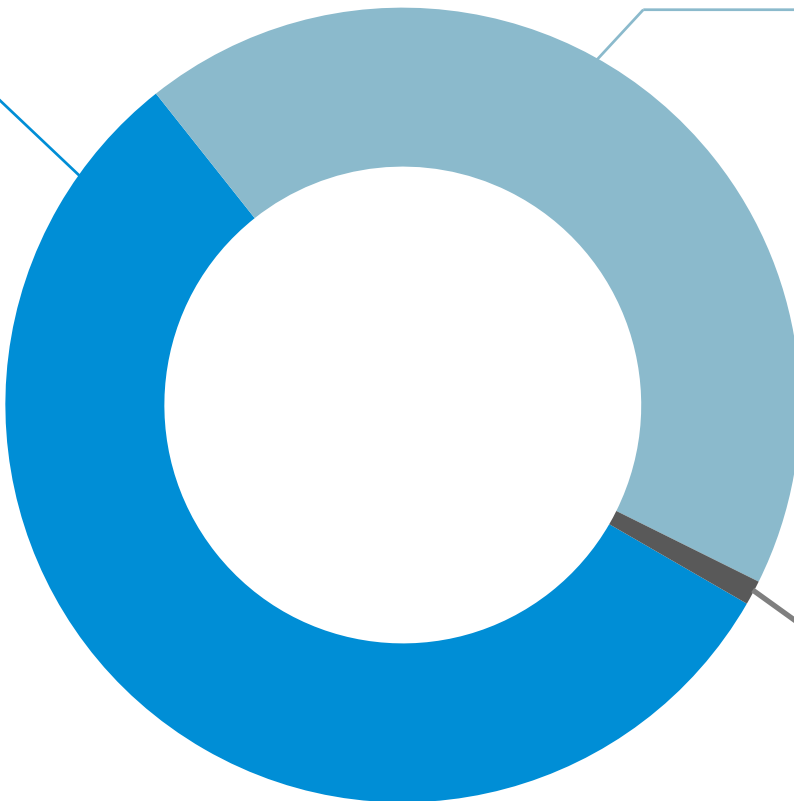
# FY2019 Revenue by Product Group

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Hospital

60%

OF OPERATING REVENUE



Homecare

39%

OF OPERATING REVENUE

Distributed & Other

1%

OF OPERATING REVENUE

# Hospital Product Group

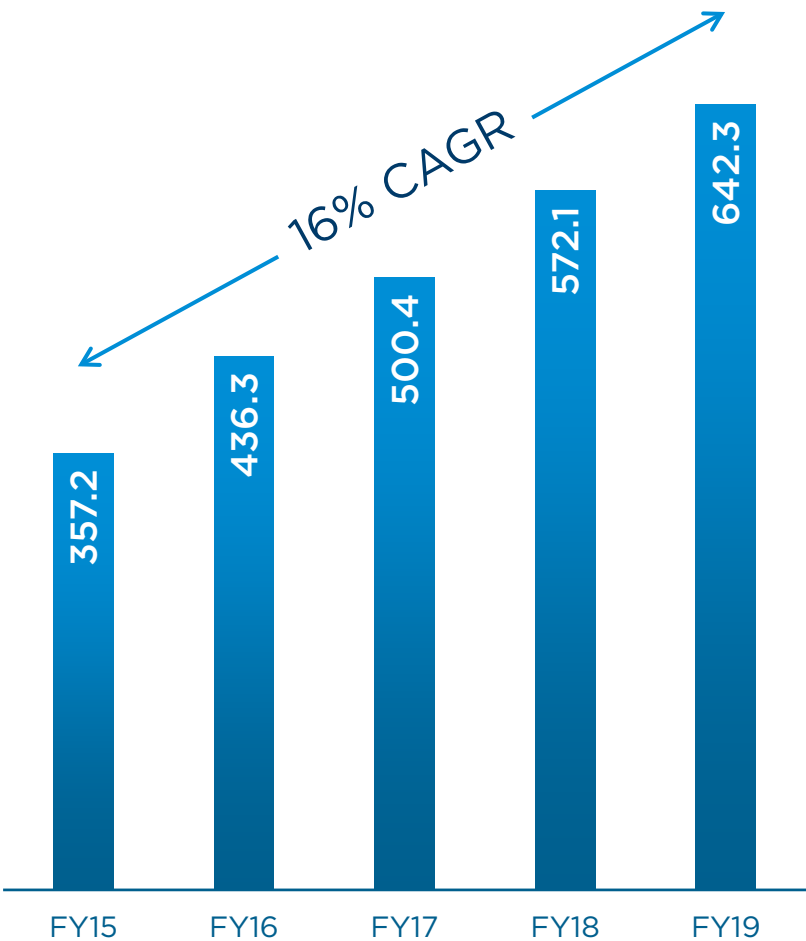
## FY19 Result

Revenue \$642M

## Revenue Growth

NZ\$ ↑12%

Constant Currency ↑11%





# Homecare Product Group

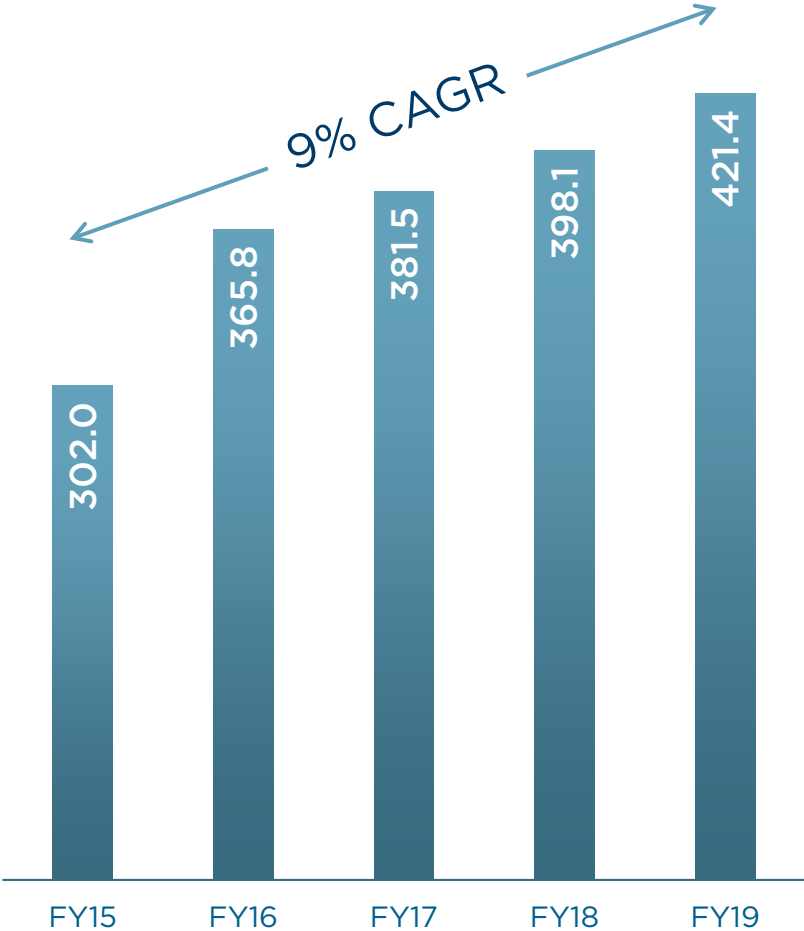
## FY19 Result

Revenue \$421M

## Revenue Growth

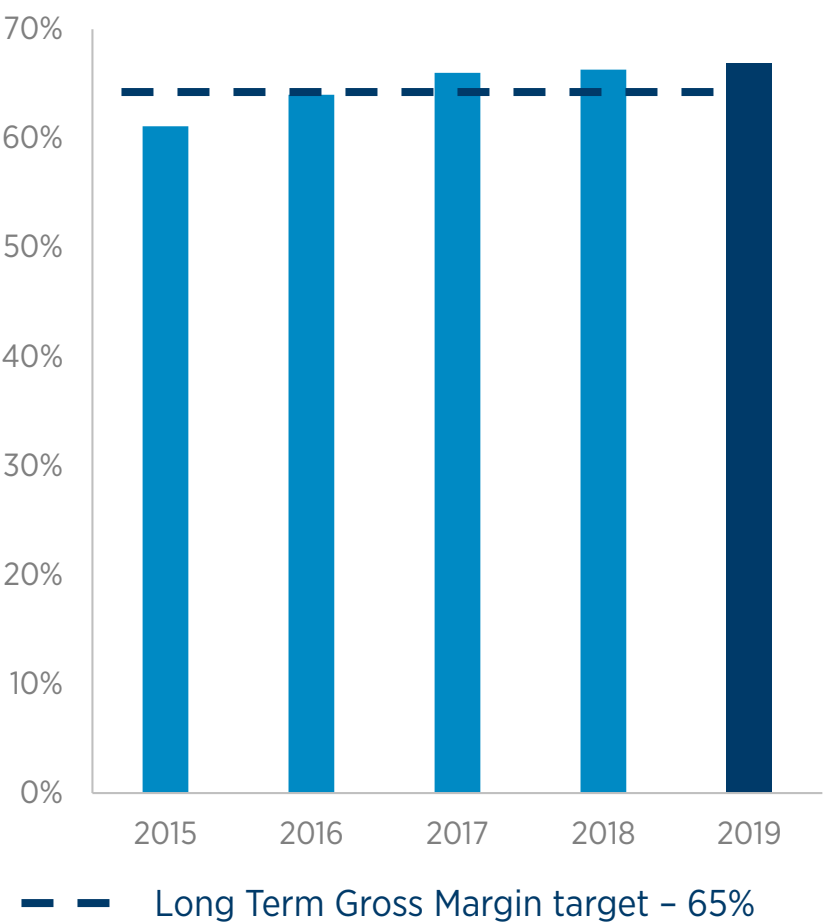
NZ\$ ↑ 6%

Constant Currency ↑ 4%

