

## News Release

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STOCK EXCHANGE LISTINGS: NEW ZEALAND (FPH), AUSTRALIA (FPH)

### **Fisher & Paykel Healthcare provides Investor Day presentation**

Auckland, New Zealand, 26 May 2022

Fisher & Paykel Healthcare Corporation Limited attaches a copy of its presentation to analysts and investors from the Investor Day held today at its Auckland campus.

There is no new material information contained within the presentation.

The presentation is also now available on the company's website at <http://www.fphcare.co.nz/investor/presentations>.

### **About Fisher & Paykel Healthcare**

Fisher & Paykel Healthcare is a leading designer, manufacturer and marketer of products and systems for use in acute and chronic respiratory care, surgery and the treatment of obstructive sleep apnea. The company's products are sold in over 120 countries worldwide. For more information about the company, visit our website [www.fphcare.com](http://www.fphcare.com).

### **Ends**

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FISHER & PAYKEL HEALTHCARE  
INVESTOR DAY 2022

# Relentless

► ● HEALTHCARE INNOVATION ► ►

# Fisher & Paykel Healthcare Investor Day 2022

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## Agenda

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10:00am	Welcome	Andy Niccol & Vandna Patel	General Manager - Respiratory Humidification & Product Development Engineer
10:05am	Our Aspiration	Lewis Gradon & Lyndal York	Managing Director / CEO & CFO
10:25am	Better Products: an R&D overview	Andrew Somervell	Vice president - Products & Technology
11:00am	<b>Breakout sessions</b> Airvo 3 Optiflow - Trace & Switch	Chris Crone & Sam Frame Winston Fong	General Manager & Marketing Manager – Airvo Group Vice president - Surgical Technologies
12:00pm	Lunch Break / Site tour & Product expo		
1:00pm	<b>Breakout Sessions</b> Airvo 3 Optiflow - Trace & Switch	Chris Crone & Sam Frame Winston Fong	General Manager & Marketing Manager – Airvo Group Vice president - Surgical Technologies
2:00pm	Q&A	All presenters	
2:30pm	Thank you / Close		

