

## News Release

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

### **Fisher & Paykel Healthcare provides ASX CEO Connect presentation**

Auckland, New Zealand, 20 June 2023 - Fisher & Paykel Healthcare Corporation Limited attaches a copy of its presentation for the ASX's CEO Connect webinar to be held later today.

There is no new material information contained within the presentation.

### **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).

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Authorised by Raelene Leonard, General Counsel and Company Secretary.



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# Fisher & Paykel Healthcare at a glance

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## Global leader in respiratory humidification devices

- Medical device manufacturer with leading positions in respiratory care and obstructive sleep apnea
- >50 years' experience in **changing clinical practice** to solutions that provide better clinical outcomes and improve effectiveness of care
- Estimated NZ\$25+ billion and growing market opportunity driven by demographics
- Significant organic long-term growth opportunities in acute and chronic respiratory care, OSA and surgery
- Large proportion (85%) of revenue from recurring items, consumables and accessories
- High level of innovation and investment in R&D with strong product pipeline
- High barriers to entry

## Global presence

Our people  
are located in  
**53 countries**



**3,538**  
in New Zealand

**2,147**  
in North America,  
including Mexico

**379**  
in Europe

**500**  
in the rest  
of the world

## Strong financial performance

- Continued target, and history of, doubling our revenue (in constant currency terms) every 5 to 6 years
- Targeting gross margin of 65% and operating margin of 30%
- Growth company with a strong history of increasing dividend payments

