

# M O M E N T U M

# Your Board

---



Neville Mitchell



Lewis Gradon



Mark Cross



Anna Curzon



Sir Michael Daniell



Lisa McIntyre



Graham McLean



Cather Simpson

# Agenda

---

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

# Neville Mitchell

---



Board Chair



# NZ Campus 1 - Building 5

28,000 m<sup>2</sup> / 300,000 ft<sup>2</sup>



# NZ Campus 2 - Karaka

Future second campus in South Auckland

M O M E N T U M

# Your Board

---



Neville Mitchell



Lewis Gradon



Mark Cross



Anna Curzon



Sir Michael Daniell



Lisa McIntyre



Graham McLean



Cather Simpson

# Anna Curzon

---



New director

# Margie Apa

---



Future Director

# Neville Mitchell

---



Board Chair

# Lewis Gradon

---



Managing Director  
and CEO

# FY26 financial highlights

Operating Revenue

**\$2.31B**

↑ 12% (cc)

Hospital Hardware

↑ 27% (cc)

Gross Margin

**63.7%**

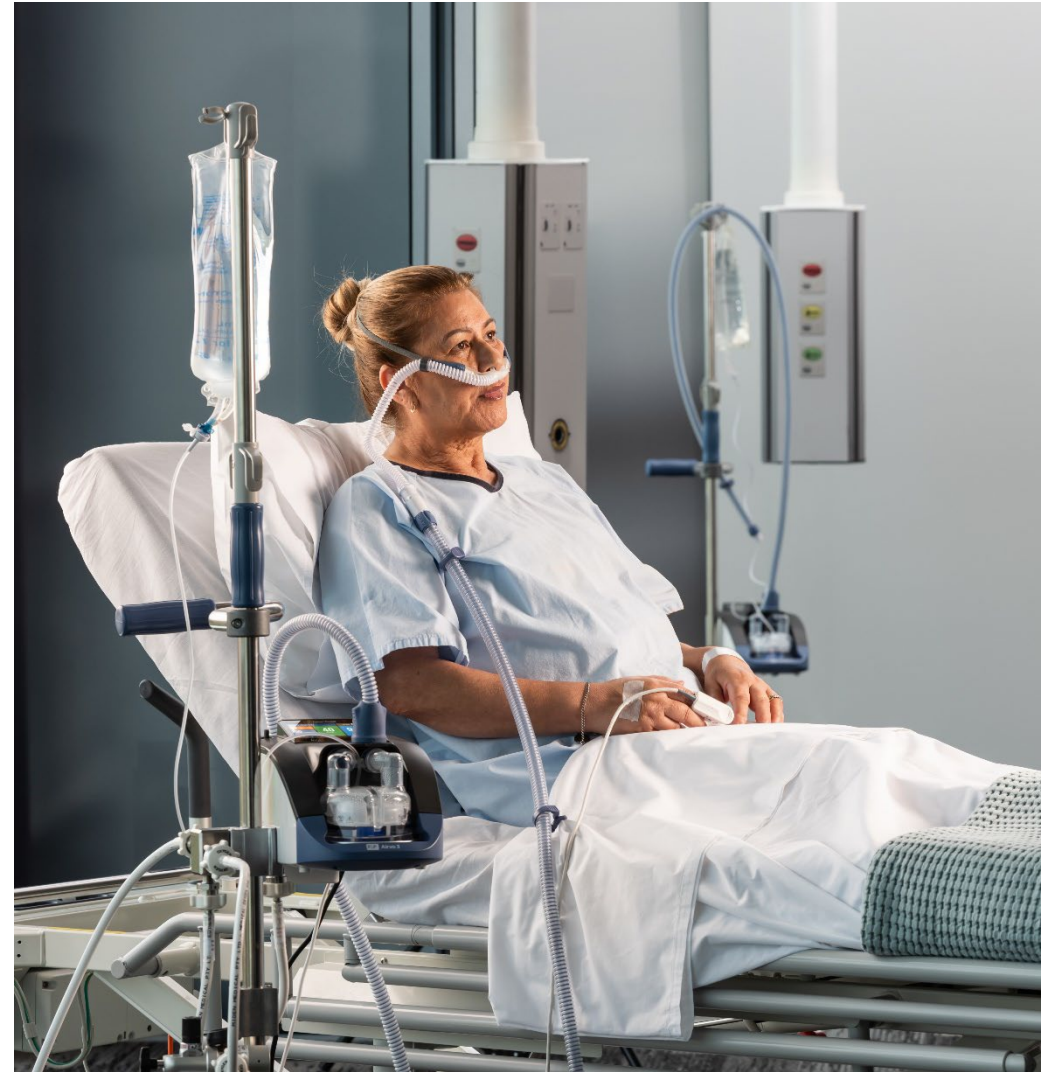
↑ 122bps

Net Profit After Tax

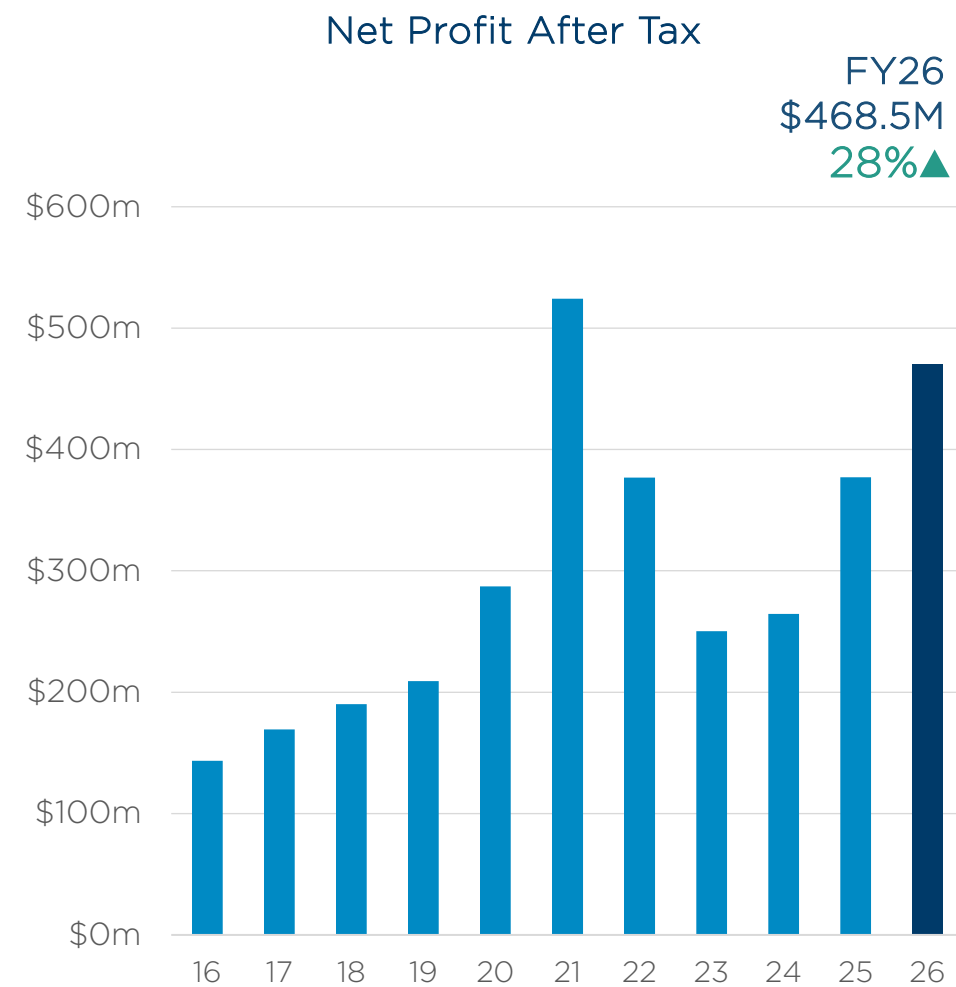
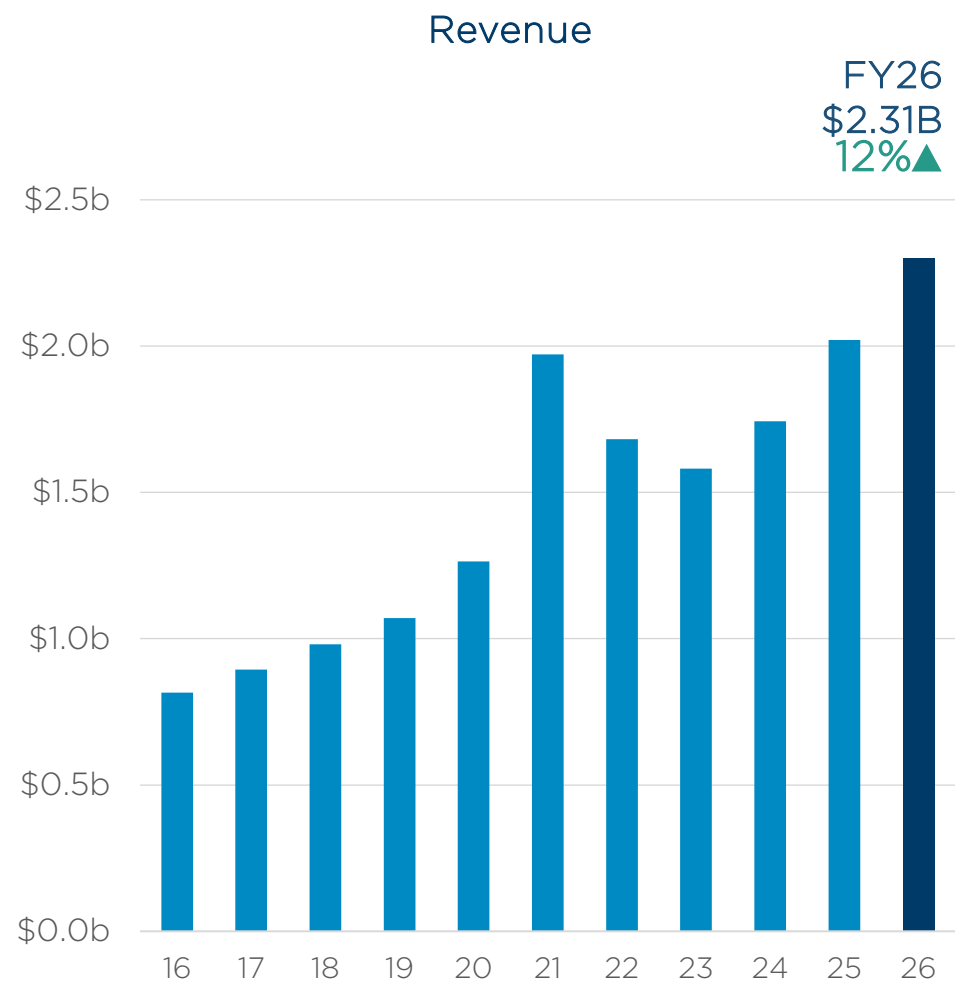
**\$468.5M**

