


**A HUMAN
RESPONSE**



**THERE, TOGETHER
WHEN IT COUNTS**

Online Help



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Annual Shareholders' Meeting 2021




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Your Board



Scott St John



Lewis Gradon



Sir Michael Daniell



Pip Greenwood



Geraldine McBride



Neville Mitchell



Donal O'Dwyer

Agenda

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

FY2021 Financial Highlights

Operating Revenue	\$1.97 _B	↑ 56%
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Net Profit After Tax	\$524.2 _M	↑ 82%
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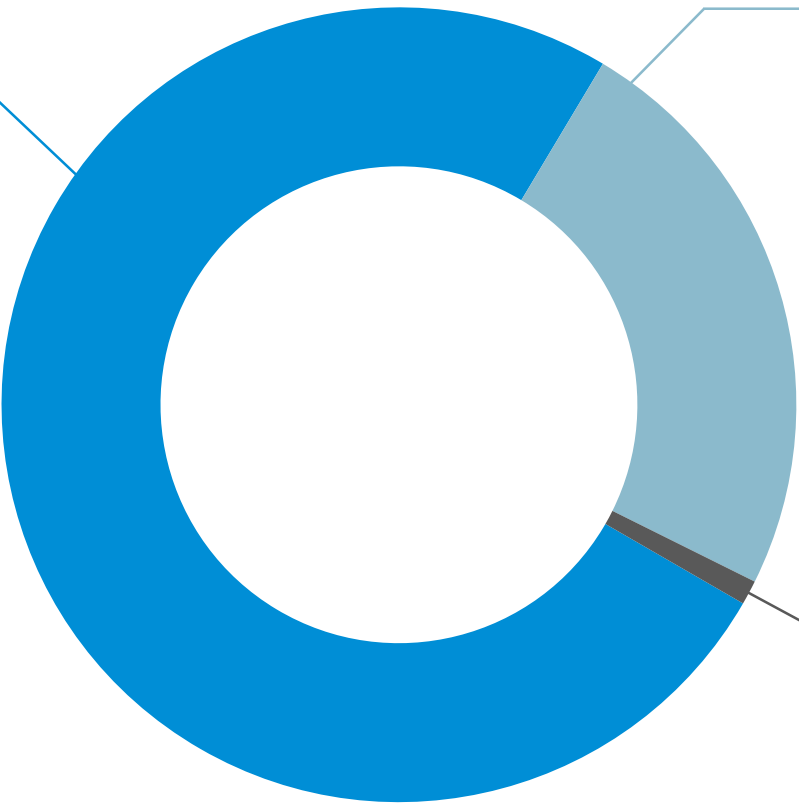
Dividend	38.00 _{cps}	↑ 38%
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FY2021 Revenue by Product Group