# ~NZ\$25+ billion and growing market opportunity

Total addressable market estimates

## HOSPITAL

~150+ million patients

Invasive Ventilation



Noninvasive Ventilation



Hospital Respiratory Support



Anesthesia



Infant Care



Surgical



## NEW APPLICATIONS

Applications outside of invasive ventilation

## HOMECARE

~100+ million patients

Home Respiratory Support



Obstructive Sleep Apnea

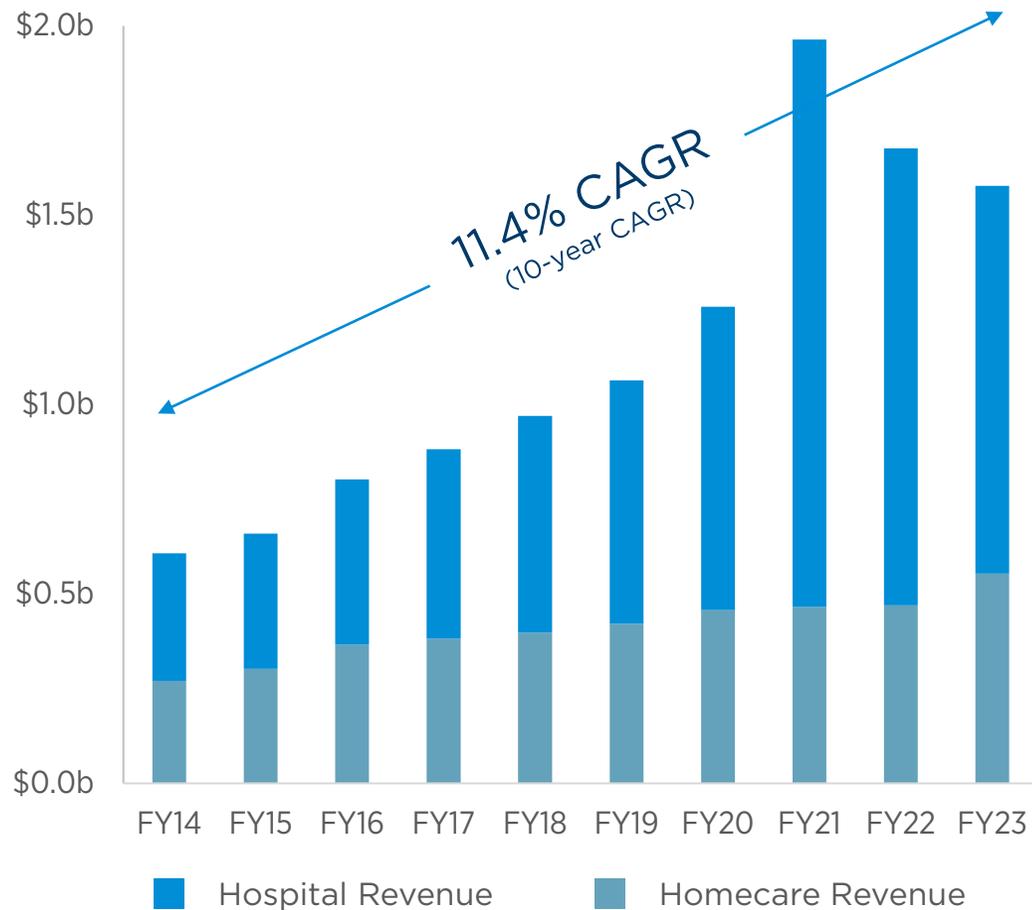


# Our progress over the last five years

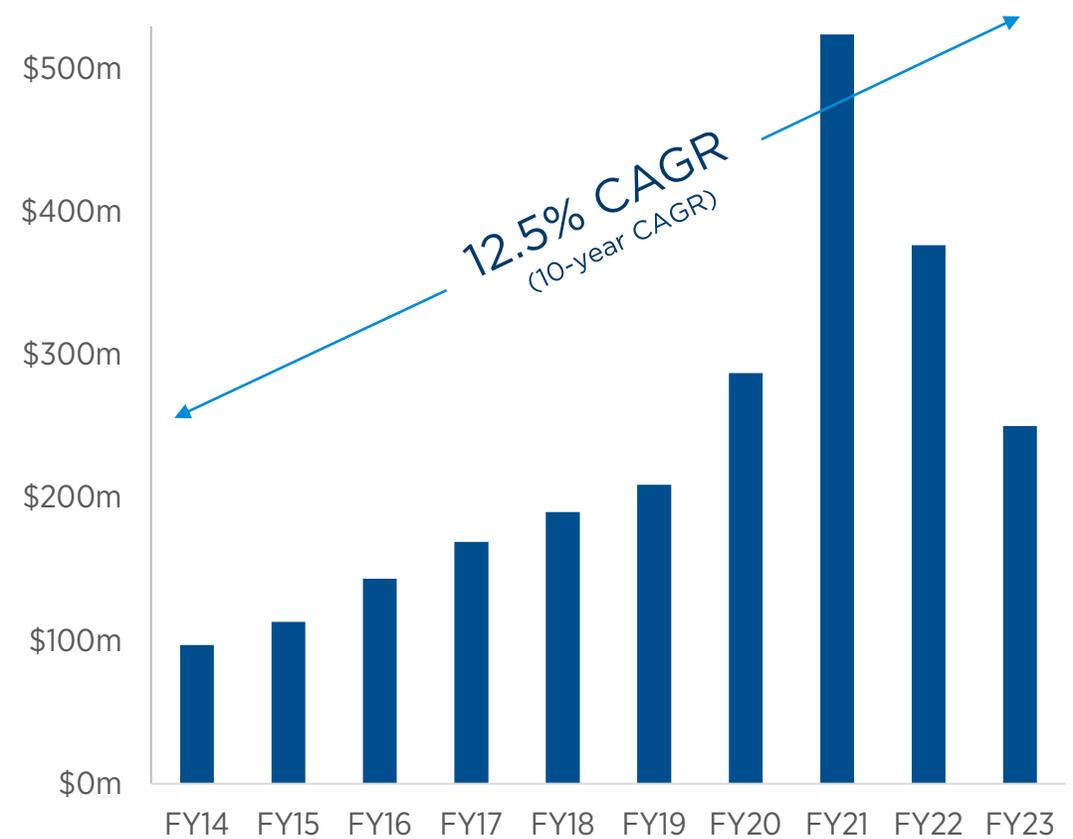
	FY2019	FY2023	Change	Comment
Countries with F&P people	38	53	 39%	• COVID-19 accelerated expansion
Total people	4,547	6,564	 44%	
People in Manufacturing & Operations	2,680	3,975	 48%	• Peaked at 4,989 in FY22
People in R&D	581	846	 46%	• Accelerated R&D investment
R&D as a % of revenue	9%	11%	 165bps	
Land	57 ha	159 ha	 179%	• Added 102 ha for second NZ campus
Manufacturing facilities	5	7	 40%	• Plus preparing China and NZ5
Plant and equipment capex	\$41M	\$100M	 144%	• Cumulative \$434M over the last 5 years
Hospital hardware (% of hospital sales)	12%	15%	 300bps	• Cumulative \$1.2B sales over last 5 years
Patients treated with Optiflow	3M out of 30M	6M out of 50M	 100%	• Peaked at 7M patients in FY21/FY22
NHF clinical practice guidelines	0	7	 N/A	• Guidelines for non-COVID-19 patients
NHF studies published	247	865	 250%	
Anesthesia sales team	20	69	 245%	• Accelerated anesthesia opportunity