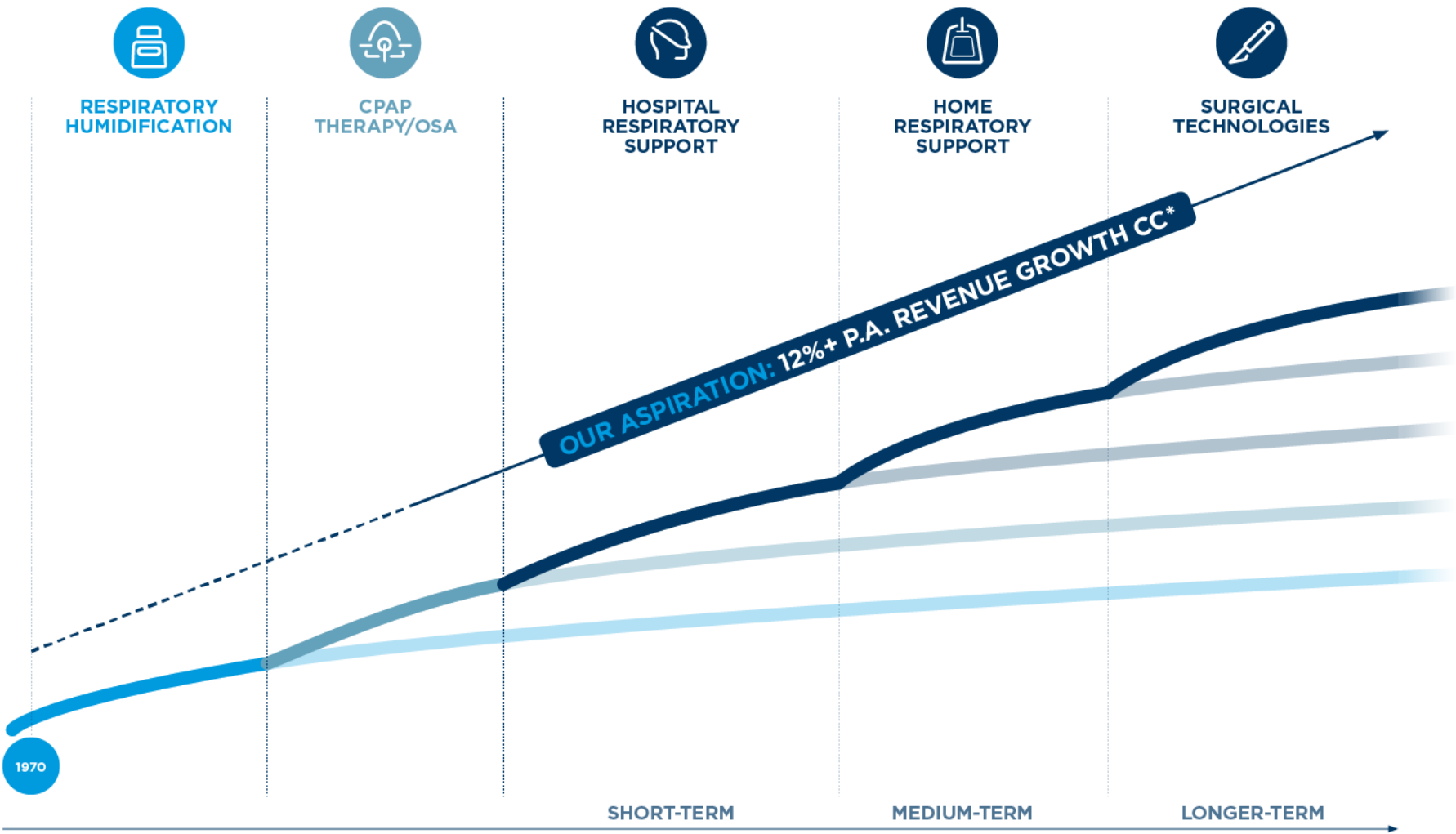
# Our aspiration

Lewis Gradon – Managing Director / CEO

Lyndal York – CFO

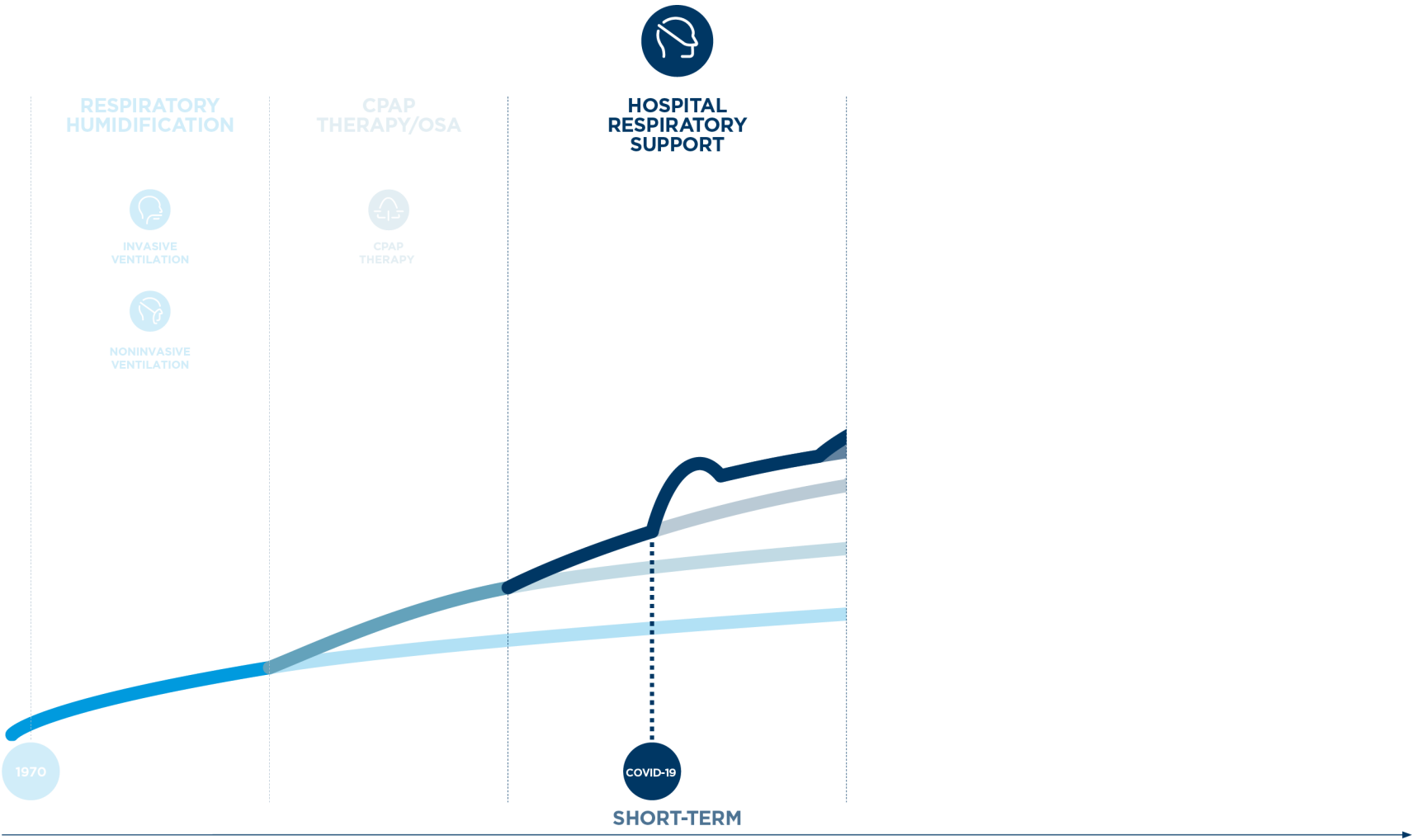
► ● LOOKING FORWARD ►

# Our aspiration – prior to COVID-19



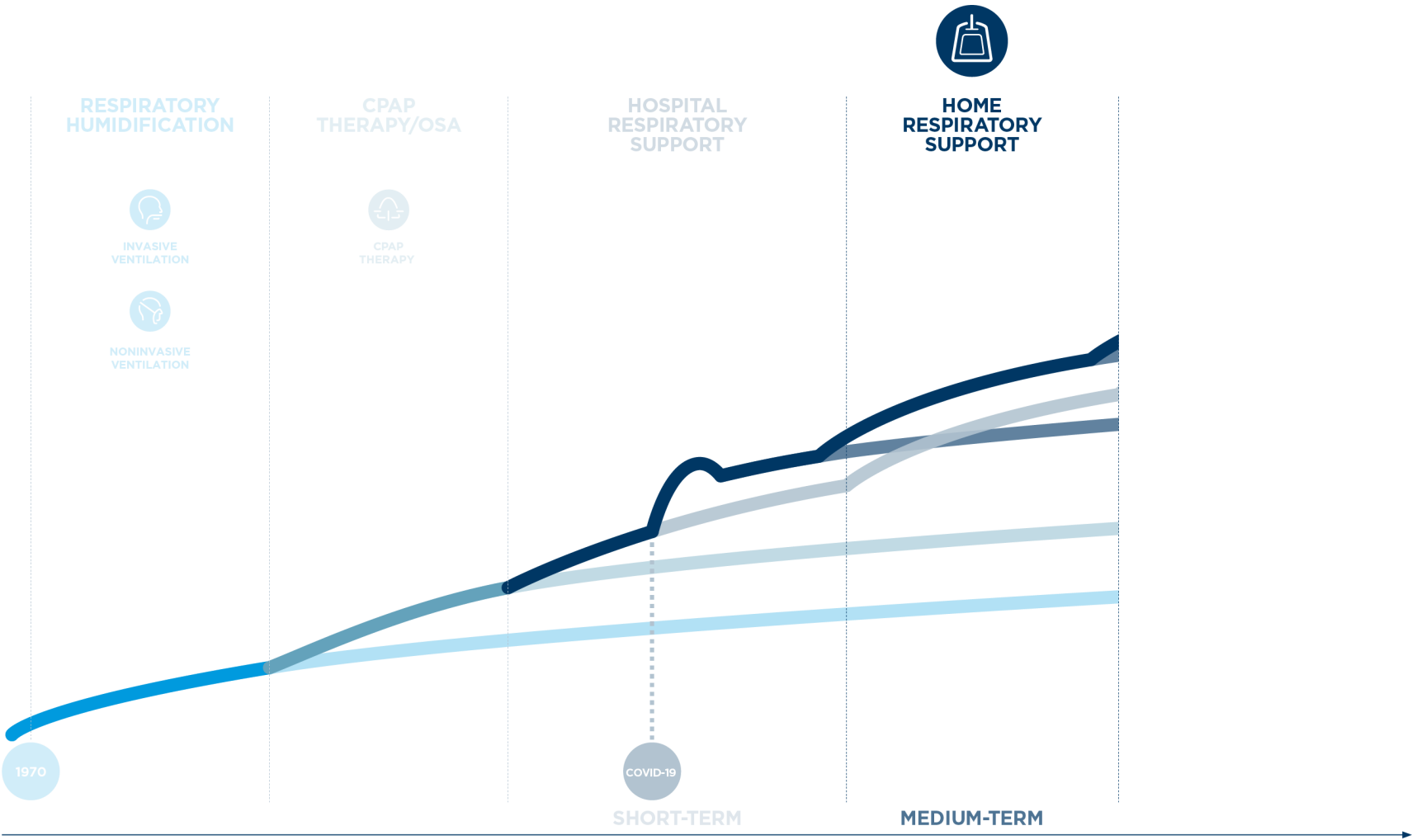
**OUR ASPIRATION:**  
**Sustainably**  
**DOUBLING**  
our constant  
currency revenue  
every 5-6 years.

# Our aspiration - now



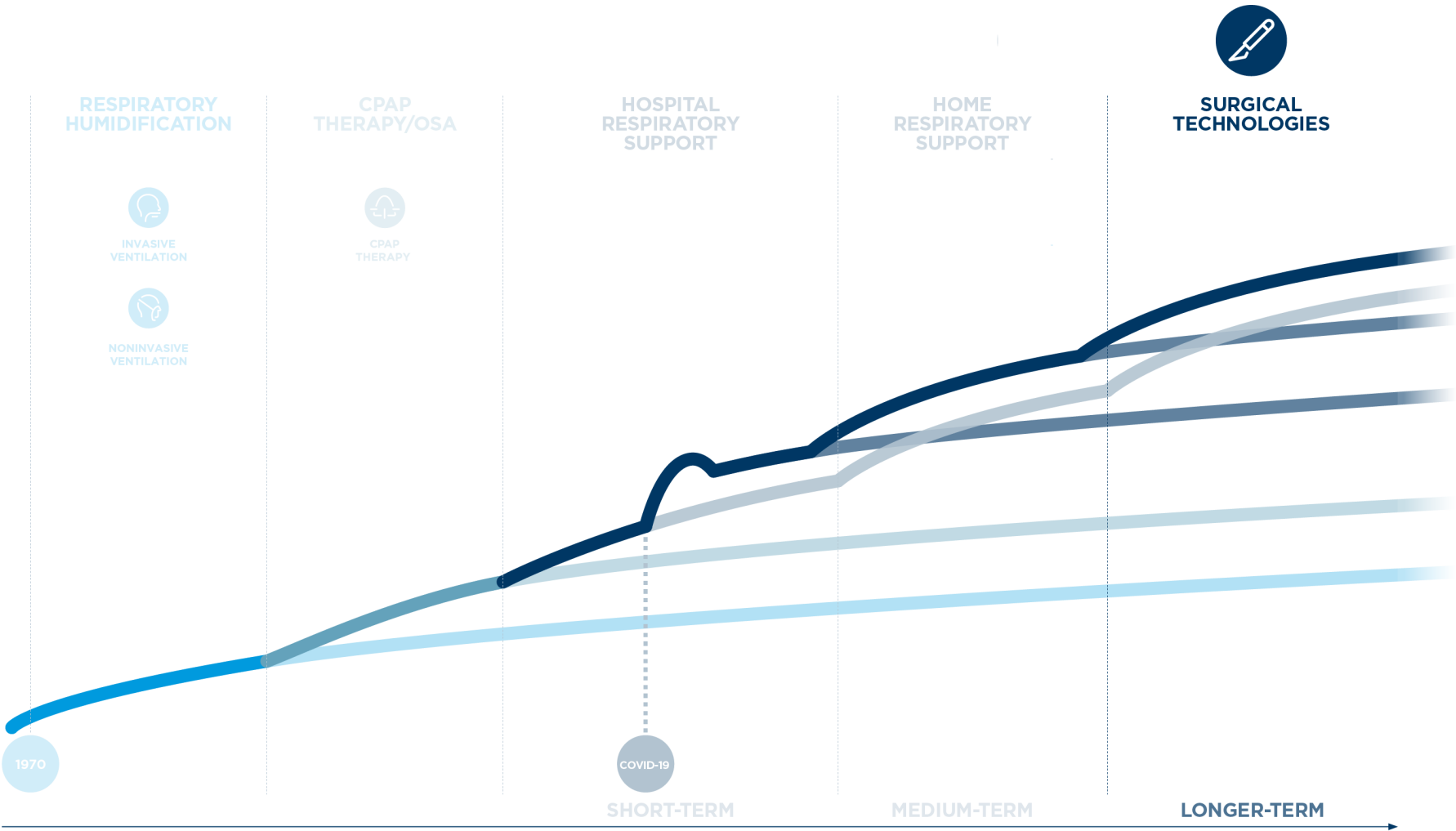
The image above is an illustration of the company's long-term growth aspirations. It is not a graph and should not be interpreted as being indicative of levels of revenue or profitability in the short term.

