Half Year Results Presentation FY2024

For six months ended 30 September 2023

Fisher&Paykel HEALTHCARE

Important notice

Disclaimer

The information in this presentation is for general purposes only and should be read in conjunction with Fisher & Paykel Healthcare Corporation Limited's (FPH) Interim Report 2024 and accompanying market releases. Nothing in this presentation should be construed as an invitation for subscription, purchase or recommendation of securities in FPH.

This presentation includes forward-looking statements about the financial condition, operations and performance of FPH and its subsidiaries. These statements are based on current expectations and assumptions regarding FPH's business and performance, the economy and other circumstances. As with any projection or forecast, the forward-looking statements in this presentation are inherently uncertain and susceptible to changes in circumstances. FPH's actual results may differ materially from those expressed or implied by those forward-looking statements.

Constant currency information included within this presentation is non-GAAP financial information, as defined by the NZ Financial Markets Authority, and has been provided to assist users of financial information to better understand and track the company's comparative financial performance without the impacts of spot foreign currency fluctuations and hedging results and has been prepared on a consistent basis each year. A reconciliation between reported results and constant currency results is available in the company's Interim Report 2024. The company's constant currency framework can be found on the company's website at www.fphcare.com/ccf.

Half year business highlights

LAUNCHED our F&P Solo™ mask into New Zealand and Australia

SECURED US 510(k) regulatory clearance for our 950 humidification system

EXPANDED our anesthesia sales team to grow awareness of the benefit to patients

CELEBRATED the formal opening of our third manufacturing facility in Tijuana

PROGRESSED the development of our new manufacturing facility in China

WELCOMED Graham McLean to the Board of Directors

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Key half year financial results

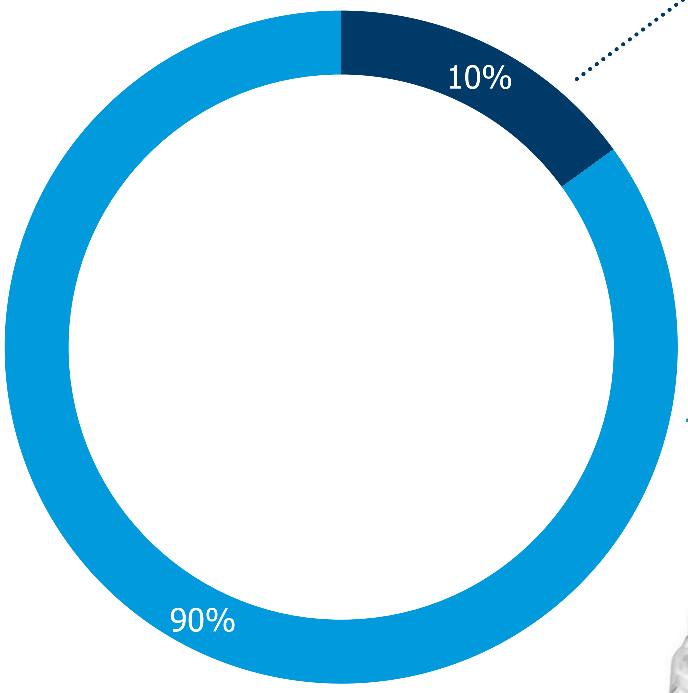
H1 FY24 (6 months to 30 September 2023)

	% of Revenue	NZ$M	△PCP^	△CC*
Operating revenue	100%	803.7	16%	16%
Hospital operating revenue	61%	487.5	11%	11%
Homecare operating revenue	39%	314.4	26%	25%
Gross margin / Gross profit	60%	486.1	65bps	192bps
SG&A	29%	(236.6)	17%	16%
R&D	12%	(96.9)	15%	15%
Total operating expenses	41%	(333.5)	16%	16%
Operating profit	19%	152.6	20%	32%
Profit after tax	13%	107.3	12%	22%

^ PCP = prior comparable period * CC = constant currency

Hospital product group

H1 FY24 HOSPITAL REVENUE COMPOSITION



■ Hardware ■ Consumables

H1 FY23 Hospital revenue composition
Hardware: 13% Consumables: 87%

HARDWARE

F&P 950 System

F&P 850 System

F&P Airvo 3

F&P Airvo 2

F&P HumiGard

CONSUMABLES

Invasive ventilation

Noninvasive ventilation

Optiflow™ nasal high flow

Optiflow™ anesthesia

Surgical

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Hospital product group

H1 FY24
HOSPITAL OPERATING REVENUE

$487.5M

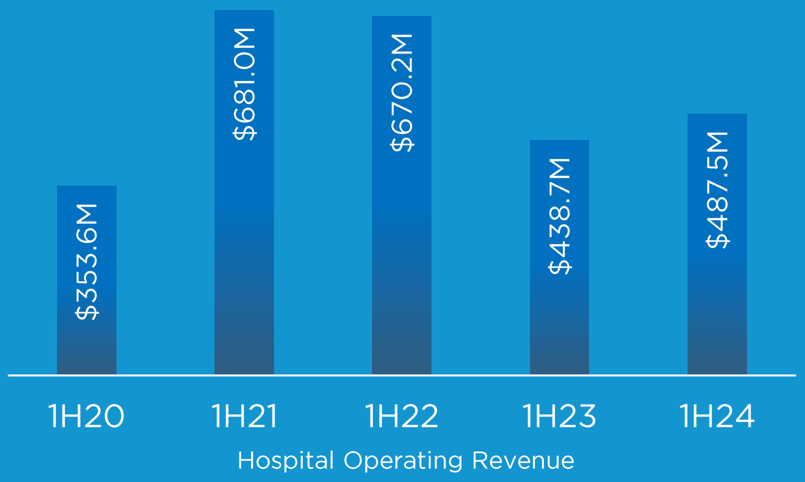
NZ$ ↑ 11%

CONSTANT CURRENCY ↑ 11%

NEW APPLICATIONS CONSUMABLES REVENUE *

NZ$ ↑ 20%

CONSTANT CURRENCY ↑ 19%



- Hospital Consumables continue to see strong demand across our product portfolio
- New applications consumables* made up 70% of H1 FY24 Hospital consumables revenue, 68% in H1 FY23
- Hospital hardware demand was strong, -22% on H1 FY23 in constant currency

*New applications = Noninvasive ventilation (NIV), nasal high flow, surgical

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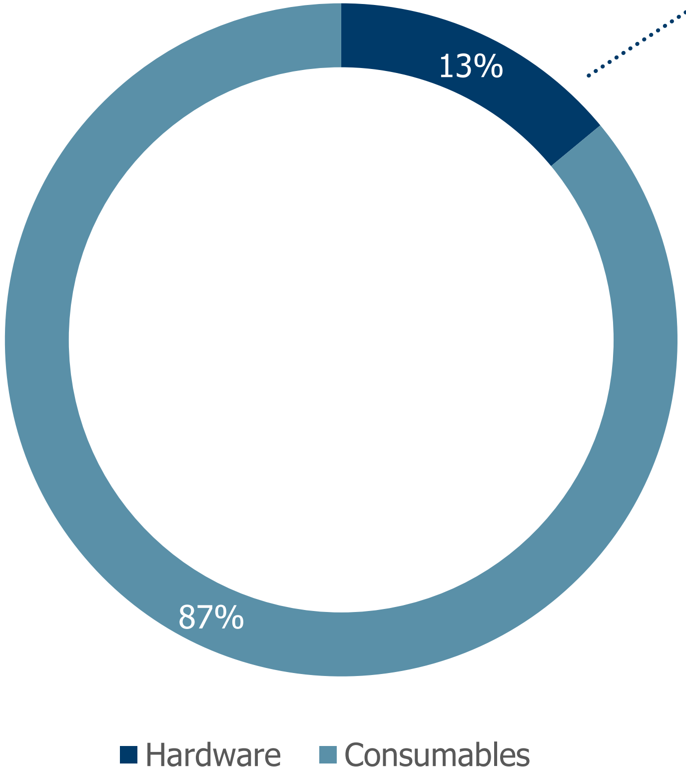
Homecare product group