↑ 28% (cc)

Constant currency growth rates



# 10-year trends



Constant currency growth rates

# Dividends

FY26 Final Dividend

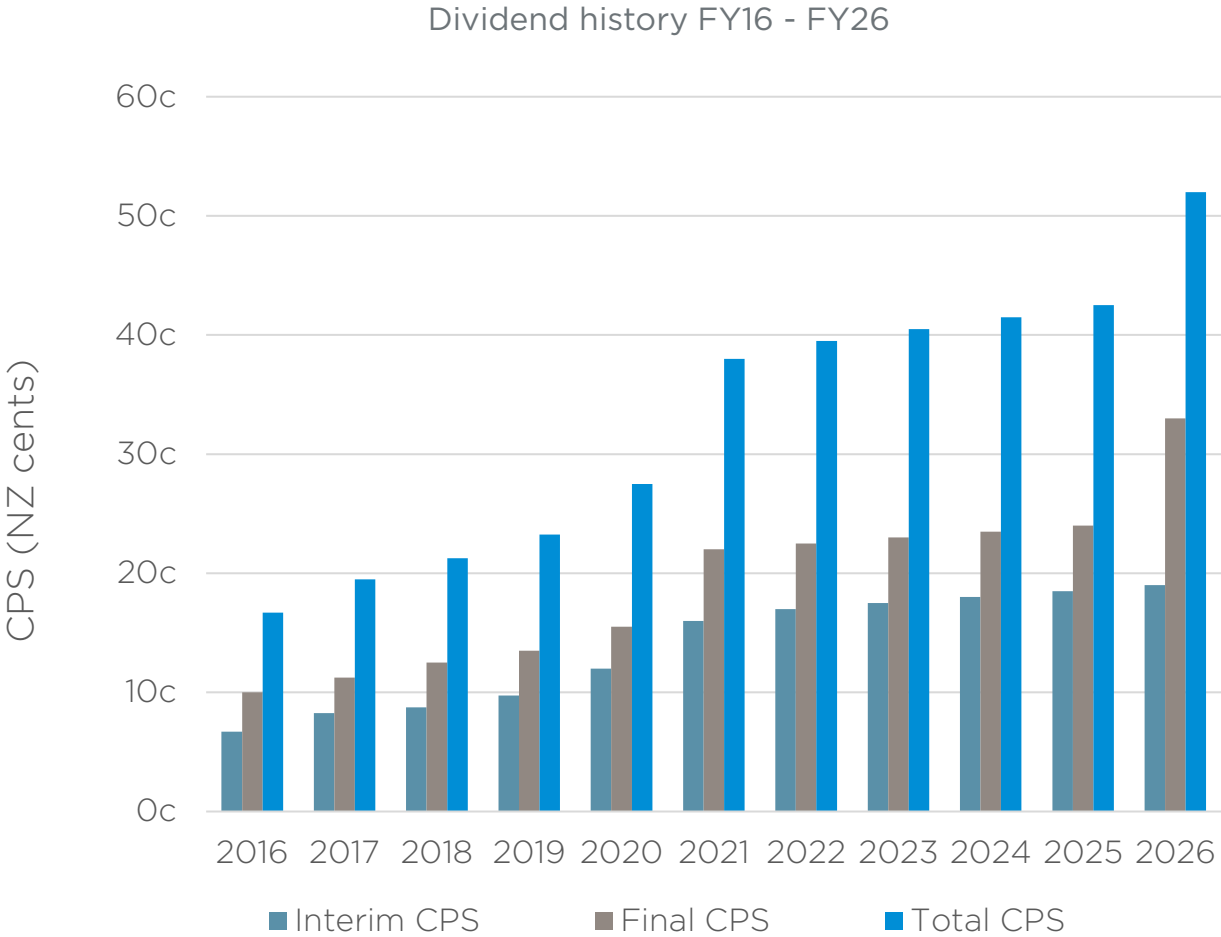
33cps      ↑38%

FY26 Total Dividend

52cps      ↑22%

10-year DPS CAGR

12%



# Global trade and world events



# FY27 first half outlook

---

At 31 July exchange rates\*, guidance assumptions for the first half of the 2027 financial year include a continuation of the current trading environment and result in:

- Operating revenue of approximately \$1.24 billion
- Net profit after tax of approximately \$280 million.

This would equate to approximately 14% growth in reported operating revenue and approximately 24% growth in net profit after tax (excluding the impact of US tariff refunds), compared to the first half of the 2026 financial year.

\*31 July 2026 exchange rates of NZD:USD 0.59, NZD:EUR 0.51, NZD:MXN 10.17.

# FY27 full year outlook

---

At 31 July exchange rates\*, our full year guidance is for:

- Operating revenue in the range of approximately \$2.47 billion to \$2.57 billion
- Net profit after tax in the range of approximately \$525 million to \$565 million.

The first half and full year net profit after tax guidance incorporates \$23 million in US IEEPA tariff refunds.