# Our aspiration - now



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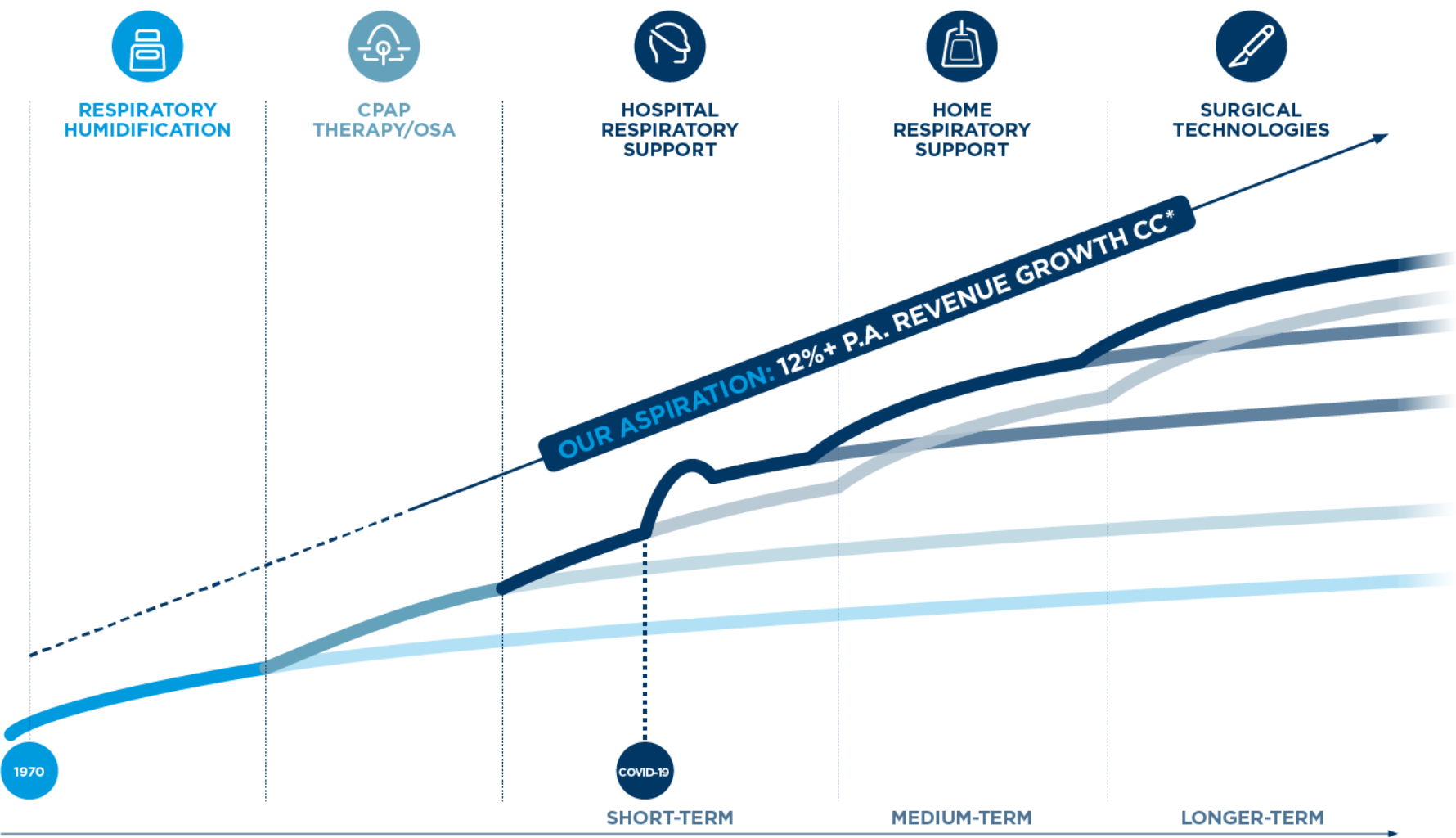
# Our aspiration - now



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# Our aspiration - now



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

COVID-19 has accelerated placement of hospital hardware and given us the opportunity to advance our longer-term plans.

The image above is an illustration of the company's long-term growth aspirations. It is not a graph and should not be interpreted as being indicative of levels of revenue or profitability in the short term.

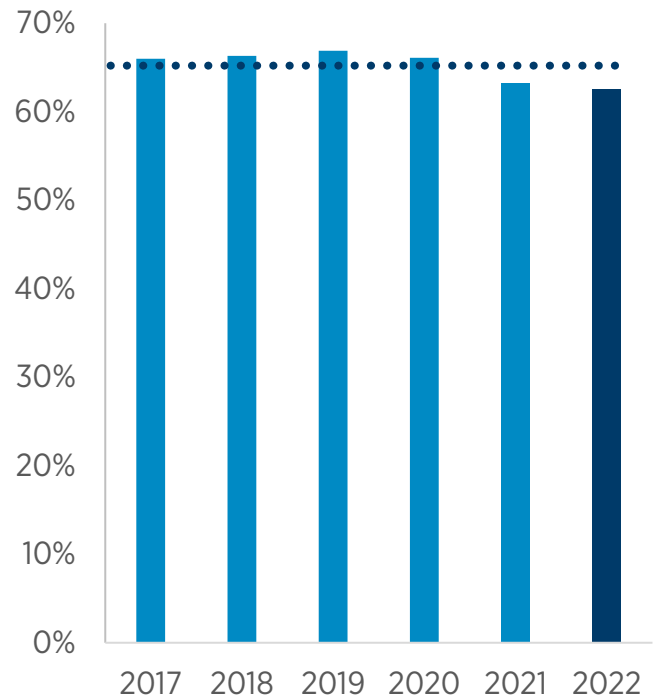
# Long term margin targets

- Long term gross margin and operating margin targets remain unchanged
- Freight rates expected to remain elevated in the near term

Accelerated investment in:

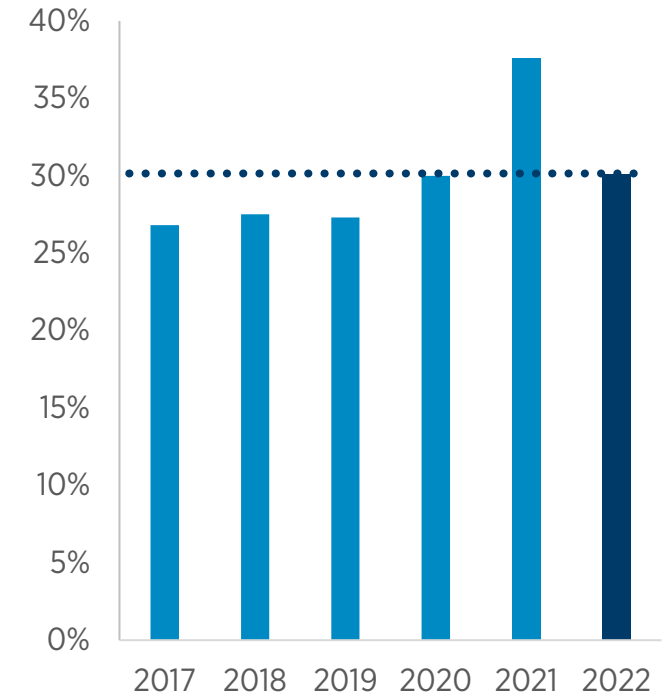
- R&D – Surgical technologies, Home respiratory support
- Anesthesia sales team

GROSS MARGIN



..... Long Term Gross Margin target

OPERATING (EBIT) MARGIN



..... Long Term Operating Margin target

# Expansion of R&D and manufacturing facilities

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~\$700m capital expenditure over about five years. This includes:

## New Zealand

- Completion of building 5
- Acquisition of second R&D and manufacturing campus in New Zealand

## Tijuana, Mexico

- Completion of a third manufacturing facility in Mexico

## Future manufacturing

- Additional manufacturing location outside of New Zealand and Mexico



NZ 5 – Ground works progressing well on the fifth R&D and manufacturing facility in Auckland, New Zealand.