H1 FY24 HOMECARE REVENUE COMPOSITION



H1 FY23 Homecare revenue composition
Hardware: 14% Consumables: 86%

HARDWARE

F&P SleepStyle

F&P *myAIRVO 2*

F&P 810 System

CONSUMABLES

CPAP Therapy/OSA

F&P **Evora** Full

F&P **Evora** Nasal

F&P **Solo**

Home Respiratory Support

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Homecare product group

H1 FY24
HOMECARE OPERATING REVENUE

$314.4M

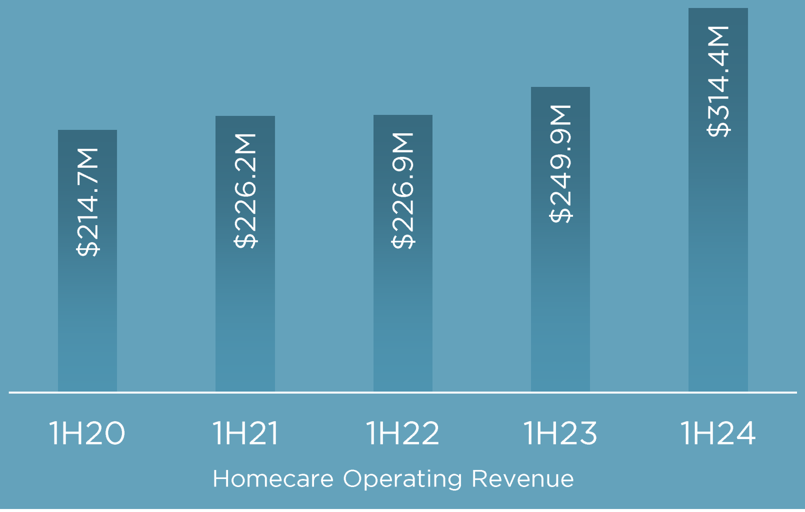
NZ$ ↑ 26%

CONSTANT CURRENCY ↑ 25%

OSA MASKS REVENUE

NZ$ ↑ 29%

CONSTANT CURRENCY ↑ 28%

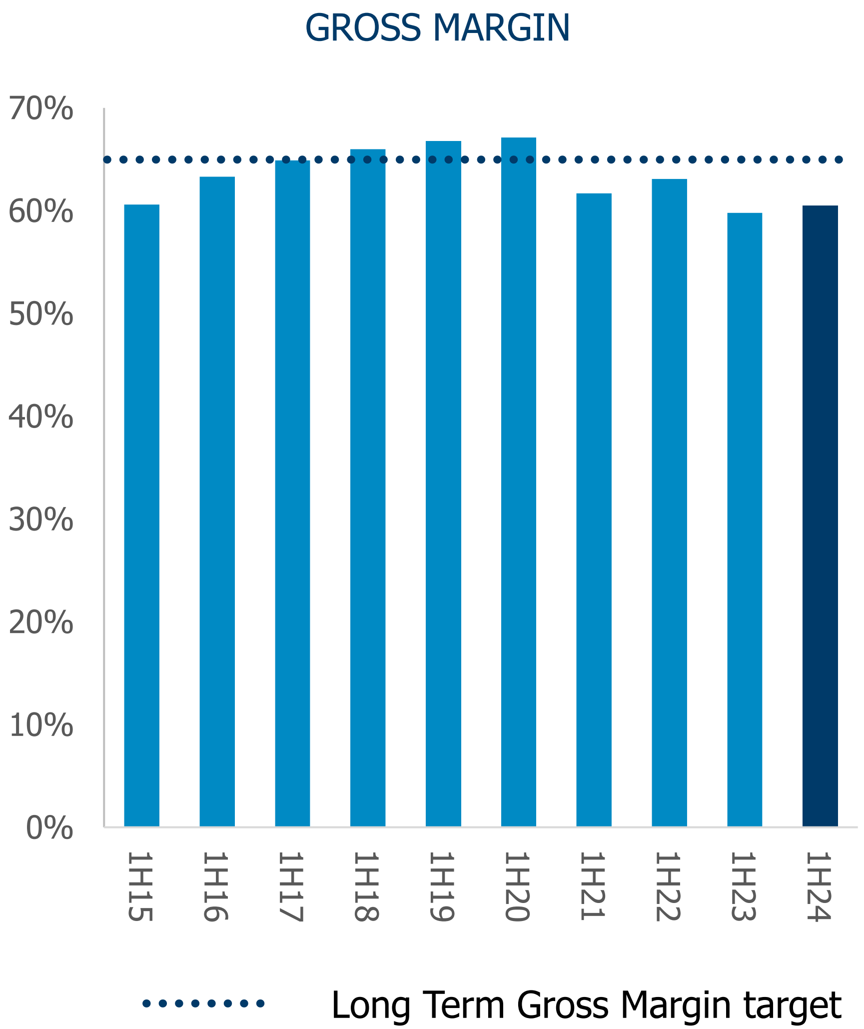


- F&P Evora Full contributed significantly to strong OSA mask revenue growth
- Revolutionary F&P Solo OSA mask launched in NZ & Australia
- Home Respiratory support business continues to grow well

Our progress over the last four years

Group		FY2019	FY2023	Change	Comment
People & Infrastructure	Total people	4,547	6,564	44%	
	People in Manufacturing & Operations	2,680	3,975	48%	• Increased to 4,989 in FY22
	Plant and equipment capex	$41M	$99M	141%	• Cumulative $424M over the last 5 years
	Manufacturing facilities	5	7	40%	• Plus preparing China and NZ5
	Land	57 ha	159 ha	179%	• Added 102 ha for second NZ campus
Research & Development	People in R&D	581	846	46%	
	R&D expense	$100.4M	$174.3M	15% p.a	• Accelerated R&D investment
	R&D as a % of revenue	9%	11%	164bps	• Decoupled R&D spend from revenue
Sales & Clinical Evidence	Countries with F&P people	38	53	39%	• COVID-19 accelerated expansion
	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

Gross Margin



- Gross margin for the half year:
  - increased by 65 bps to 60.5%
  - increased by 192 bps in constant currency
- Freight rates have continued easing during the last six months, and a decrease in the proportion of freight being air freight provided a benefit this period.
- FY24 first half gross margin improved on FY23 second half by 72 bps in constant currency.

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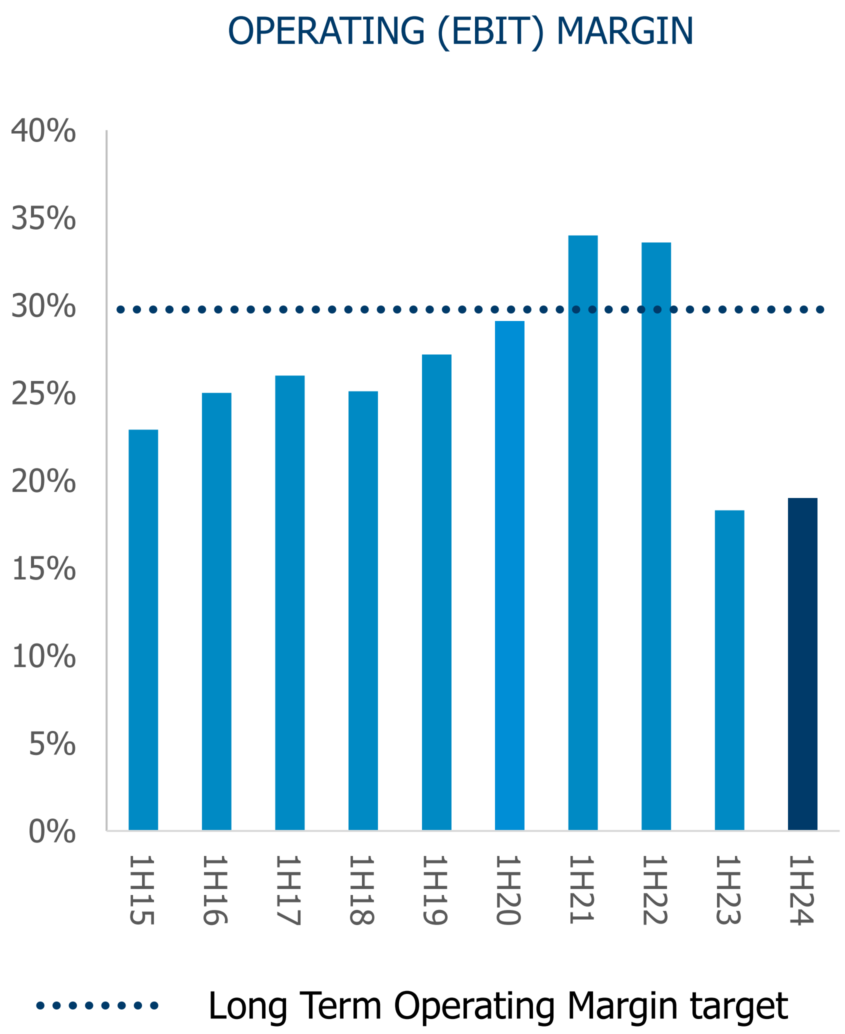
Operating Margin



Operating expenses

- $333.5M, +16% (+16% CC)
- Operating margin increased by 64 bps (+195 bps CC) to 19%
- This investment supports our global sales growth and development of our product pipeline.

Research & Development expenses

- $96.9M, +15% (+15% CC)
- Estimate ~60% of R&D spend eligible for tax credit

Selling, General & Administrative expenses

- $236.6M, +17% (16% CC)

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Cash Flow and Balance Sheet

	H1 FY23 NZ$M	H1 FY24 NZ$M
Operating cash flow	1.9	156.5
Capital expenditure (including purchases of intangible assets)	(124.8)	(275.5)
Lease liability payments	(6.7)	(8.5)
Free cash flow	(129.6)	(127.5)

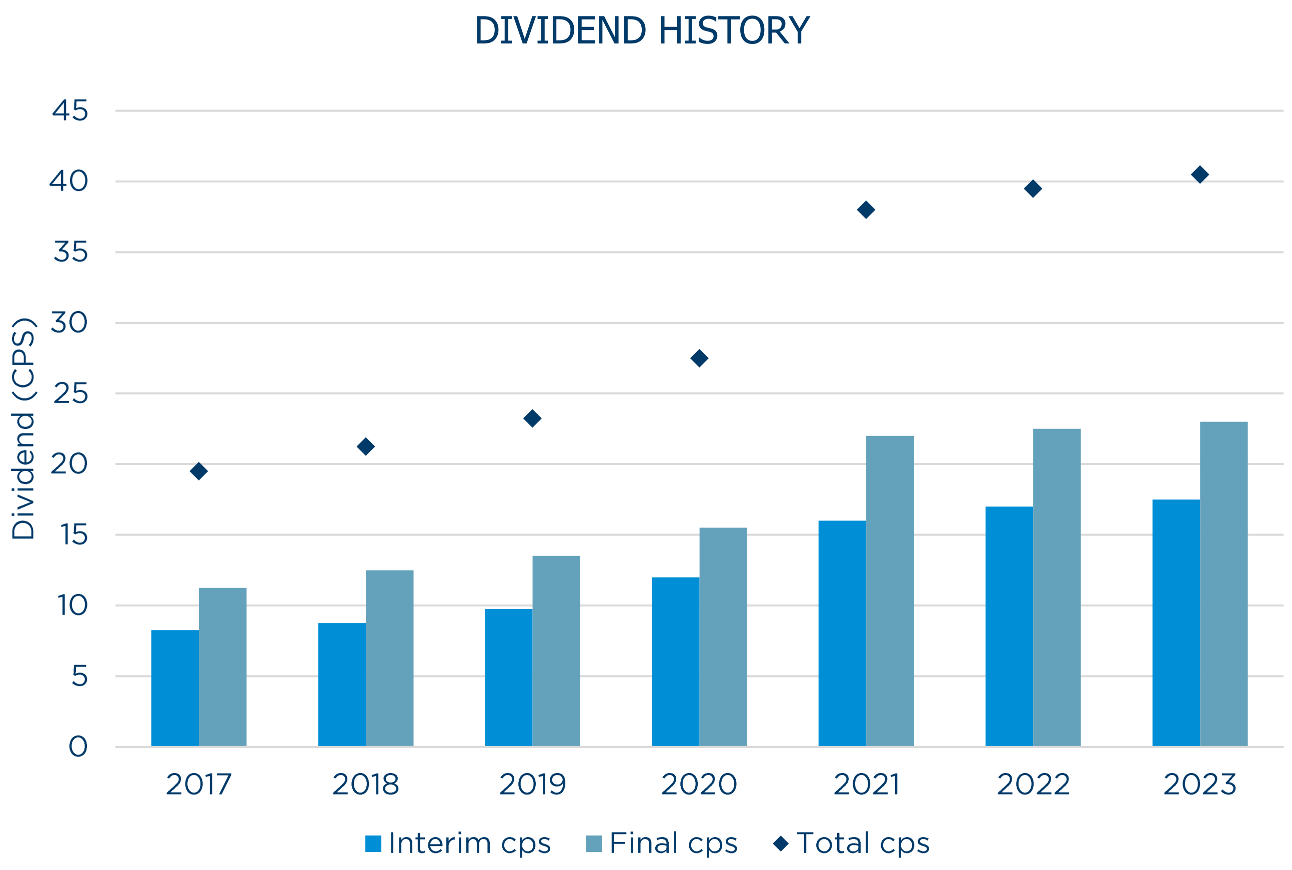
As at	31 Mar 2023 NZ$M	30 Sep 2023 NZ$M
Net cash / (debt) (including short-term investments)	37.7	(172.7)
Total assets	2,204.5	2,389.8
Total equity	1,753.4	1,751.8

Gearing (net debt / net debt + equity)*	-2.3%	9.1%
Undrawn committed debt facilities	624.5	469.3

* Calculated using net interest-bearing debt (debt less cash and cash equivalents) to net interest-bearing debt and equity (less hedge reserve).