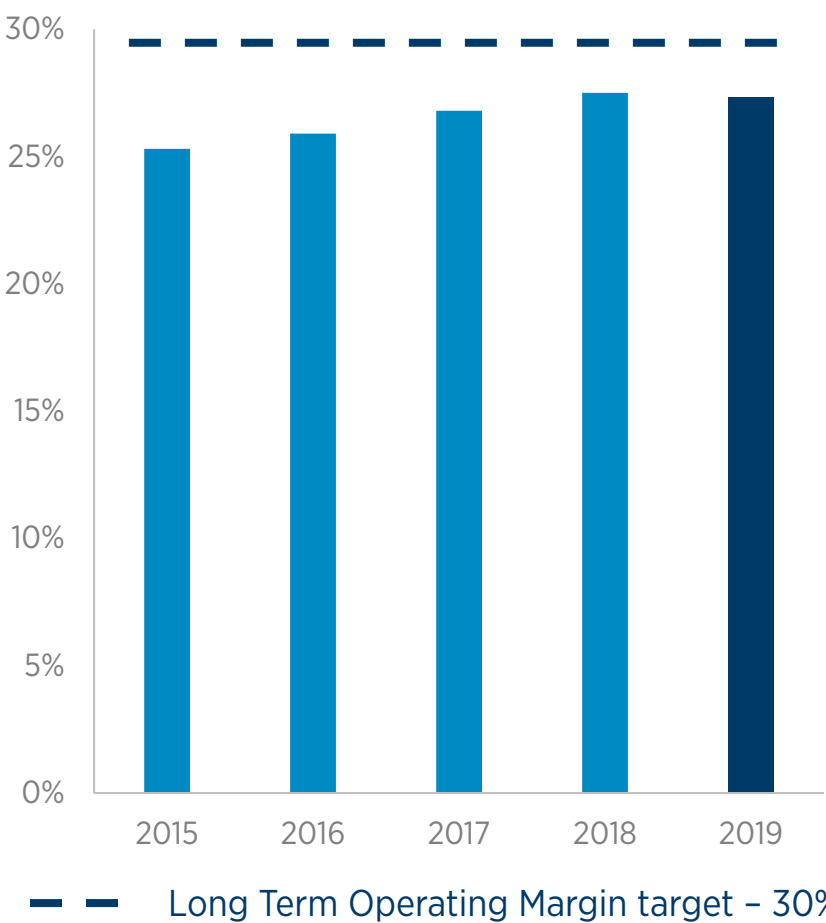


# Gross and Operating Margins

## Gross Margin



## Operating (EBIT) Margin











# Your Board

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Tony Carter



Lewis Gradon



Michael Daniell



Pip Greenwood



Geraldine McBride



Neville Mitchell



Donal O'Dwyer



Scott St John



# Scott St John

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Audit & Risk  
Committee Chair

# Pip Greenwood

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People &  
Remuneration  
Committee Chair

# Donal O'Dwyer

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Quality, Safety &  
Regulatory  
Committee Chair





# Lewis Gradon, Managing Director and CEO

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# FY2020 Outlook

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## Full Year

Expect NZD:USD exchange rate of ~0.64 for the balance of the year

Operating Revenue	Approximately \$1.17 billion
Net Profit after Tax	Approximately \$245 - \$255 million

## First Half

Expect at current exchange rates

Operating Revenue	Approximately \$560 million
Net Profit after Tax	Approximately \$120 million