A photograph of three people in a workshop or laboratory setting. On the left, a man with a beard in a dark polo shirt is looking towards the center. In the center, a man in a light-colored button-down shirt is holding a small, clear, curved object and gesturing with his hands. On the right, a woman with blonde hair in a ponytail, wearing glasses and a white t-shirt, is also looking towards the center and holding a small object. They are standing behind a workbench with various tools, including red-handled screwdrivers and a blue vise. In the background, there is a computer monitor and other equipment. The text 'Better Products: An R&D Overview' is overlaid on the left side of the image.

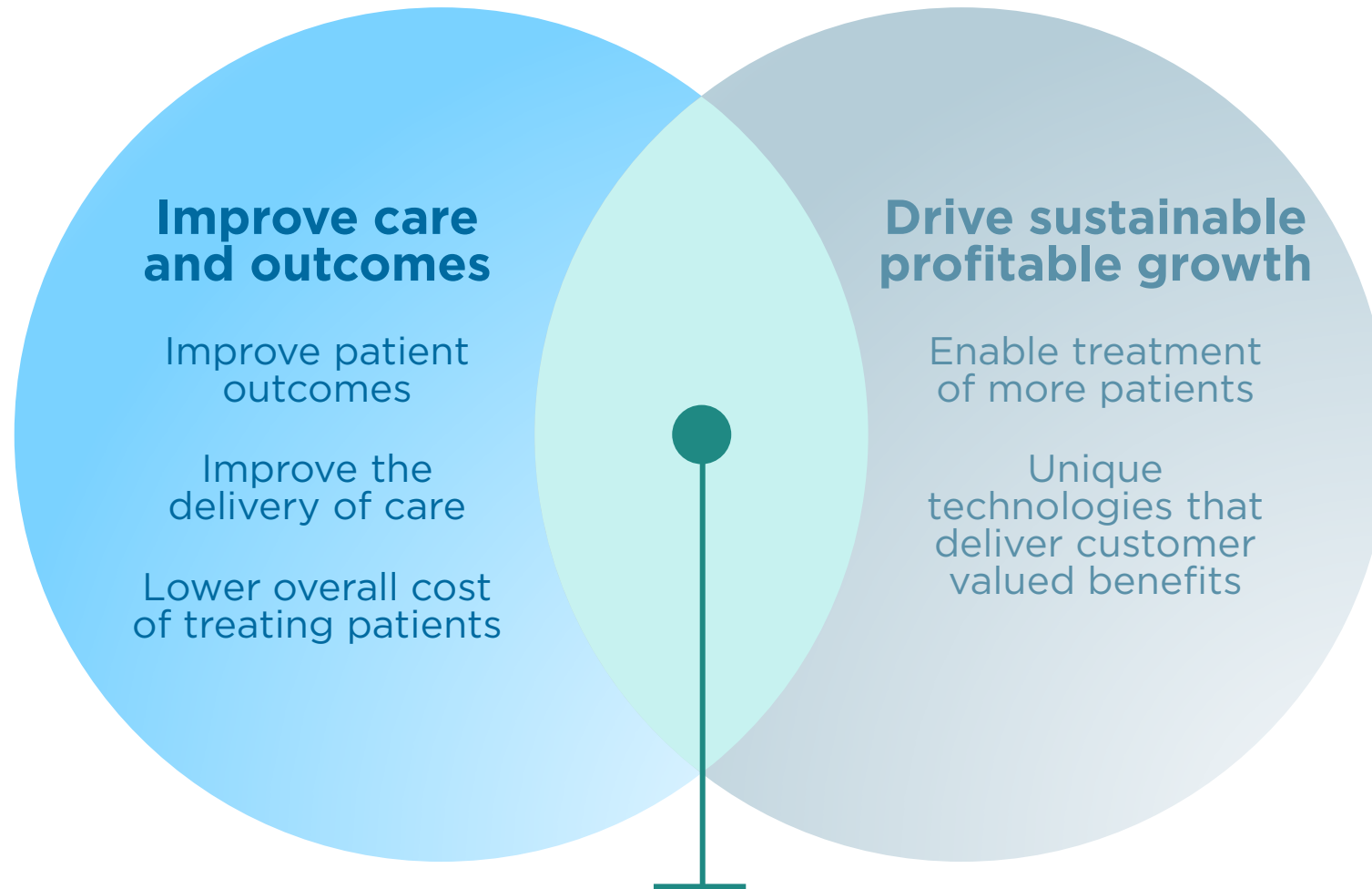
# Better Products: An R&D Overview

Andrew Somervell – Vice President  
Products and Technology

# Better Products: Enabling Clinical Practice Change

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Products that:



Requires: New insights, original thoughts,  
finding unarticulated need

# A Patient Focused Culture

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- Underlying philosophy of doing what is best for patients
  - Aligns with long-term needs of all caregivers
- Patient care is complex. Complexity provides opportunity
- Deep, broad understanding of patient care leads to new insights and solutions
- Patient focused, multi-disciplinary product teams



# Patient Focused Teams: In-depth Knowledge





# Enabling our Product Teams

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- Our people: attracting and growing top talent
- First-hand access to user environments
- Engaging world-leading expertise
- Leading prototyping and testing facilities
- Co-locating R&D and manufacturing





A man with dark hair and a beard is lying in a hospital bed, wearing a light blue hospital gown. He is using a nasal cannula connected to a ventilator. The ventilator is a white and blue device with a digital display and various tubes. A nurse in a grey uniform is standing next to the bed, looking at the patient. In the background, another patient is lying in a bed, also using a ventilator. The setting is a hospital room with large windows.

# Airvo 3

Chris Crone – General Manager  
Sam Frame – Marketing Manager

# Airvo 3

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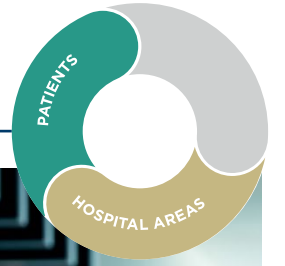
Designed to facilitate treatment:

- of more patients
- in more hospital areas
- by more types of clinicians





# Integrated battery



Current challenge:

- Nasal high flow requires a continuous power supply
- Continuity of therapy is key

Airvo 3 facilitates:

- Transfer for diagnostics
- Earlier initiation, e.g. prior to admission



# Standardised tube kits and interfaces

Current challenge:

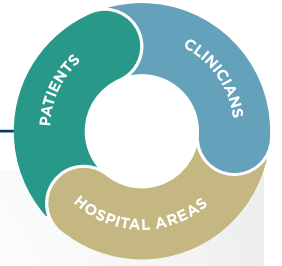
- Storage and training burden for new equipment
- Treating a wider range of patients

Airvo 3 facilitates:

- A lower barrier to fleet expansion
- Treatment of new patients requiring smaller interfaces