Dividend

- Increased interim dividend by 3%
  - 18.00 cps + 7.00 cps imputation credit for NZ residents (gross dividend of NZ 25.00 cps)
  - Fully imputed
  - 3.1765 cps non-resident supplementary dividend
- The company's dividend reinvestment plan is available for eligible shareholders with a 3% discount



Foreign exchange effects

Reconciliation of Constant Currency to Reported Revenue	H1 FY23 NZ$M	H1 FY24 NZ$M	Change NZ$M
Revenue (constant currency)	657.9	763.1	105.2
Spot exchange rate effect	18.0	48.8	30.8
Foreign exchange hedging result	(3.9)	(12.1)	(8.2)
Balance sheet revaluation	18.6	3.9	(14.7)
Total impact of foreign exchange	32.7	40.6	7.9
Revenue (as reported)	690.6	803.7	113.1

Reconciliation of Constant Currency to Reported Profit After Tax	H1 FY23 NZ$M	H1 FY24 NZ$M	Change NZ$M
Profit after tax (constant currency)	73.9	90.1	16.2
Spot exchange rate effect	20.8	20.8	-
Foreign exchange hedging result	0.4	(2.0)	(2.4)
Balance sheet revaluation	0.8	(1.6)	(2.4)
Total impact of foreign exchange	22.0	17.2	(4.8)
Profit after tax (as reported)	95.9	107.3	11.4

The significant exchange rates used in the constant currency analysis, being the budget exchange rates for the year ended 31 March 2024, are USD 0.66, EUR 0.61, AUD 0.93, GBP 0.52, CAD 0.86, JPY 85, MXN 12.0, CNY 4.3, KRW 820, SEK 6.6 and INR 51

Outlook FY24

Operating revenue guidance of approximately $1.7 billion*

- Historically, sales of our hospital consumables are typically higher in the second half, reflecting seasonal patterns of hospitals. We are currently expecting that our revenue guidance approximation incorporates the range of pre-COVID historical seasonality in hospital consumables.

Net profit after tax

- Expected to be in the range of approximately NZ$250 to NZ$260 million*

Capital expenditure

- Expected to be approximately $350 million

* At 31 October 2023 exchange rates of NZD:USD: 0.58, NZD:EUR 0.55, NZD:MXN 10.55

Key Financials

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Hedging cover

- 49% of operating revenue in US$ (H1 FY23: 45%) and 19% in € (H1 FY23: 20%).

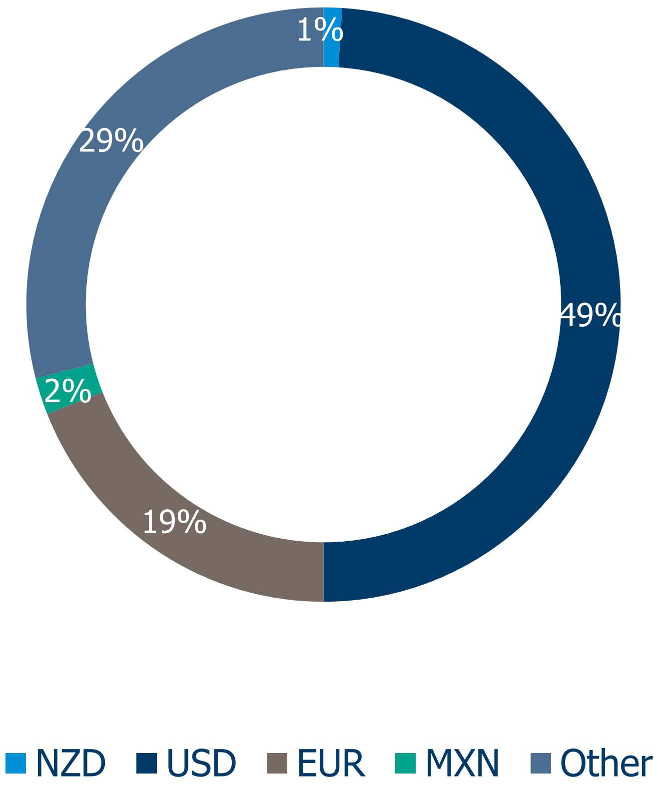
	Year to 31 March					
Hedging position for our main exposures (as at 20 November 2023)	FY24	FY25	FY26	FY27	FY28	FY29-FY34
USD % cover of estimated exposure	85%	70%	60%	50%	40%	5%
USD average rate of cover	0.658	0.622	0.608	0.596	0.583	0.550
EUR % cover of estimated exposure	85%	60%	55%	45%	35%	10%
EUR average rate of cover	0.540	0.524	0.529	0.524	0.524	0.474
MXN % cover of estimated exposure	80%	40%	15%	-	-	-
MXN average rate of cover	14.10	15.74	13.92	-	-	-

Hedging cover percentages have been rounded to the nearest 5%

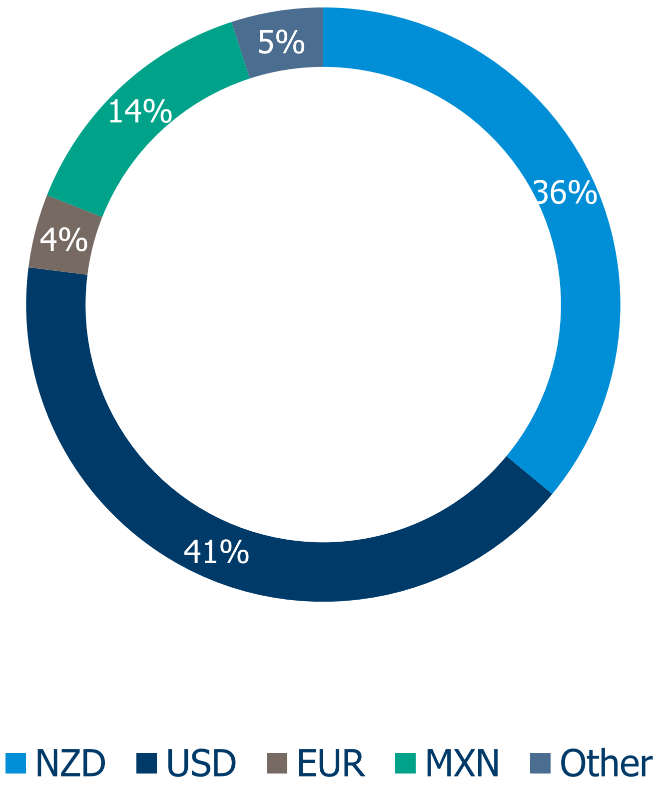
Revenue and expenses by currency

H1 FY24 (for the six months ended 30 September 2023)

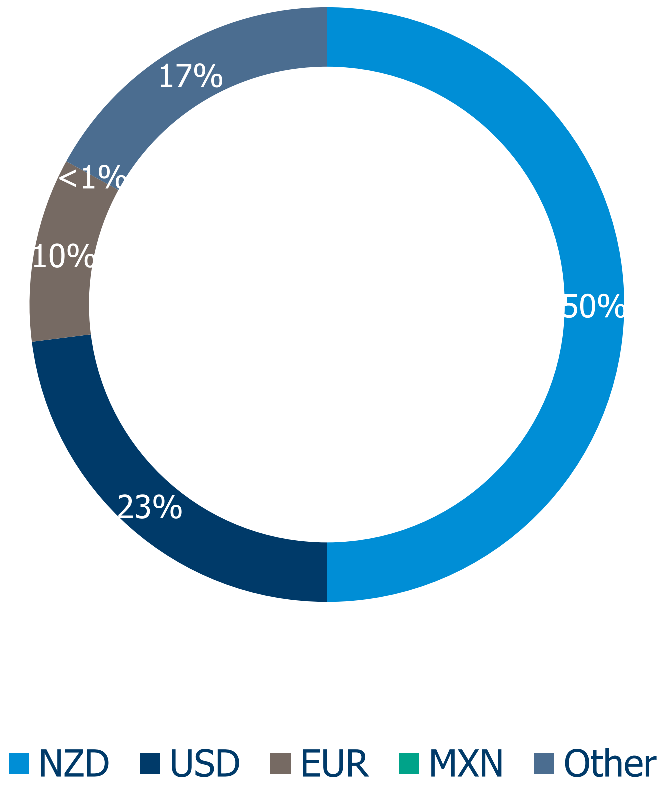
REVENUE BY CURRENCY



COST OF SALES BY CURRENCY



OPERATING EXPENSES BY CURRENCY



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Overview

Fisher & Paykel Healthcare at a glance

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 (89%) 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

55 countries

3,479	2,511	382	534
in New Zealand	in North America, including Mexico	in Europe	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