# Fifty Years of Care

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1969 - Agee Jar Humidifier



2019 - F&P 950 Humidifier





# Lyndal York

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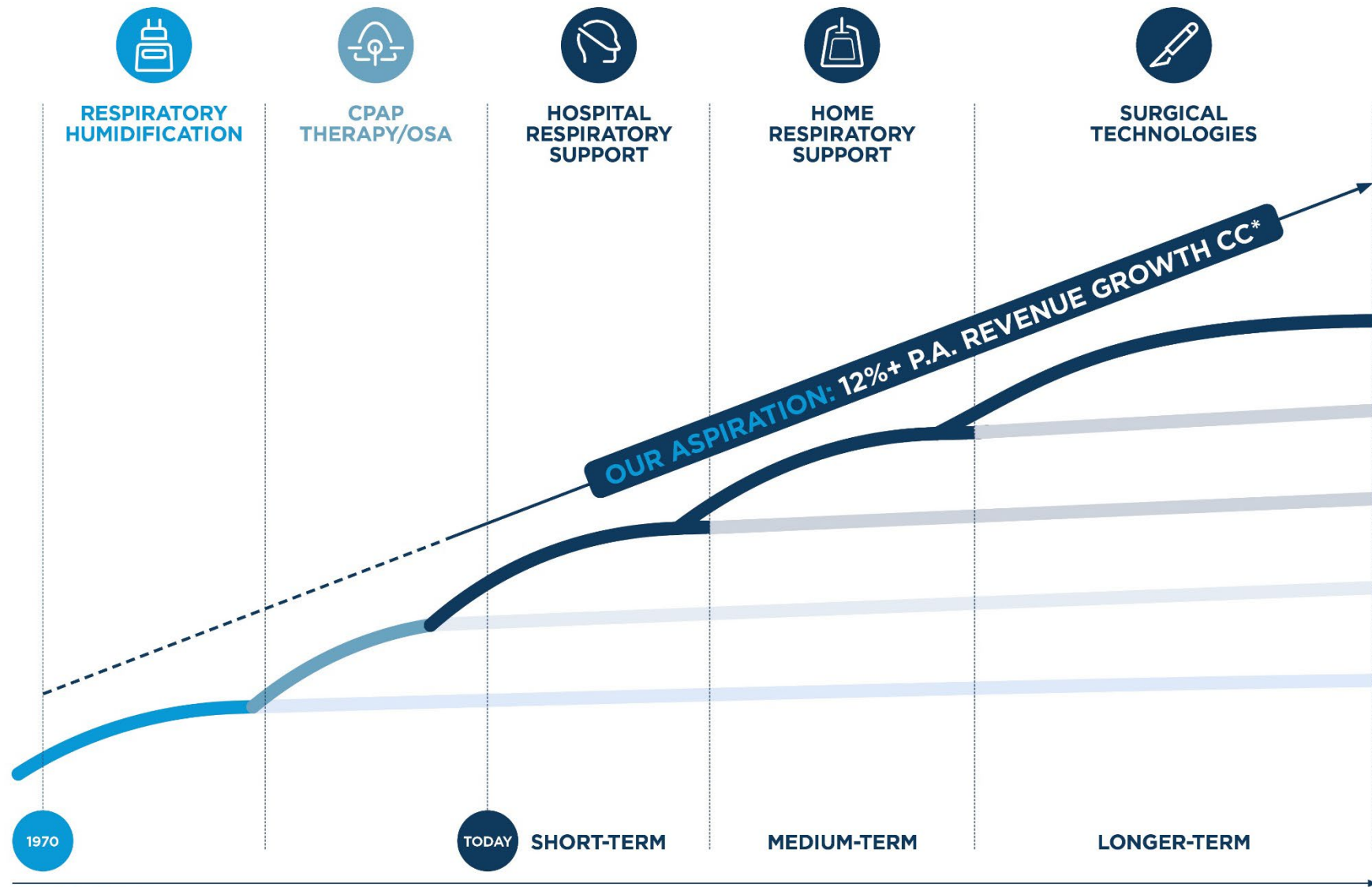
Chief Financial  
Officer