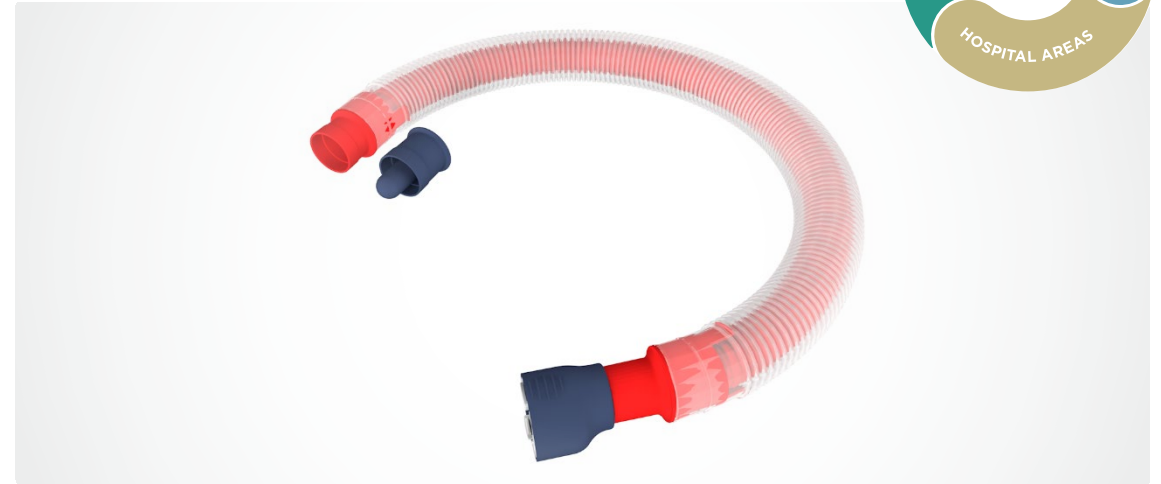


# Option for faster reprocessing



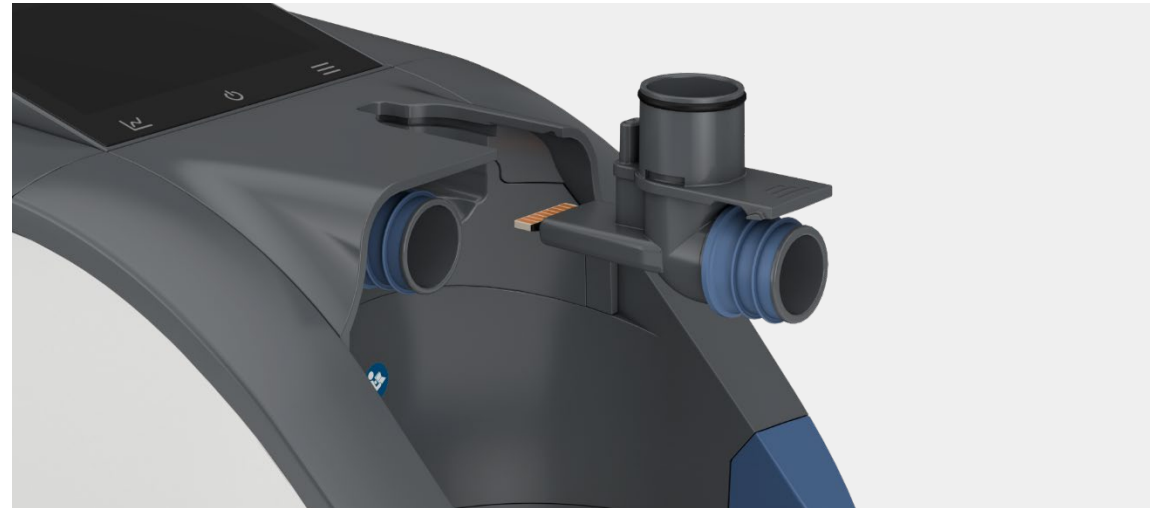
Current challenge:

- Downtime of equipment
- Differing preference of reprocessing



Airvo 3 facilitates:

- Greater time treating patients
- Flexible options for reprocessing



# Clinical user menu and settings



Current challenge:

- Distance between decision makers and patients
- Adherence to hospital protocols

Airvo 3 facilitates:

- Personalised clinical parameters
- Alignment between default settings and protocols



# OptiO<sub>2</sub> - closed loop oxygen control

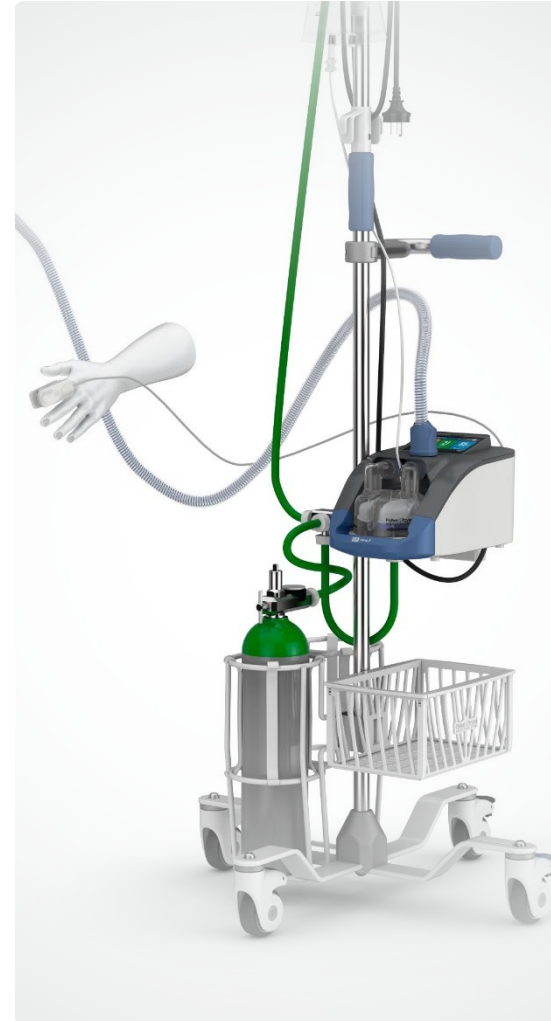


Current challenge:

- Oxygen can be under or over delivered
- Difficult to keep patients within their target range

Airvo 3 facilitates:

- Use in areas where control matters most
- A patient-specific approach







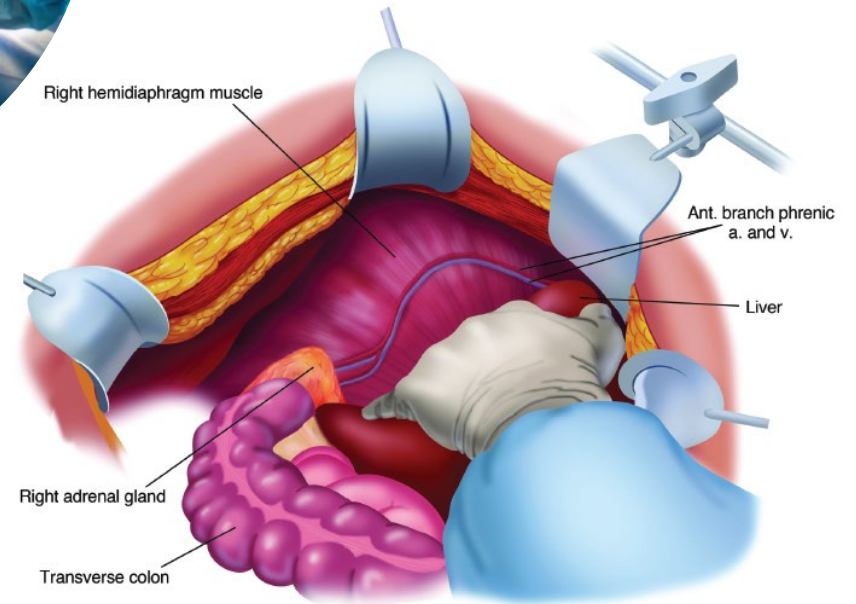
# Surgical Humidification Open Abdominal Surgery

Winston Fong - Vice President  
Surgical Technologies



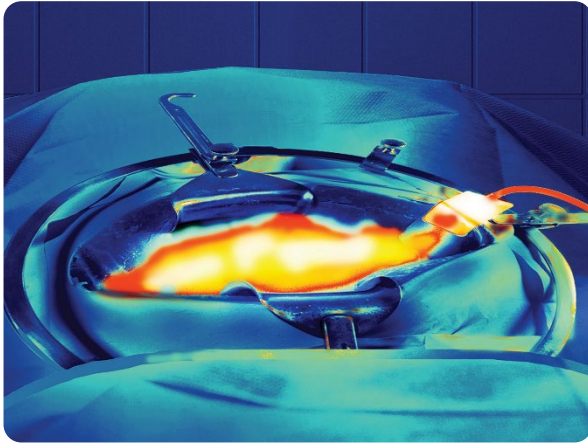
# Intro – Laparotomy

- Patient and open surgical site is exposed to ambient air during laparotomy surgery
- Very different to natural physiological state (warm and wet)
- Causes evaporation which results in loss of heat and moisture from patient