Note: people numbers are represented as full-time equivalents

~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

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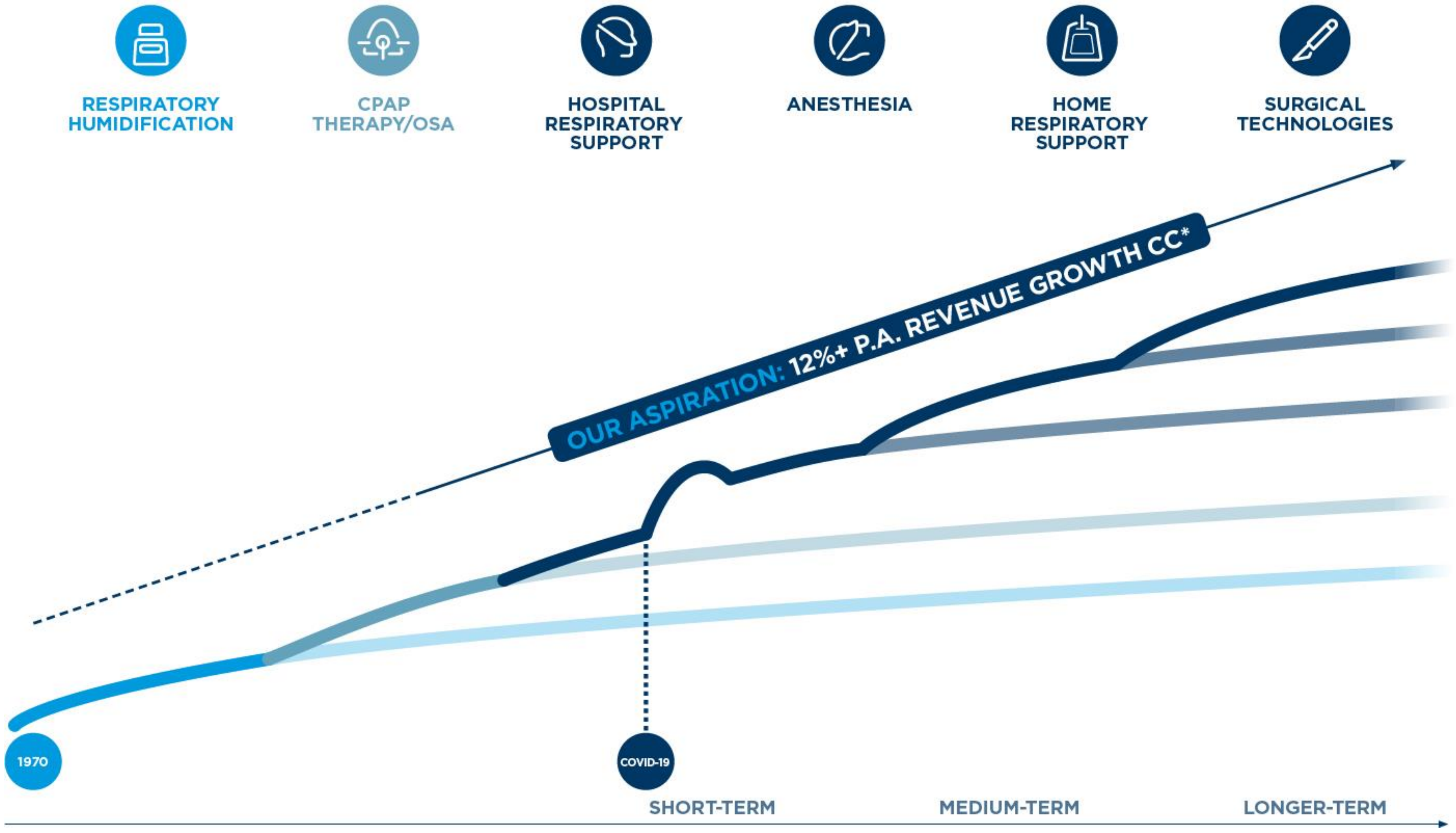
Our aspiration



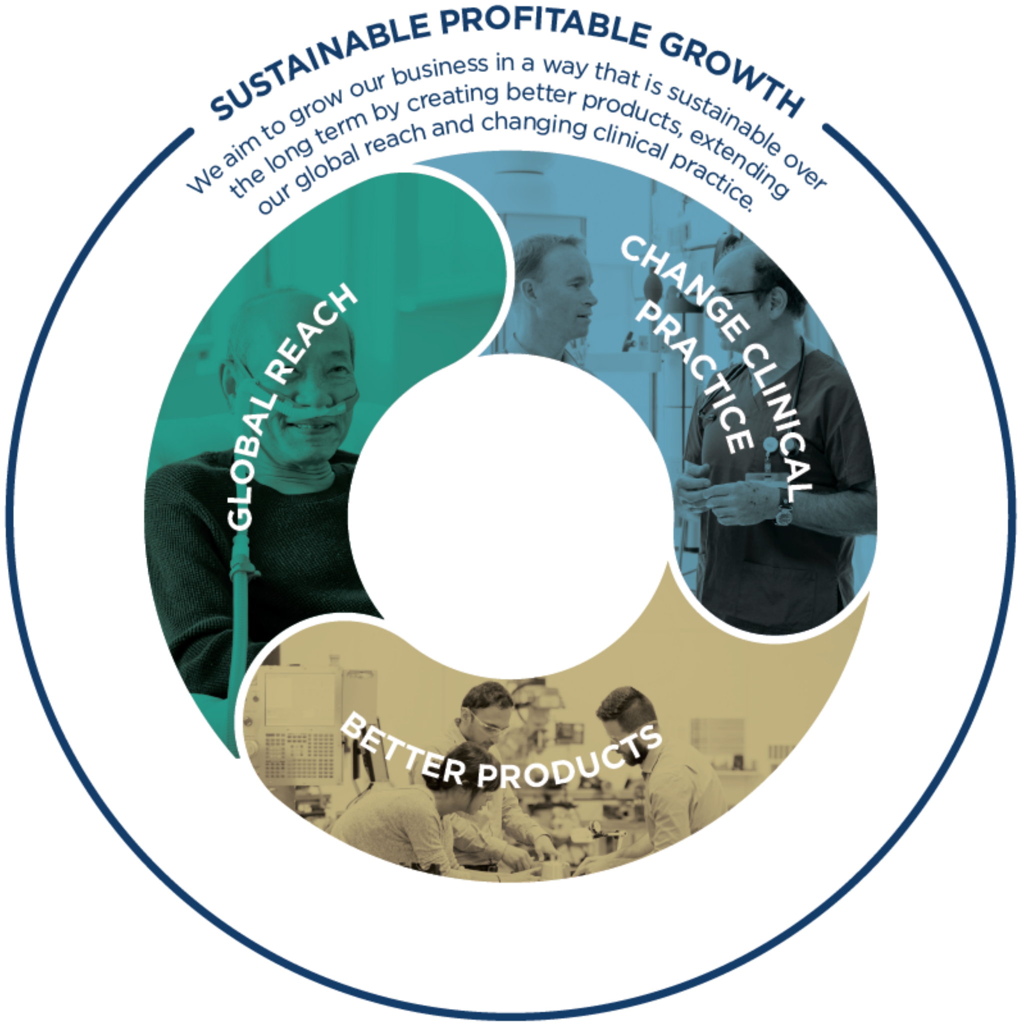
OUR ASPIRATION:
Sustainably DOUBLING our constant currency revenue every 5-6 years.

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.

Consistent growth strategy

OUR INPUTS

- Our 6,500+ people
- 50+ years of trusted relationships
- Excellence in R&D
- Global supply networks
- Trusted brand



OUR OUTPUTS

- Improved care and outcomes for patients
- Increased efficiency of care
- Increased shareholder value
- Benefits to our people
- Doubling our constant currency revenue every 5-6 years
- A lasting, positive impact on society and the environment

MARKET CONTEXT

Ageing population | Technology advancement | Healthcare costs increasing | Other external factors

F&P product fundamentals

What are we here to do?

A drive to not only improve, but transform, clinical practice.
Provide products with protected value differentiation.
Get our products, including the evidence, knowledge and supporting tools, into the hands of the customer

A deep understanding of the problem and knowing what we are trying to achieve, leads to valued, innovative solutions

A patient-focused approach	A drive to deliver and improve	Long-term thinking

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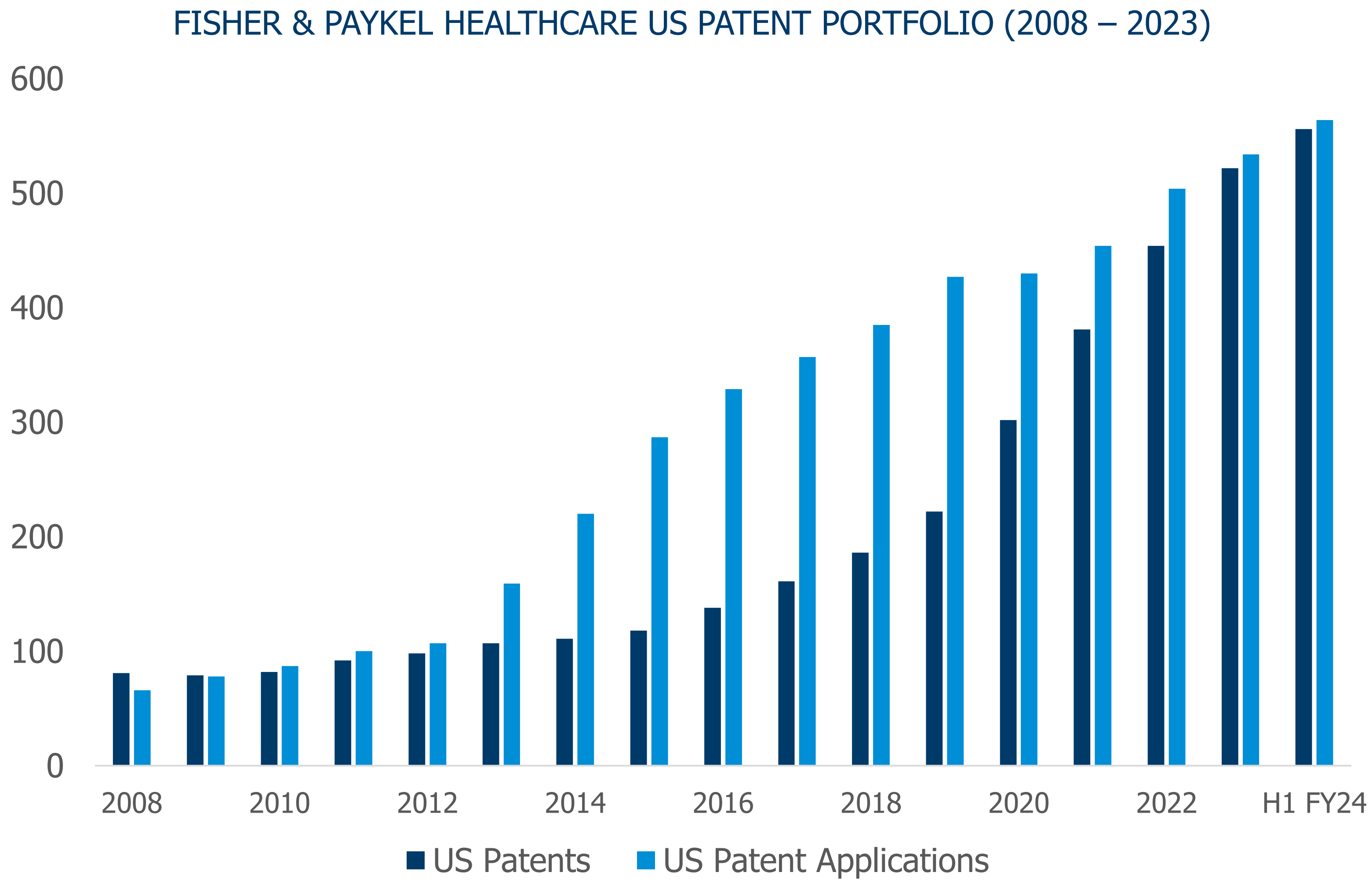
High level of innovation and investment in R&D