Hospital

76%

OF OPERATING REVENUE



Homecare

24%

OF OPERATING REVENUE

Distributed & Other

<1%

OF OPERATING REVENUE



Hospital



Hospital Product Group

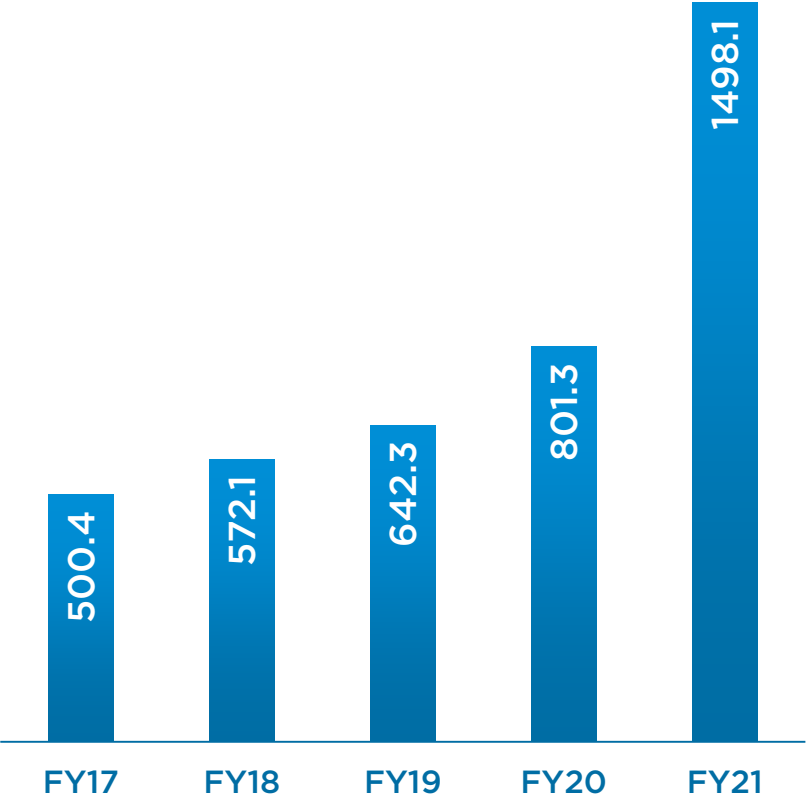
FY21 Result

Revenue \$1.5B

FY21 Revenue Growth

NZ\$ ↑ 87%

Constant
Currency ↑ 94%



「Homecare」



Homecare Product Group

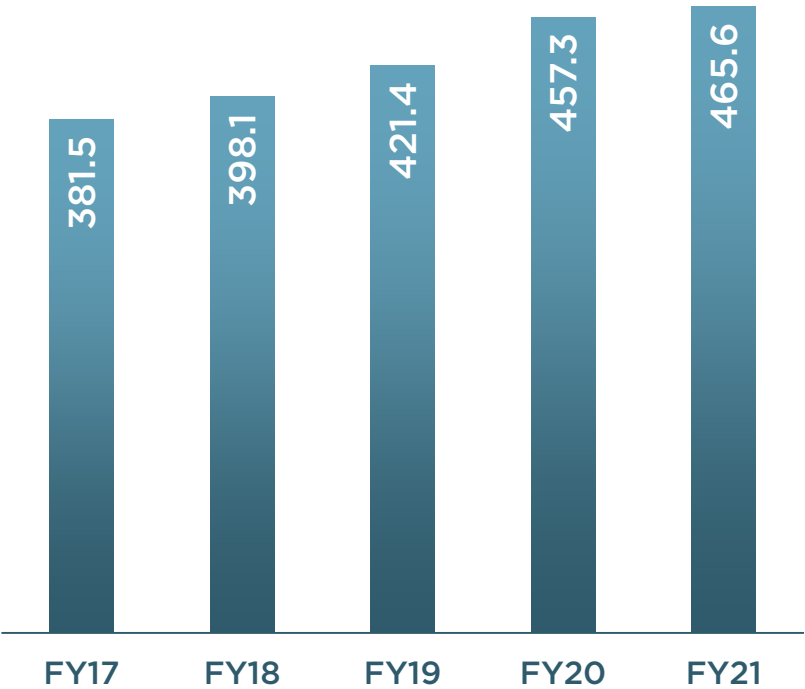
FY21 Result

Revenue **\$466M**

FY21 Revenue Growth

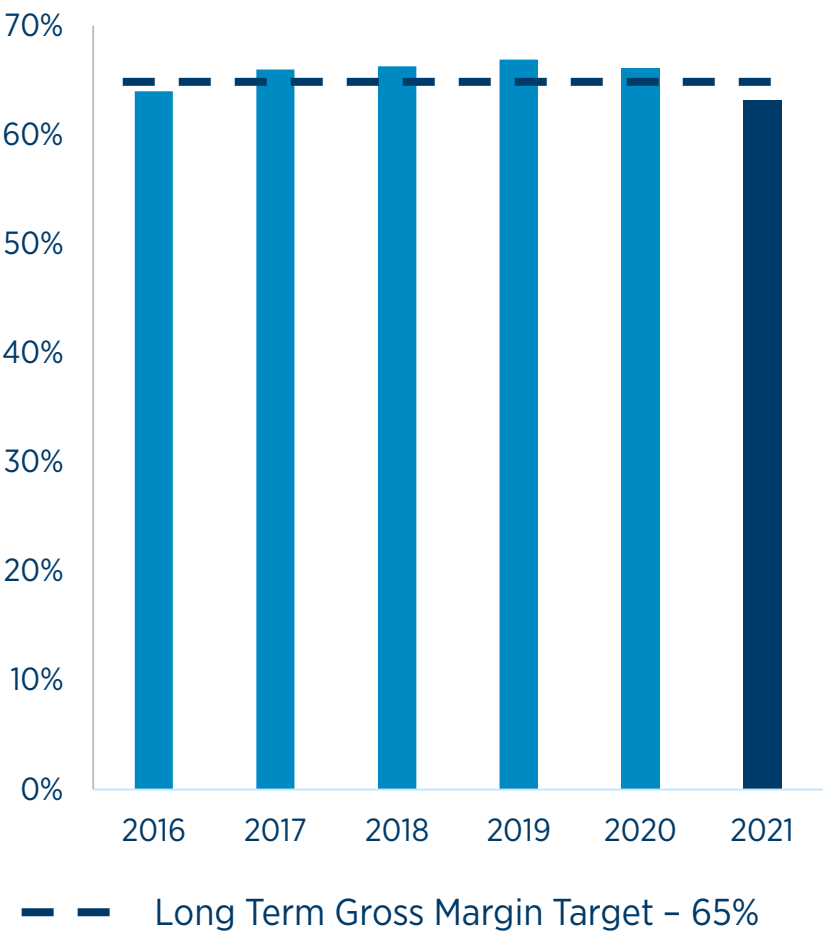
NZ\$ ↑ **2%**

Constant
Currency ↑ **4%**

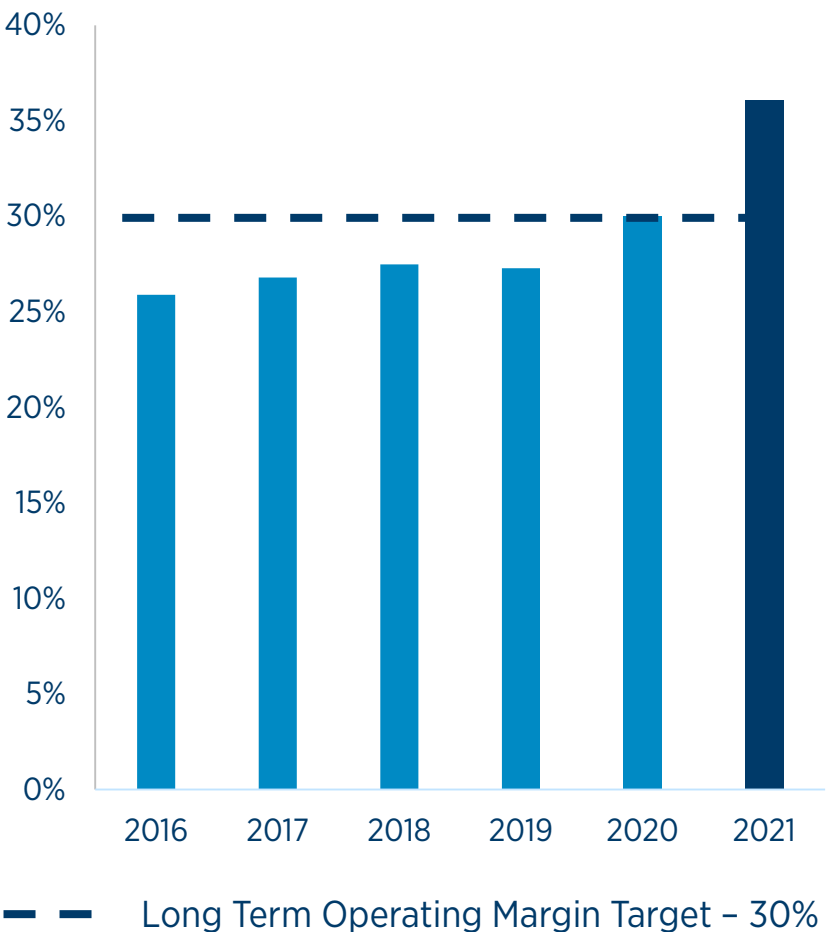


Gross and Operating Margins

Gross Margin



Operating (EBIT) Margin





Research and development - \$136.7 million investment



6,000+ people



Profit-sharing bonus - \$29 million

Community

Fisher & Paykel Healthcare Foundation

NZ \$20 MILLION

FY22 Trading Update

First four months of FY22

- Revenue \$583M, 2% below the prior comparable period in constant currency
- Hospital product group
 - Revenue down 3% cc from prior comparable period
 - 13% decline in hardware sales from prior comparable period
 - Hardware revenue remained elevated
 - Consumables revenue +2% CC*
 - New applications consumables +17% CC*
- Homecare product group
 - Revenue +4% CC* from prior comparable period
 - 4% growth in OSA masks

*CC = Constant currency

Outlook for the remainder of FY22

For the remainder of the 2022 financial year*:

- No quantitative guidance provided given continuing uncertainties related to COVID-19
- Hospital hardware revenue not expected to continue at elevated levels
- Hospital consumables sales will continue to be impacted by COVID-19 hospitalisation rates
- New OSA patient diagnosis rates expected to be at or above FY21 rates
- Freight costs remain elevated
- Continue to grow investment in R&D and SG&A

* Based on observations and expectations as at 18 August 2021

Financial Statements