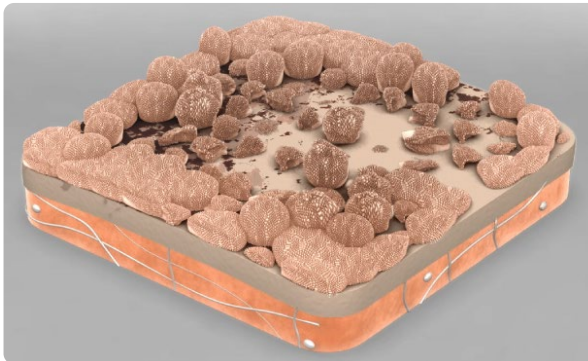


# Clinical problems

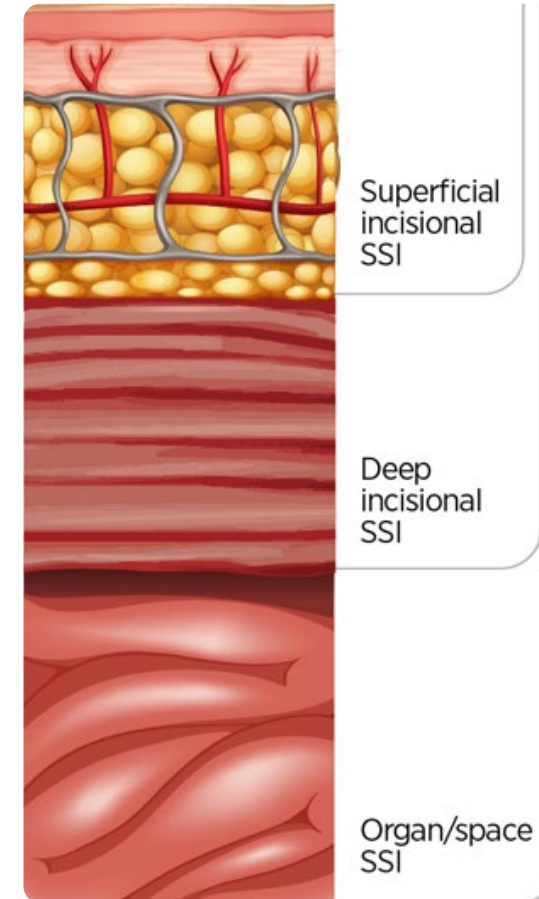
## Hypothermia



Tissue / Cell damage



## Surgical site infection



# SI400 flow visualisation

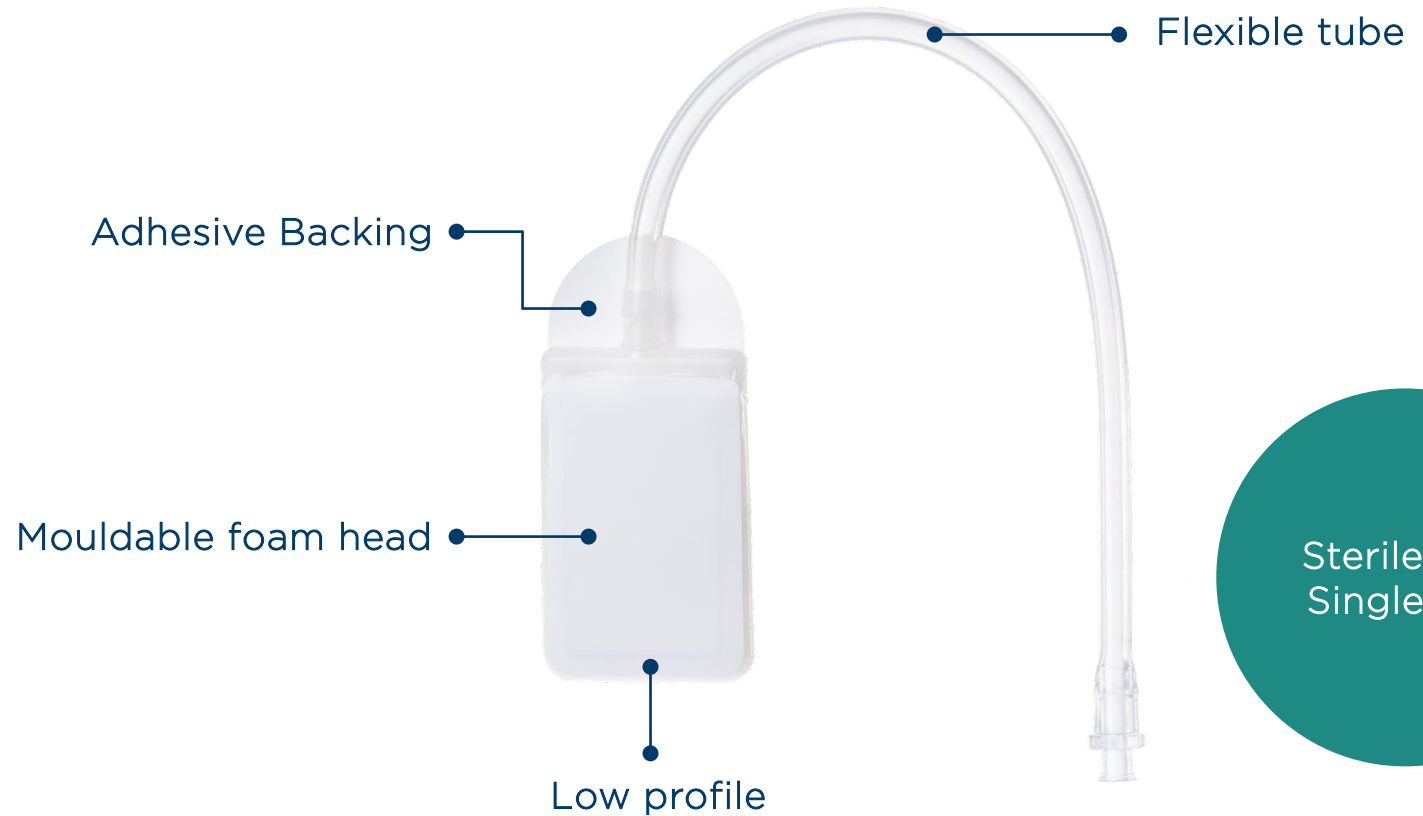
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# Product