- R&D represents 12% of operating revenue*: NZ$96.9M
- Product pipeline includes:
  - Humidifier controllers
  - Masks
  - Respiratory consumables
  - Flow generators
  - Compliance monitoring solutions
- 556 US patents, 5564 US pending, 2,587 Rest of World patents, 1,707 Rest of World pending†

* For six months ended 30 September 2023
† As at 30 September 2023

Growing patent portfolio

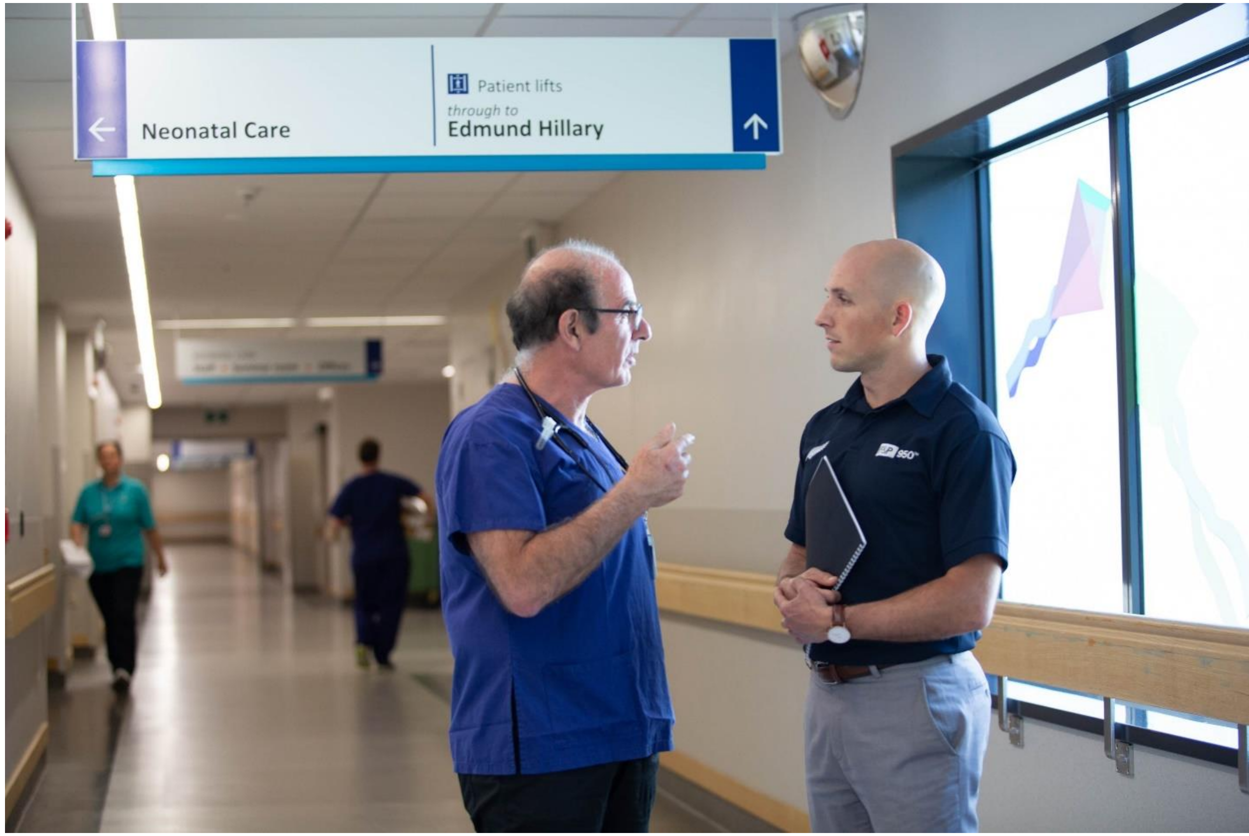


Average remaining life of FPH patent portfolio (all countries): 11.1 years*

* As at 30 September 2023

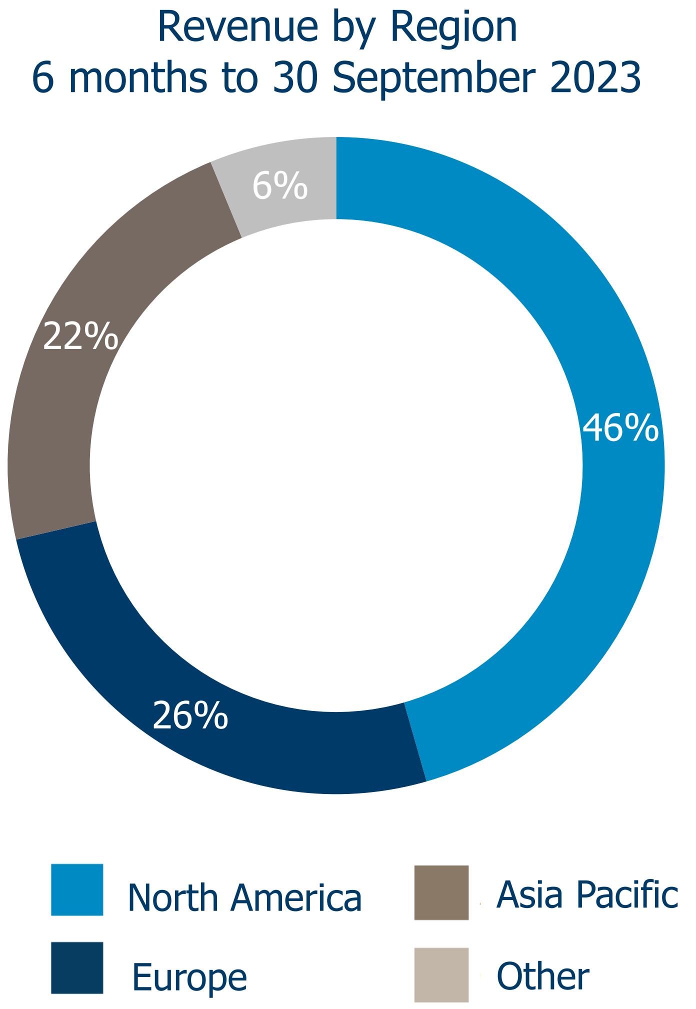
Changing Clinical Practice

- Using clinical evidence to drive change
- Multi-layered with multiple stakeholders
- Building confidence with usage inline with the evidence, demonstrating value
- Products in each care area builds familiarity and confidence
- Customer experience builds trust and confidence



Strong global presence

- **Direct/offices**
  - Hospitals, home care dealers
  - Sales/support offices in North America, Europe, Asia, South America, Middle East and Australasia, 18 distribution centres
  - ~1,300 employees in 55 countries
  - Ongoing international expansion
- **Distributors**
  - +180 distributors worldwide
- **Original Equipment Manufacturers**
  - Supply most leading ventilator manufacturers
- **Sell in more than 120 countries**



Hospital

Impact of changing demographics

Population age and weight both increasing

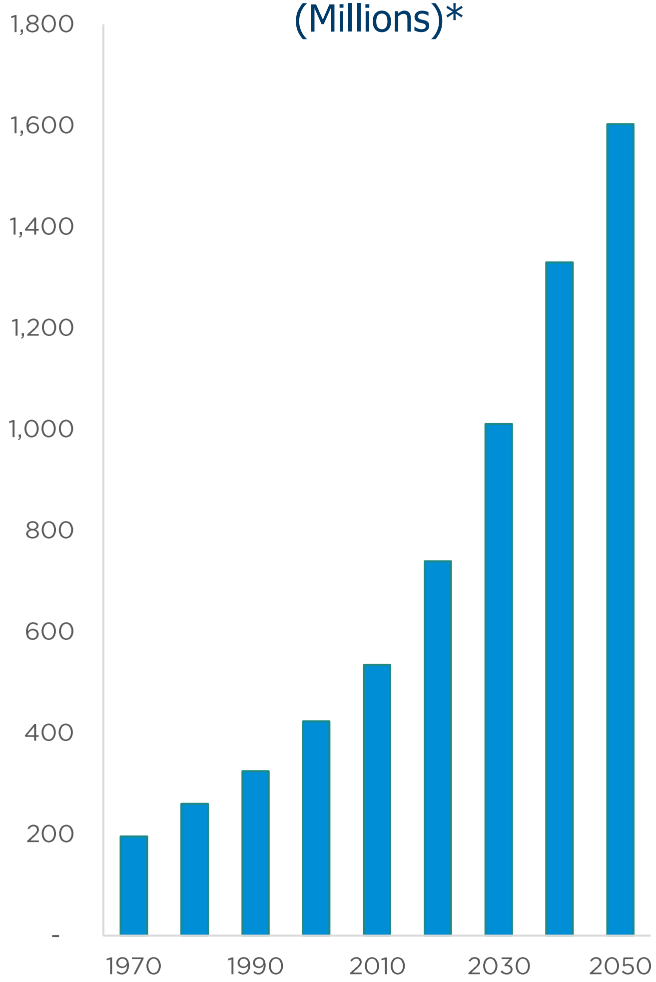
- Global population 60 years+ is expected to more than double over the next 30 years[1]
- 18% of adults are forecast to be obese by 2030[2]

40-50% of healthcare spend is on persons 65 years and older, in OECD countries[3]