# 10-year financial summary

## Revenue

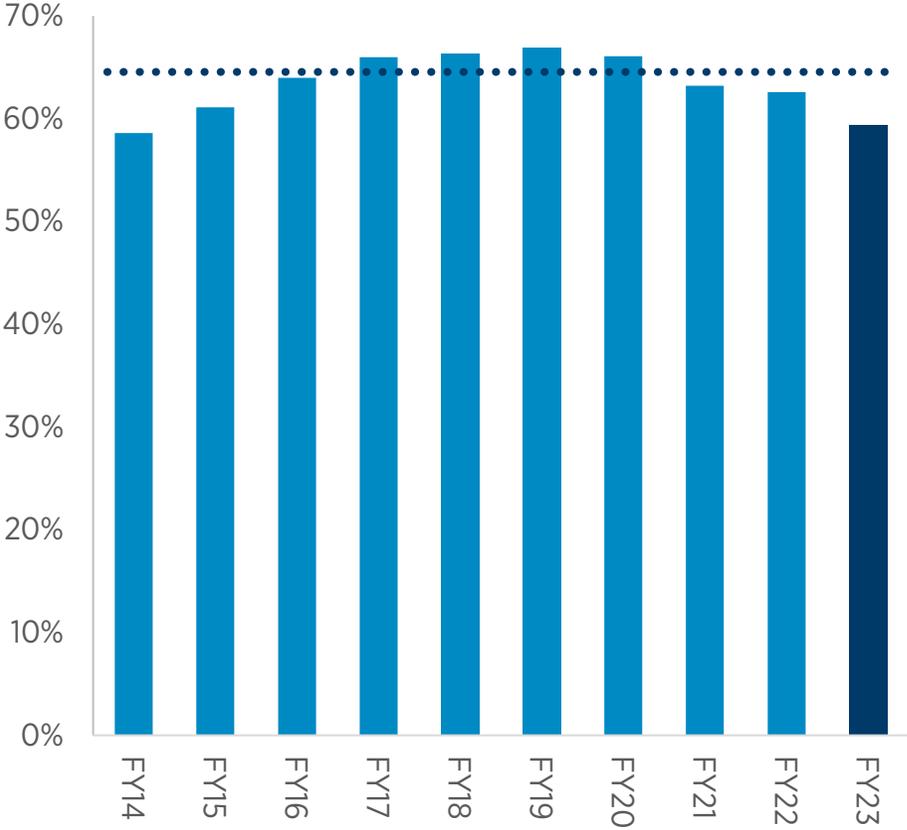


## Net profit after tax



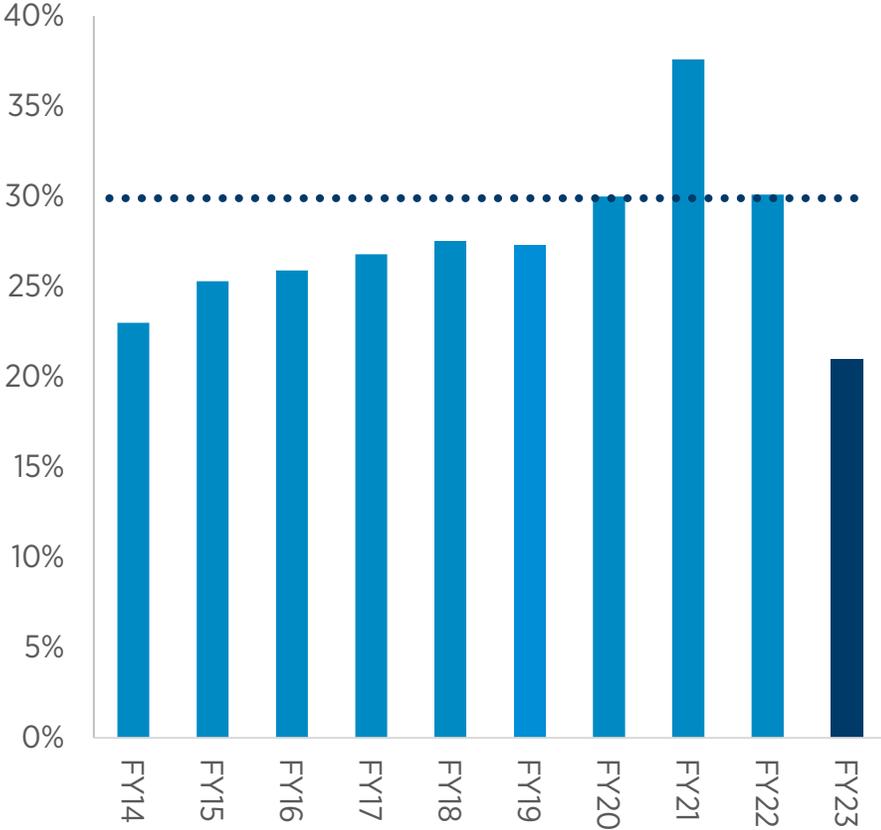
# Gross margin and operating margin targets