# Growth Strategy



**OUR ASPIRATION:**  
Sustainably  
**DOUBLING**  
our constant  
currency revenue  
every 5-6 years.

\*CONSTANT CURRENCY



# Lewis Gradon, Managing Director and CEO

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# Tony Carter, Chairman

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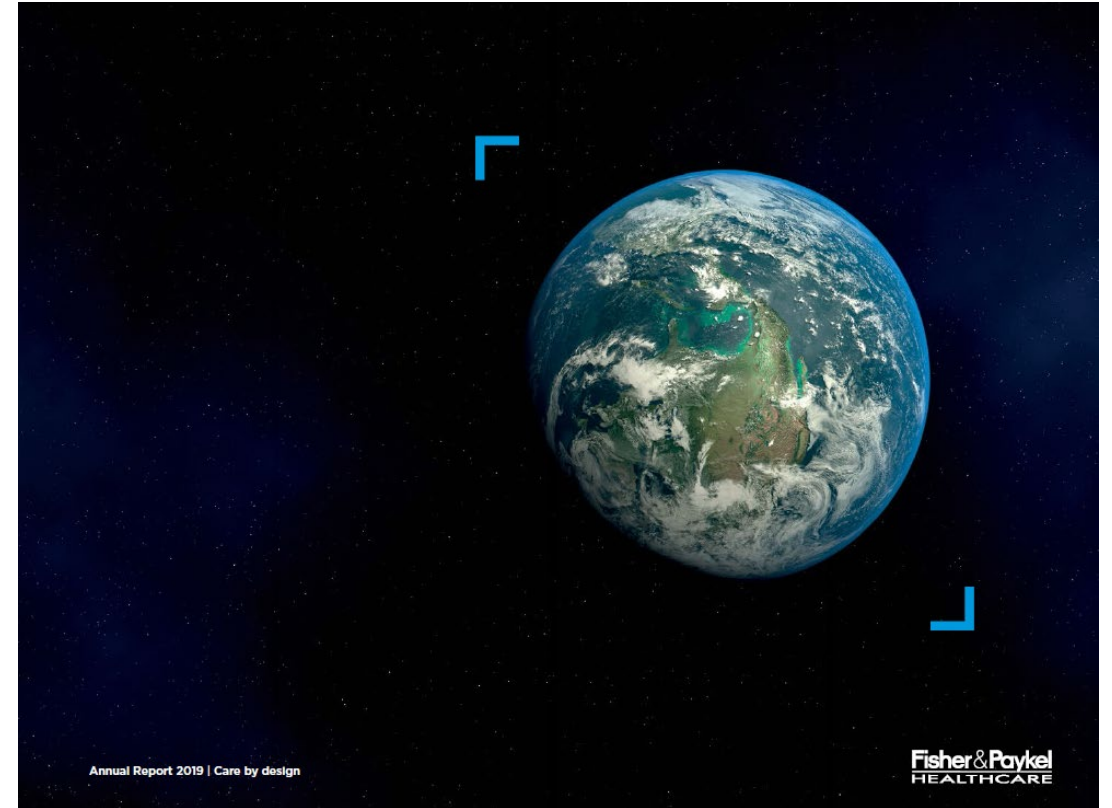




# Financial Statements

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- Opportunity for shareholders to ask any questions specifically on the financial statements, the auditor's report or the company's 2019 annual report.
- There will be an opportunity to ask any general questions once all items on the agenda have been considered.



# Resolutions

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1. Re-election of Lewis Gradon as Director
2. Re-election of Donal O'Dwyer as Director
3. Election of Neville Mitchell as Director
4. Auditor's Remuneration
5. Issue of Performance Share Rights
6. Issue of Options
7. Company Constitution

# Three Ways to Vote

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1. Use your voting card (in person)
2. Use your smartphone using the LINK App (in person)
3. Electronic voting form (online)



# Resolution 1: Re-election of Lewis Gradon

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That Lewis Gradon, 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 Donal O'Dwyer

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That Donal O'Dwyer, who retires by rotation and, being eligible, offers himself for re-election, be re-elected as a director of the Company.



# Resolution 3: Election of Neville Mitchell

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That Neville Mitchell, who being eligible, offers himself for election, be elected as a director of the Company.





# Resolution 4: Auditor's Remuneration

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That the Directors be authorised to fix the fees and expenses of PwC as the Company's auditor.

# Resolution 5: Issue of Performance Share Rights

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That approval be given for the issue of up to 60,000 performance share rights under the Fisher & Paykel Healthcare Performance Share Rights Plan to Lewis Gradon, Managing Director and Chief Executive Officer of the Company.

# Resolution 6: Issue of Options

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That approval be given for the issue of up to 190,000 options under the Fisher & Paykel Healthcare 2003 Share Option Plan to Lewis Gradon, Managing Director and Chief Executive Officer of the Company.



# Resolution 7: Company Constitution

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That the existing constitution of the Company is revoked, and the constitution presented at the meeting, and referred to in Explanatory Note 5 of the Notice of Meeting, is adopted as the Constitution of the Company.

# Voting

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- In respect of each resolution, please tick the “for”, “against” or “abstain” box.
- Once you have completed your voting, please hand your paper to a representative from Link Market Services.
- Please raise your hand if you require a pen.
- Results will be announced to NZX and ASX as soon as they are available.



# Questions?