Low-upper middle income markets increasing healthcare spending

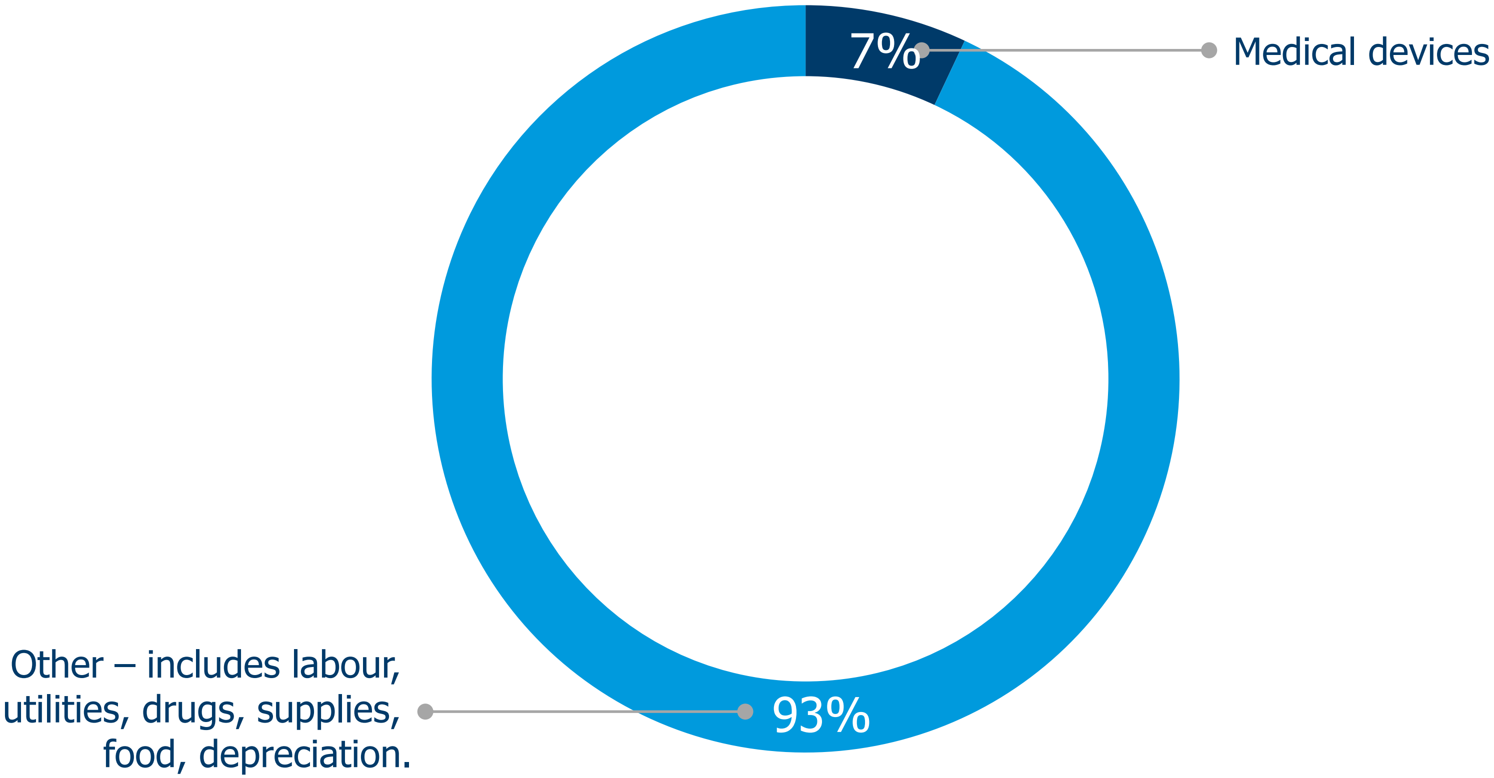
- Total health spending is increasing more rapidly in low–upper middle income countries (4 to 5% on average) than in high income countries (~2%)[4]

Global population over age 65 (Millions)*



* Source: United Nations world population prospects - medium-fertility scenario

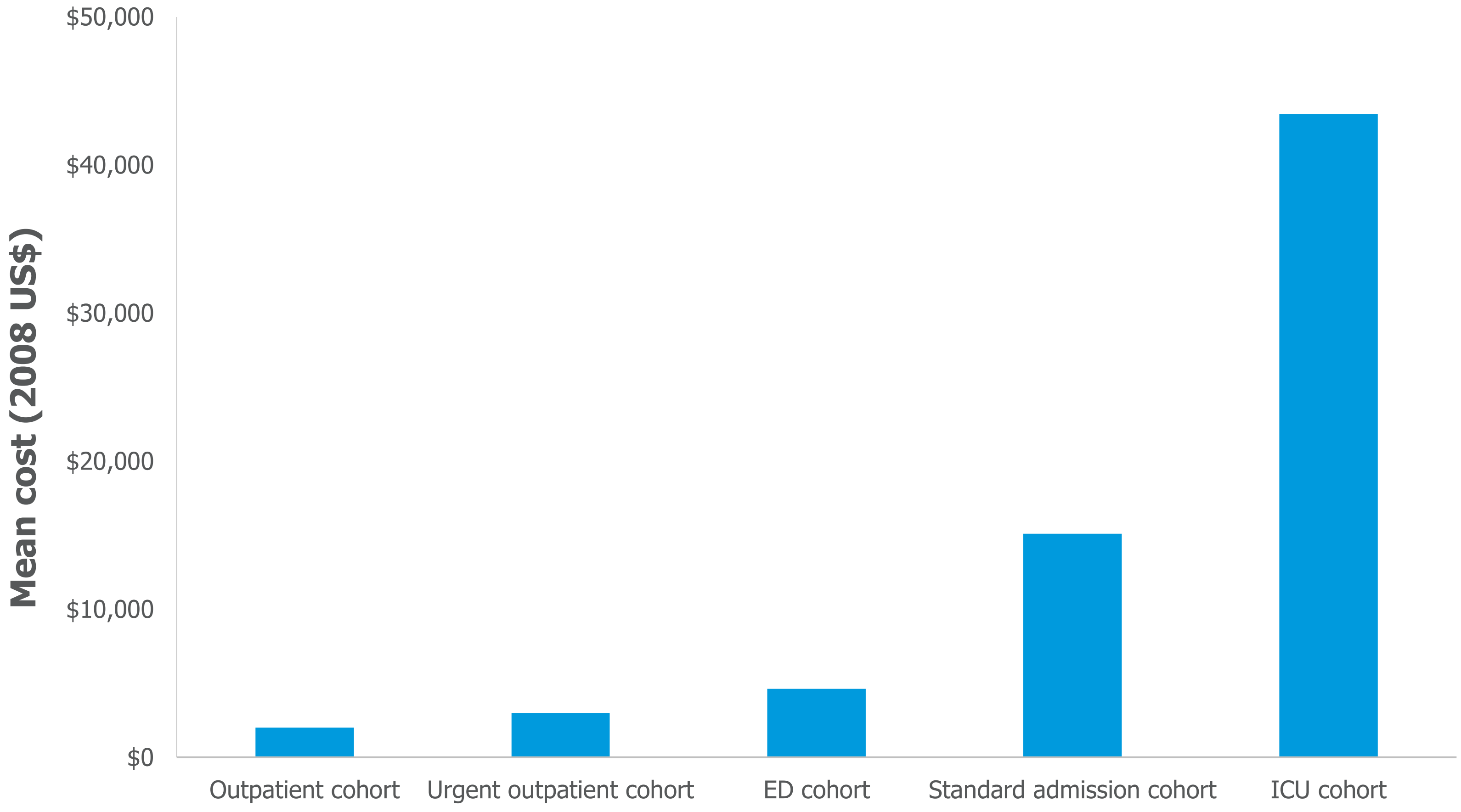
Hospital cost breakdown



Source: (2022). The European Medical Technology in Figures. MedTech Europe from diagnosis to cure. https://www.medtecheurope.org/datahub/expenditure/#sources

Lower care intensity = lower cost

MEAN ANNUAL COPD-RELATED MEDICAL, PHARMACY AND TOTAL COSTS BY CARE INTENSITY COHORT



Source: Anand A Dalal, Laura Christensen, Fang Liu, and Aylin A Riedel. Direct costs of chronic obstructive pulmonary disease among managed care patients. *Int J Chron Obstruct Pulmon Dis*. 2010; 5: 241-249.

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Respiratory humidification

- Normal airway humidification is bypassed or compromised during ventilation or oxygen therapy
- Mucociliary transport system operates less effectively
- Need to deliver gas at physiologically normal levels
  - 37°C body core temperature
  - 44mg/L 100% saturated

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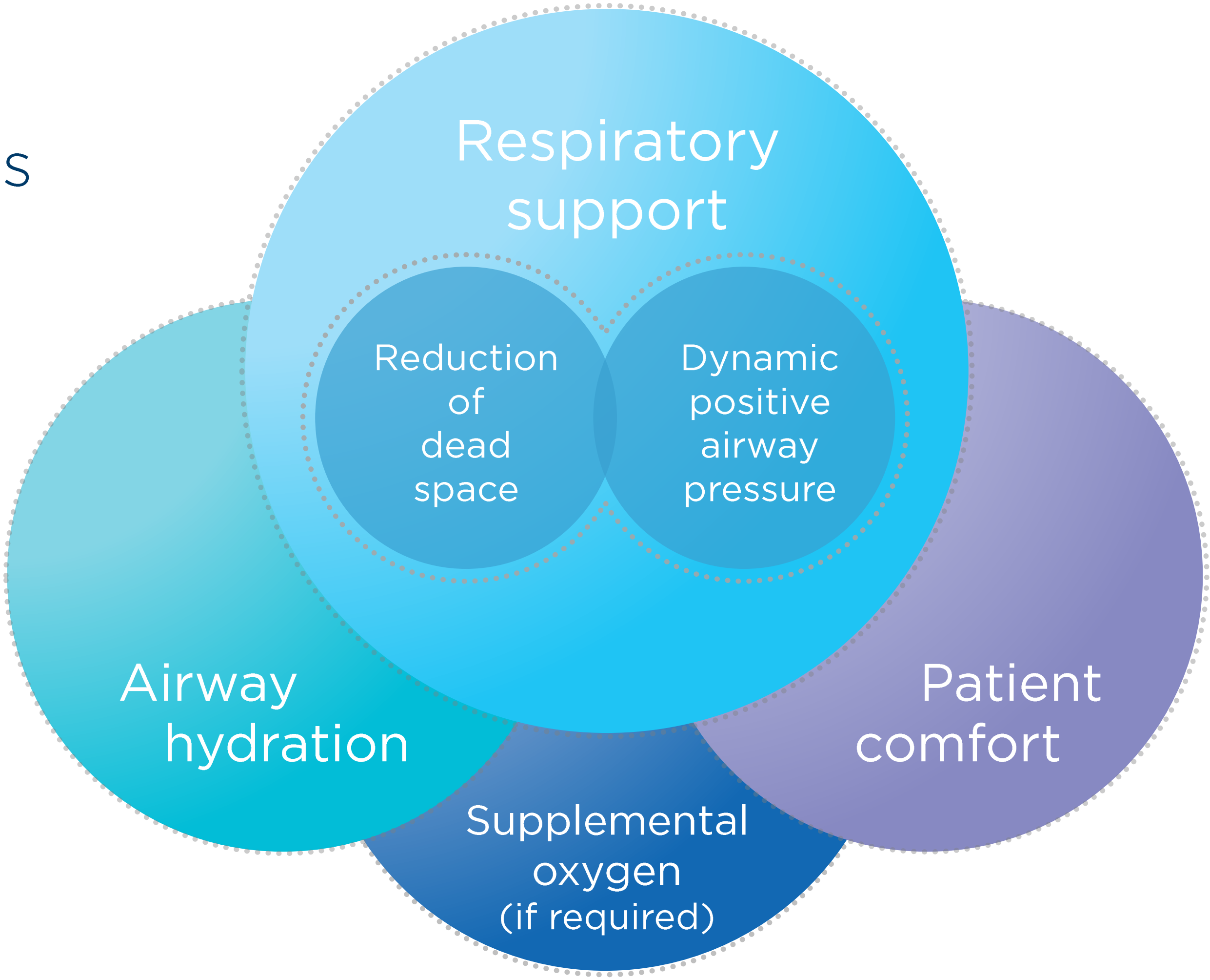
Optiflow nasal high flow therapy