## SI400 Humidified Gas Diffuser

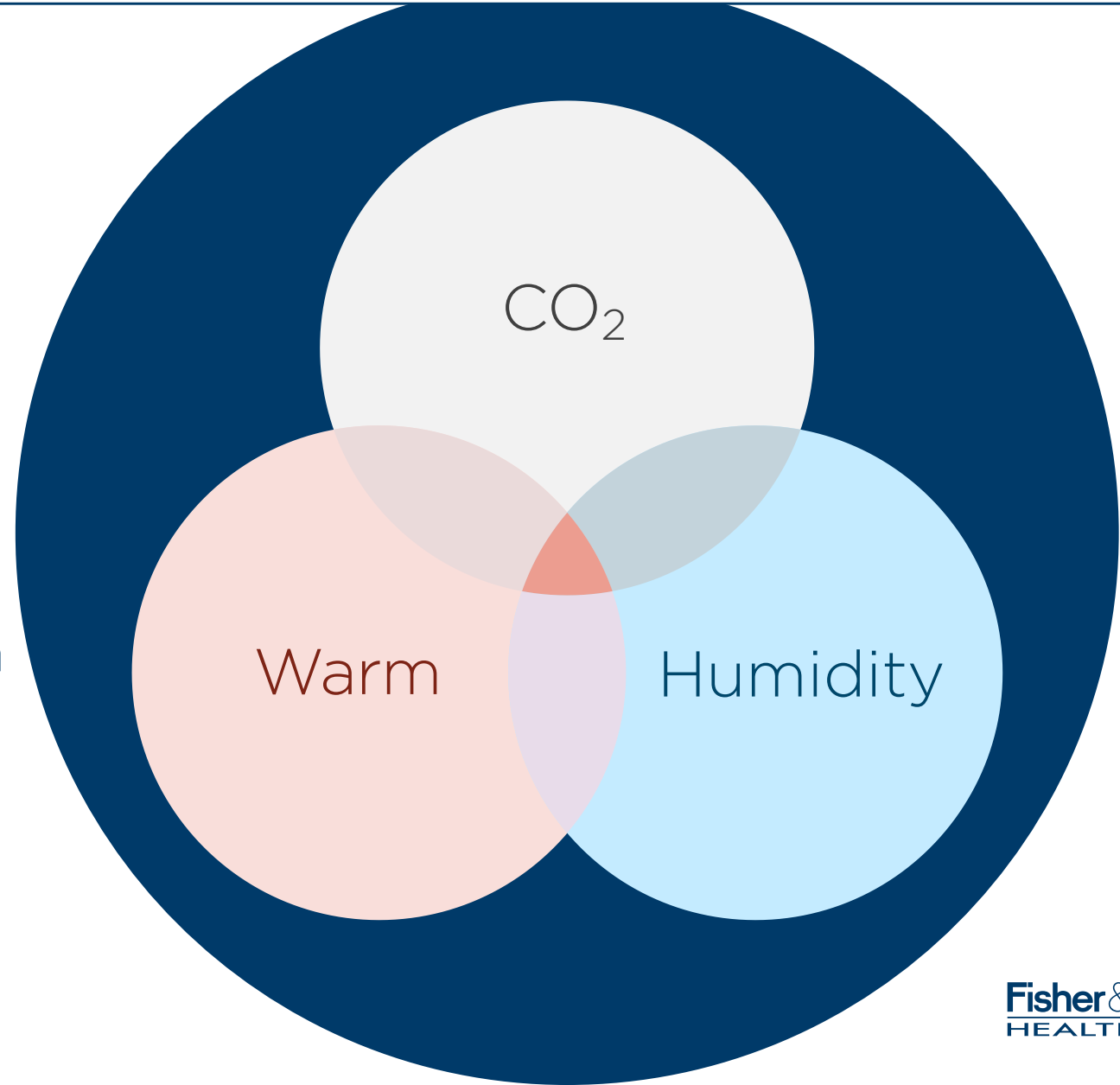


Sterile and  
Single use

# How could warm, humidified CO<sub>2</sub> benefit the patient?

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- Improves temperature
- Provides humidity
- Reduces risk of SSI
- Improves local wound temperature
- Increases tissue oxygenation and perfusion
- Reduces morphological mesothelial damage



A close-up photograph of a patient lying in a hospital bed. The patient is wearing a blue facial strap and has a clear endotracheal tube inserted into their mouth. The background is a blurred clinical setting with blue and white fabrics.

# Optiflow Anesthesia

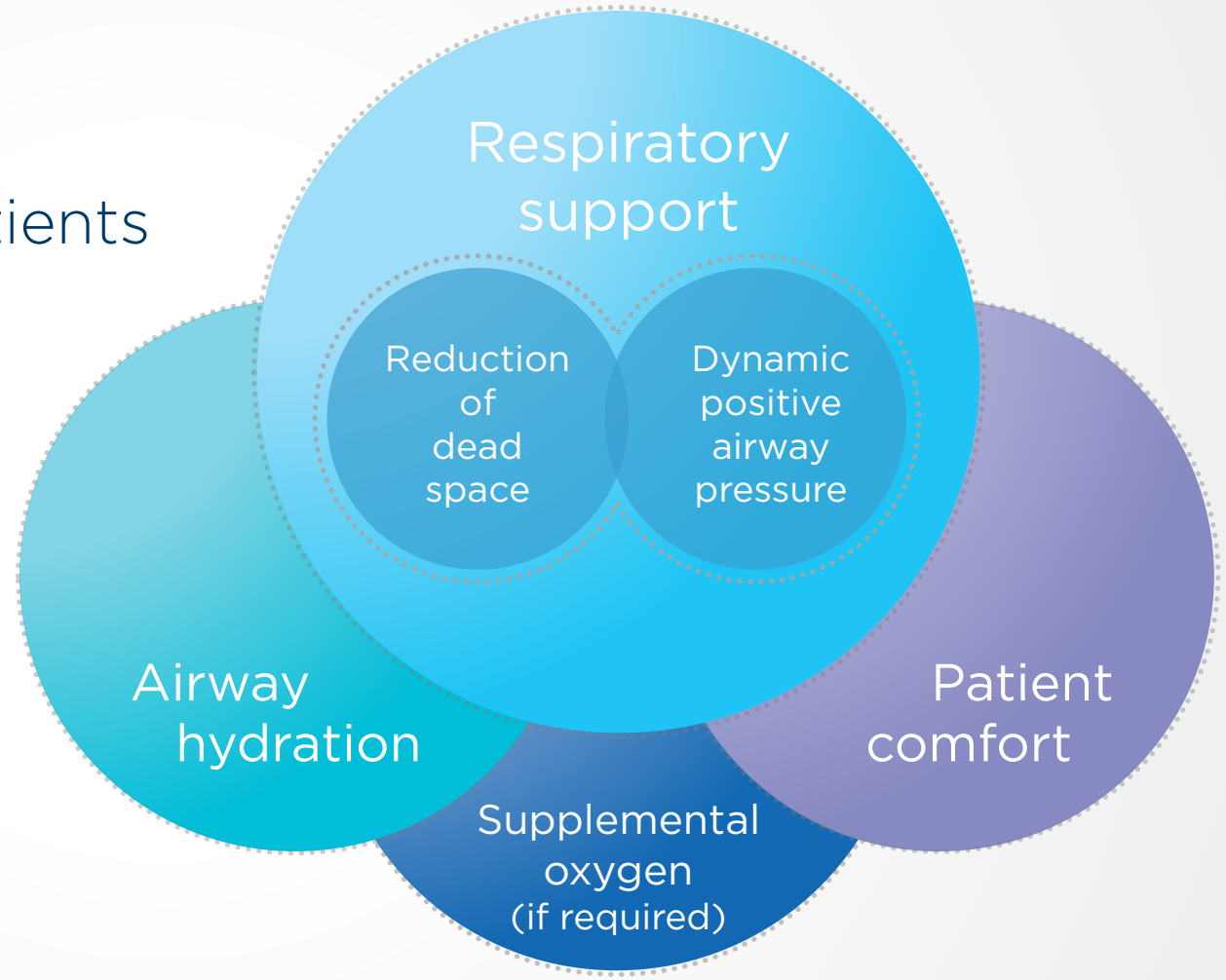
Winston Fong - Vice President  
Surgical Technologies

# Optiflow nasal high flow therapy

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## Mechanisms of action

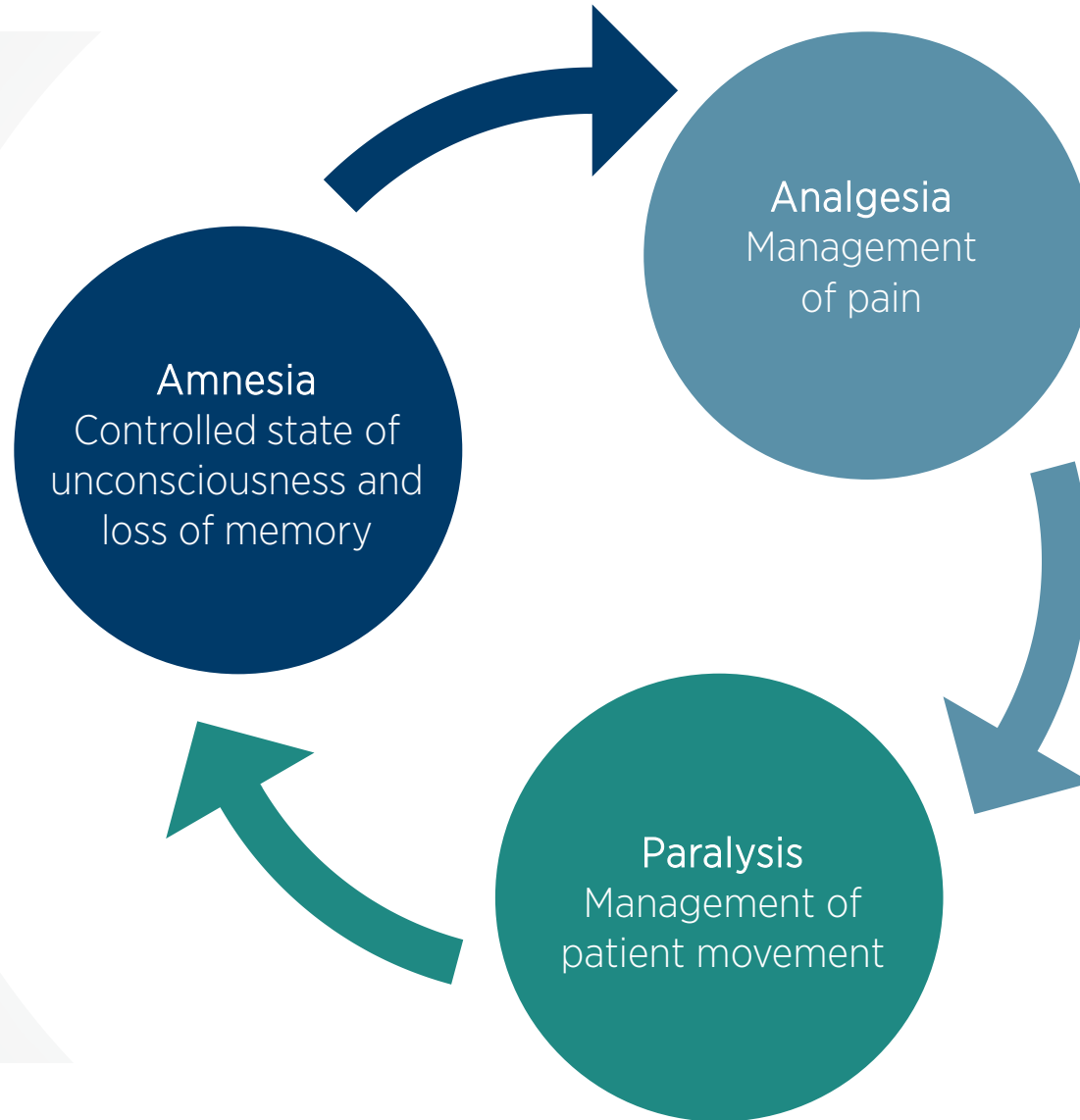
Spontaneously breathing patients with or at risk of respiratory compromise