### GROSS MARGIN



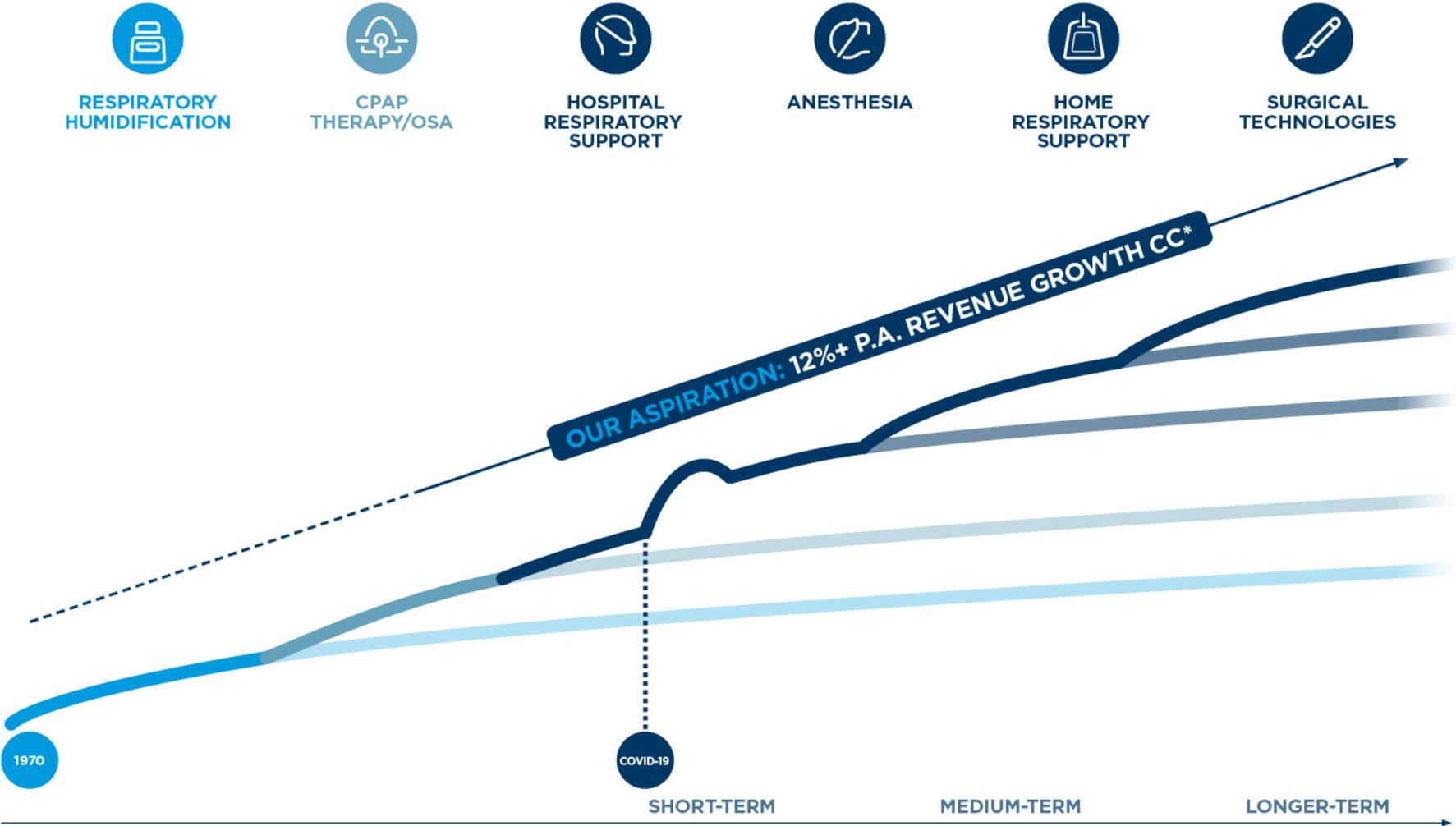
..... Long Term Gross Margin target

### OPERATING (EBIT) MARGIN



..... Long Term Operating Margin target

# Our aspiration



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

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.



# Questions

「 Thank you 」