Mechanisms of action

Spontaneously breathing patients with or at risk of respiratory compromise



Optiflow - displacing conventional oxygen therapy

CONVENTIONAL OXYGEN THERAPY


Low flow nasal prongs


Simple face mask


Rebreather mask

NON-INVASIVE VENTILATION

F&P Optiflow

Nasal high flow therapy

Patient groups who may benefit from Optiflow

ADULTS:

- Acute respiratory failure
- Asthma
- Atelectasis
- Bronchiectasis
- Bronchitis
- Burns
- COPD
- Chest trauma
- Emphysema
- Palliative Care
- Pneumonia
- Pulmonary embolism
- Respiratory compromise
- Viral pneumonia
- Carbon monoxide poisoning

PAEDIATRICS/NEONATES:

- Infant respiratory distress
- Bronchiolitis

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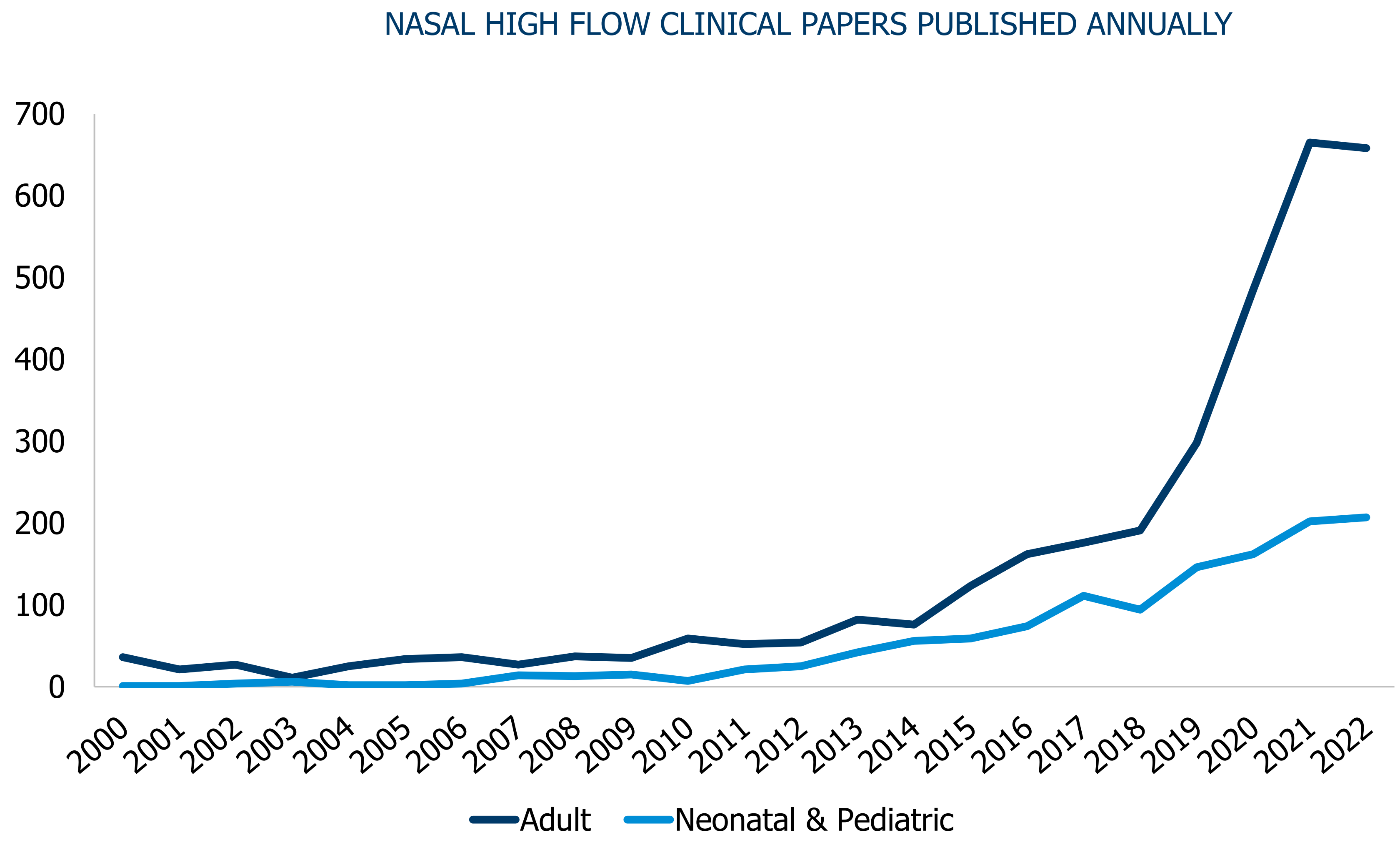
Clinical practice guidelines: Nasal high flow therapy

	Supporting clinical practice guidelines	Emergency department	ICU/HDU	Respiratory	General
Primary support MEDICAL	ESICM, ERS, SSC, AARC, ACP, TSANZ, WHO	✓	✓	✓	
Primary support POST-OPERATIVE	ESICM, ERS		✓		
Pre-escalation support/ Peri-intubation	ESICM	✓	✓		
Post-extubation/ De-escalation support	ESICM, ERS, AARC, ACP		✓		
Complementary support (NIV-rested/proning)	ERS	✓	✓	✓	✓
Prophylactic support (Require oxygen/avoid escalation)	AARC	✓	✓	✓	✓

Clinical practice guidelines – ESICM[11], ERS[12], SSC[13], AARC[14], ACP[15], TSANZ[16], WHO[17]

Optiflow NHF - a growing body of clinical evidence



- The publication of 865 clinical papers on NHF signifies the high level of clinical interest in the therapy

Source: PubMed

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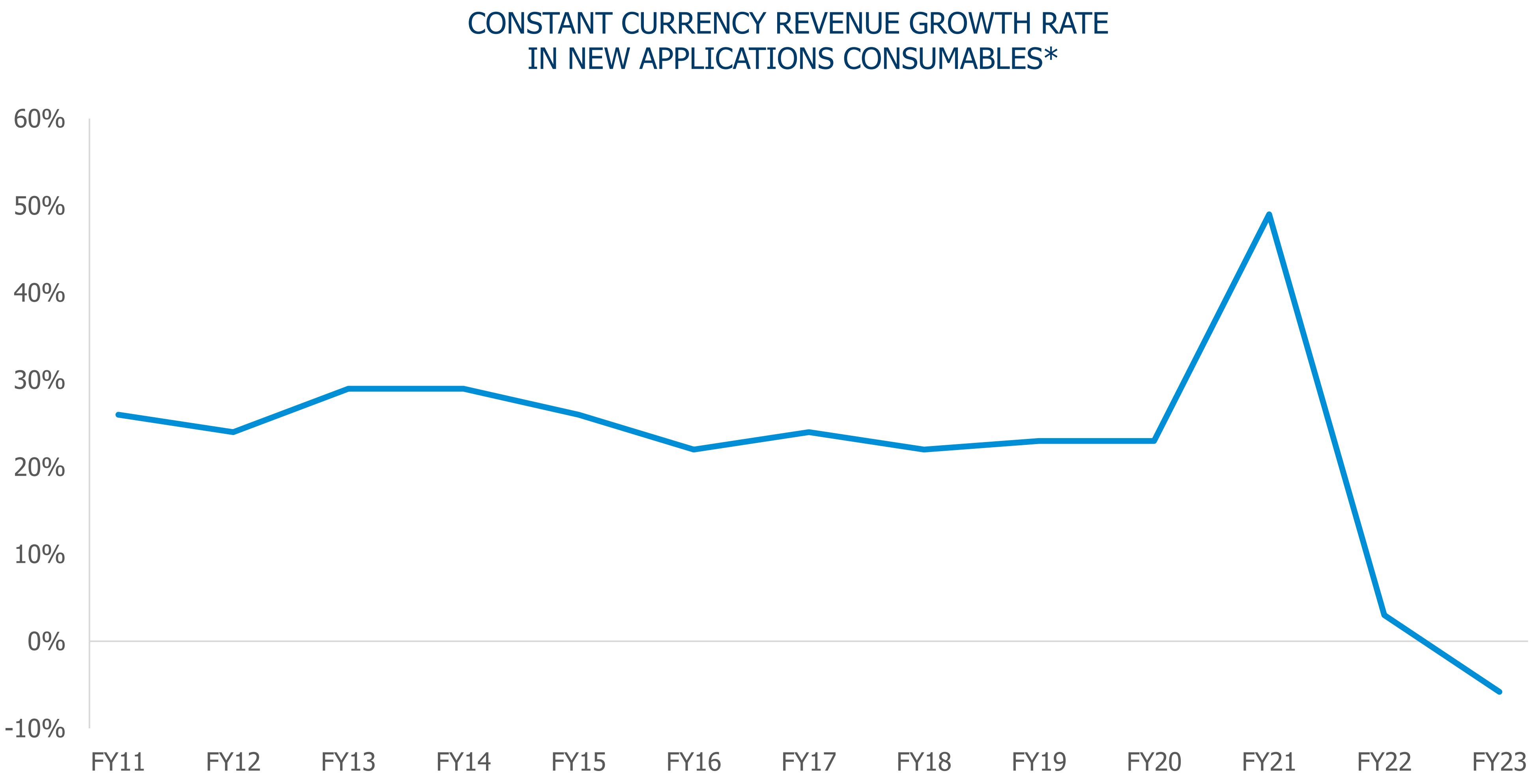
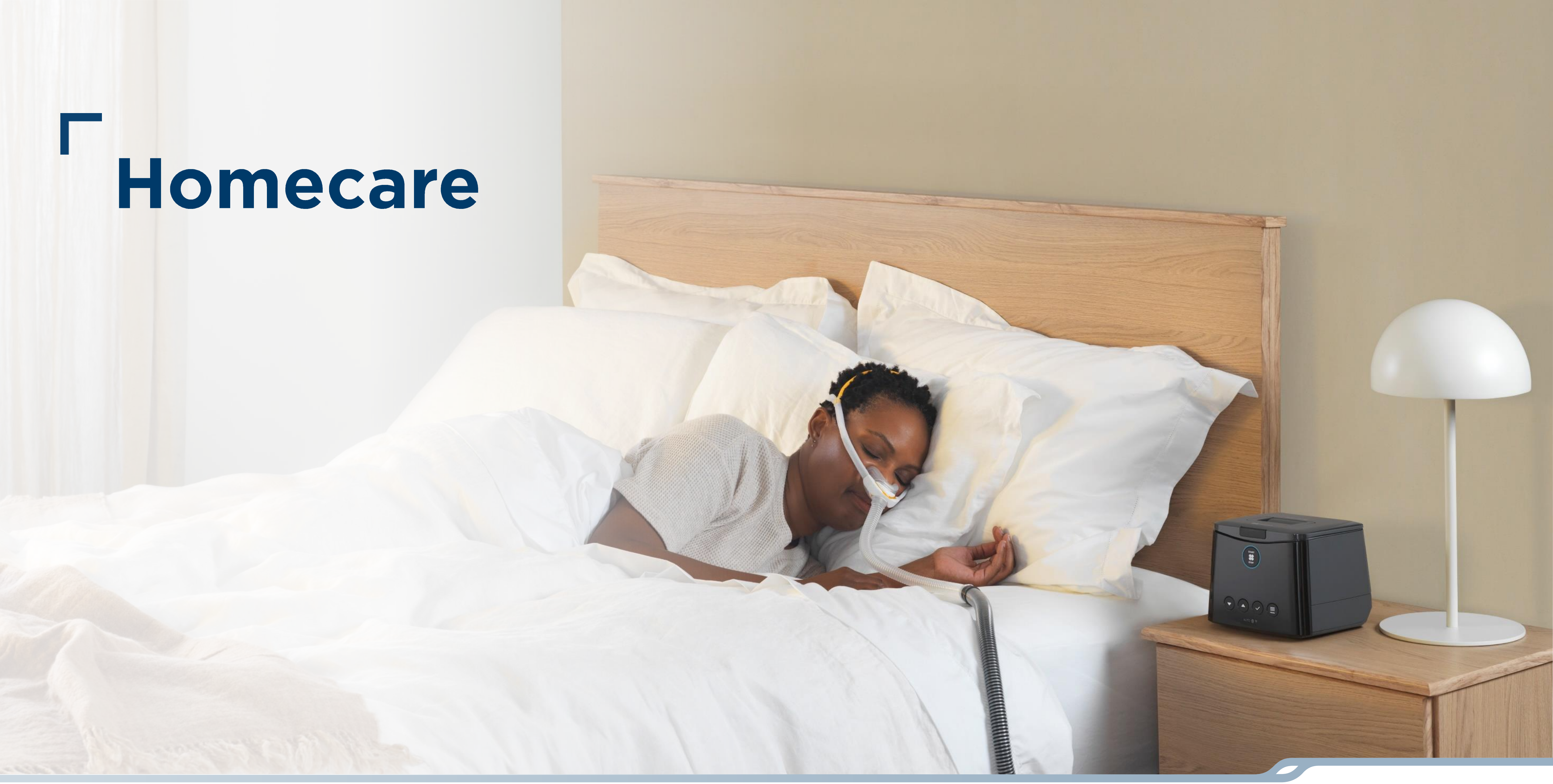
History of growth in hospital new applications