- Opportunity for shareholders to ask any questions specifically on the financial statements, the auditor's report or the company's 2021 annual report.
- There will be an opportunity to ask any general questions once all items on the agenda have been considered.



Resolutions

1. Re-election of Scott St John as Director
2. Re-election of Sir Michael Daniell as Director
3. Auditor's Remuneration
4. Issue of Performance Share Rights
5. Issue of Options

How to Vote Online




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Resolution 1: Re-election of Scott St John

That Scott St John, who retires by rotation and, being eligible, offers himself for re-election, be re-elected as a director of the Company.

Click “Submit Vote” to lodge your vote.

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Resolution 2: Re-election of Sir Michael Daniell

That Sir Michael Daniell, who retires by rotation and, being eligible, offers himself for re-election, be re-elected as a director of the Company.



Click “Submit Vote” to lodge your vote.

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Resolution 3: Auditor's Remuneration

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

Click "Submit Vote" to lodge your vote.

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Resolution 4: Issue of Performance Share Rights

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.

Click “Submit Vote” to lodge your vote.

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Resolution 5: Issue of Options

That approval be given for the issue of up to 190,000 options under the Fisher & Paykel Healthcare 2019 Share Option Plan to Lewis Gradon, Managing Director and Chief Executive Officer of the Company.

Click “Submit Vote” to lodge your vote.

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Questions?



**This concludes the 2021
Annual Shareholders' Meeting.**

Thank you for attending.