# What is anesthesia?

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# General Anesthesia – Clinical complications

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- Anesthetic agents
  - Neuro muscular blockade → apnoeic
  - Loss of muscle tone, airway collapse, atelectasis
- Complications include
  - Airway damage causing: swelling → airway closure
  - Intubation failure
  - Desaturation causing anesthetic morbidity and mortality



# Sedation – Clinical complications

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- Anesthetic agents
  - Represses breathing
  - Causes atelectasis
- Complications include
  - Desaturation: 26-85% of GI Endoscopy cases desaturate<sup>1</sup>
  - Disrupts procedure
  - Surgery delays
  - Patient risk/dissatisfaction



<sup>1</sup> Nay MA et al. High-flow nasal oxygenation or standard oxygenation for gastrointestinal endoscopy with sedation in patients at risk of hypoxaemia: a multicentre randomised controlled trial. (2021)



# Optiflow Switch™



Enables delivery of **humidified oxygen** in the peri-anesthesia environment

User can **Switch** between bag mask ventilation and Optiflow without needing to remove the nasal interface

**Reduces the number of steps** required to bag mask ventilate a patient vs standard Optiflow nasal high flow interfaces



# Optiflow Trace™



Sampling of exhaled gas from either nose or mouth\*



Secure connection with standard CO<sub>2</sub> sampling lines

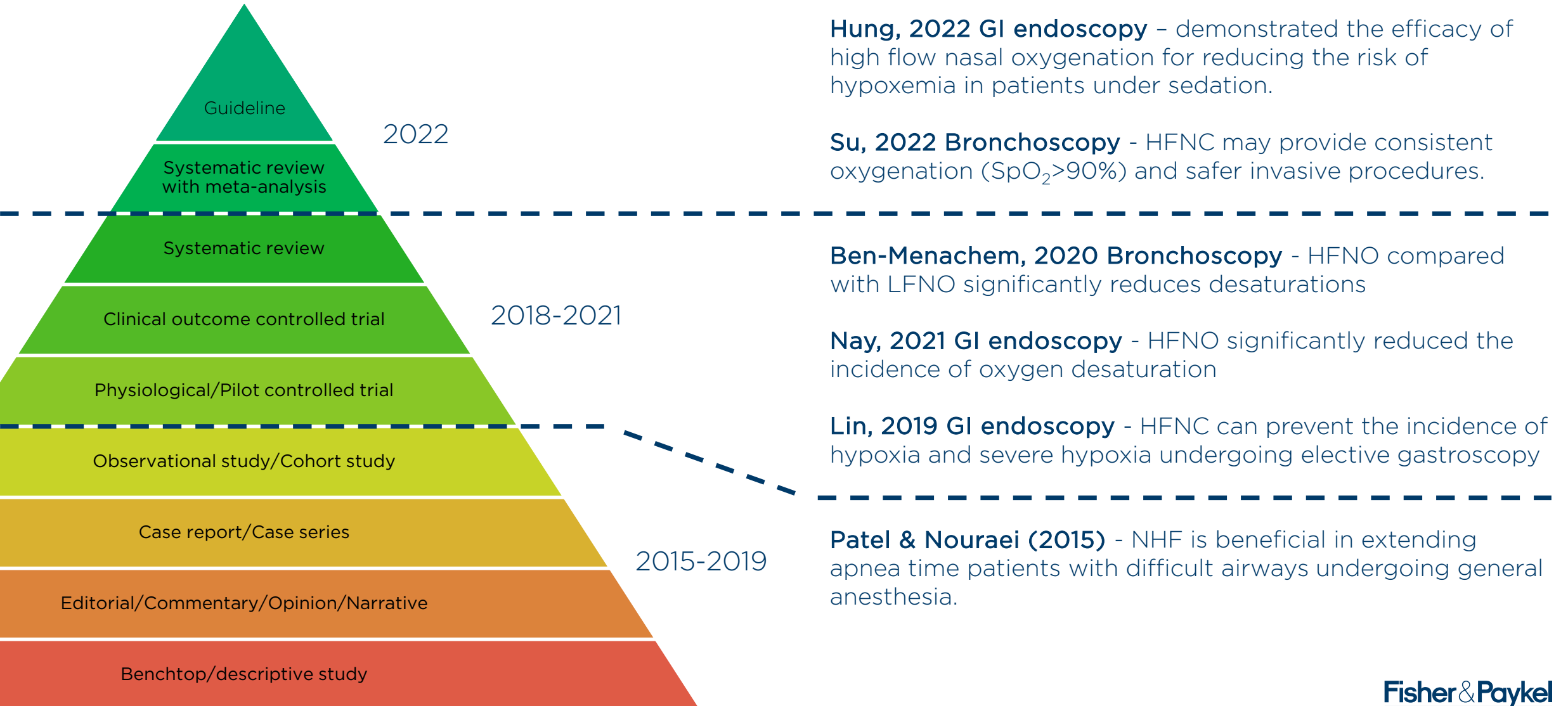


Continuous sampling of exhaled CO<sub>2</sub> while using Optiflow nasal high flow for oxygenation\*

\*Attention: this applies for flow rates between 5-50L/min.



# Systematic and growing clinical evidence





# Summary

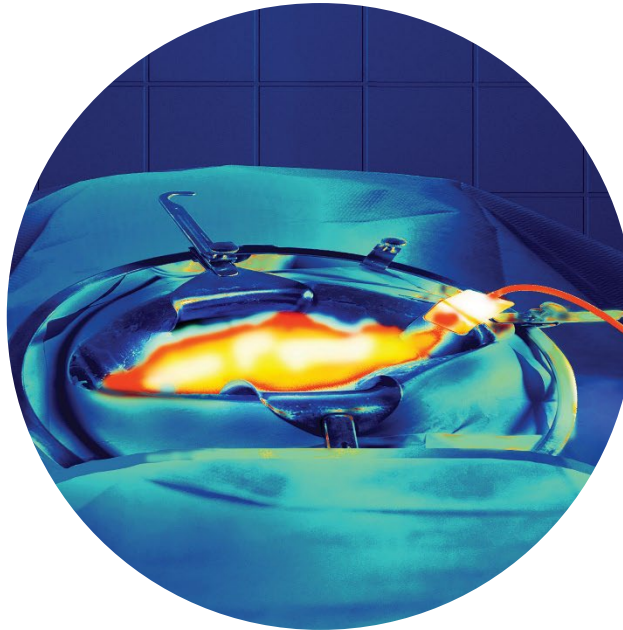
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- Ongoing innovation
- Strong and continually growing clinical evidence
- Change in clinical practice
- Sustainable profitable growth
- Extending the use of Optiflow into anesthesia practice

**F&P** Optiflow  
SWITCH



**F&P** HumiGard



**F&P** Optiflow  
TRACE



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