New applications consumables: Non-invasive ventilation, Optiflow, Anesthesia, Surgical
* Adjusted to exclude impact of US distribution transition in FY16 and FY17

Homecare



Obstructive Sleep Apnea

- Obstructive sleep apnea is an underdiagnosed medical condition, with multiple negative outcomes to patients' health.
- It can greatly impair quality of sleep, leading to fatigue; also associated with hypertension, stroke and heart attack
- Estimate >100 million people affected in developed countries
- Most common treatment is CPAP (Continuous Positive Airway Pressure)
  - Key issue with CPAP is compliance
  - Humidification provides significant acceptance and compliance improvements

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Mask matters most

- Masks are key to compliance
- Unique, patented designs
- Released our new F&P Solo™ mask into New Zealand and Australia.

F&P Evora Nasal

F&P Evora Full

F&P Solo

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Home respiratory support

- Chronic obstructive pulmonary disease (COPD) is a lung disease which is commonly associated with smoking
- Emphysema and chronic bronchitis are both forms of COPD
- Chronic respiratory disease, primarily COPD, is the third leading cause of death in the world[6]
- 6% of US adults have been diagnosed with COPD[7] (~15 million people)
- 4-10% COPD prevalence worldwide[8] (~400 million people)
- Emerging evidence for COPD patients using NHF at home, reduced exacerbation rates[5], reduced hypercapnia[9,10], and improved quality of life[9,10].

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Manufacturing and operations

New Zealand

- Four buildings: 110,000 m^2 / 1,180,000 ft^2
- Co-location of R&D and manufacturing
- Continued earthworks on building 5
- Received Overseas Investment Office approval for the purchase of land in Karaka for our second New Zealand campus

Tijuana, Mexico

- Three buildings: 63,000 m^2 / 690,000 ft^2

Guangzhou, China

- Progressed development of our new manufacturing facility in China.

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Environmental, Social & Governance

Our People

The Board approved a discretionary profit-sharing payment of $10 million for company employees. Our people have continued to overcome supply chain issues and worked tirelessly to meet global demand surges over the last three years.

Community and Volunteer Groups

We are proud of the community groups supported through the Fisher & Paykel Healthcare Foundation. During the 2023 financial year, the Foundation provided funding of $924,000 to organisations working in local communities.

Refer to our 2023 Annual Report for more details.

Sustainable Procurement

FY23 Highlights:

- Launched our new Sustainable Procurement Framework to suppliers
- Completed recruitment of sustainable procurement specialist to cover the Asia region
- Extended our Speak Up Procedure to suppliers

Sustainability disclosures and indices

We participate annually in a suite of well-respected sustainability disclosure programmes and are included in the Dow Jones Sustainability Index and the FTSE4Good index.

Member of
Dow Jones Sustainability Indices
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FTSE4Good

CDP

Key Environmental Metrics

	FY21	FY22	FY23
Scope 1 emissions (tonnes CO_2e)	1,465	1,777	2,287
Scope 2 emissions (tonnes CO_2e)*	14,542	13,894	14,529
Scope 3 emissions (tonnes CO_2e)	718,991	457,112	328,313
Total emissions (tonnes CO_2e)*	734,998	472,783	345,129
Water usage (cubic metres)	134,900	184,171	133,517
Landfill waste diverted (cubic metres)	1,630	2,035	1,727
NZ recycling efficiency (percentage of waste diverted from landfill)	62%	68%	62%
Global recycling efficiency (percentage of waste diverted from landfill)	29%	52%	54%

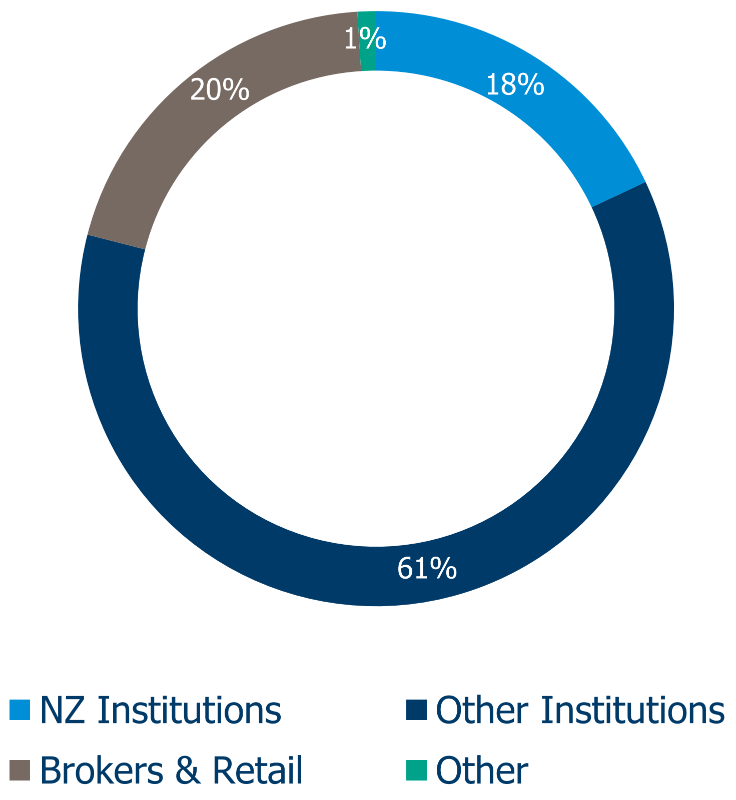
* Scope 2 reflects location based emissions

Fisher&Paykel HEALTHCARE

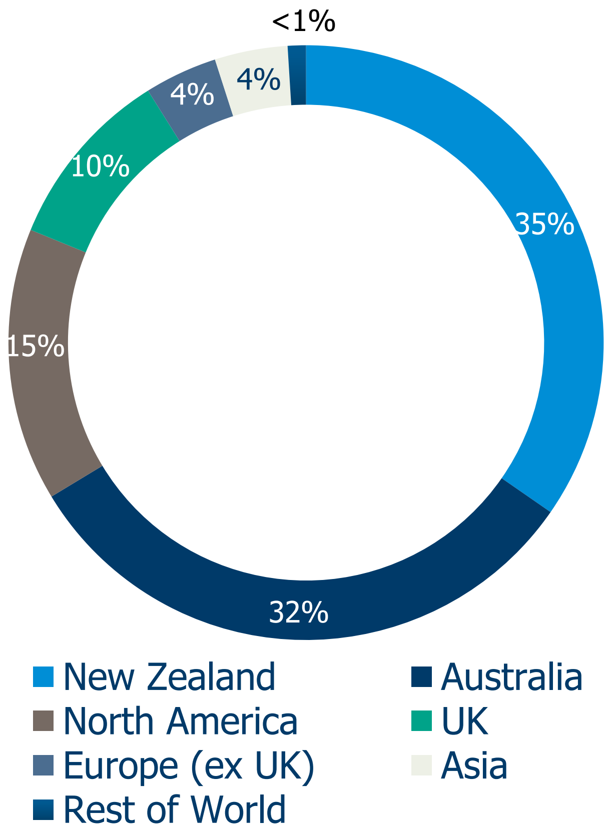
Ownership structure and listings

- Listed on NZX and ASX (NZX.FPH, ASX.FPH)

Shareholding structure as at 30 September 2023



Geographical ownership as at 30 September 2023



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