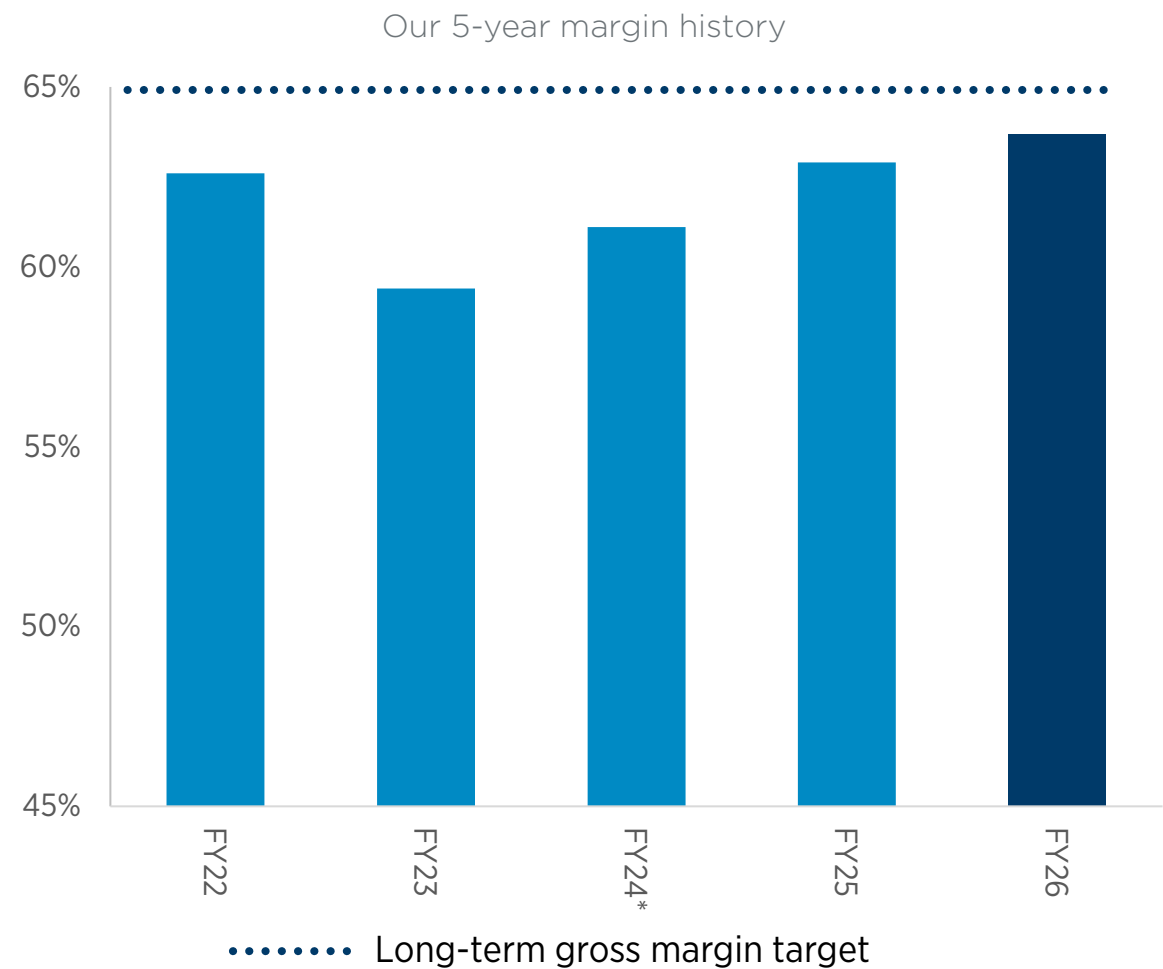
The full year outlook assumes current global tariff rates, policies and applications for the duration of this financial year and continues to anticipate an overall improvement in gross margin.

\*31 July 2026 exchange rates of NZD:USD 0.59, NZD:EUR 0.51, NZD:MXN 10.17.

# Building momentum for the future

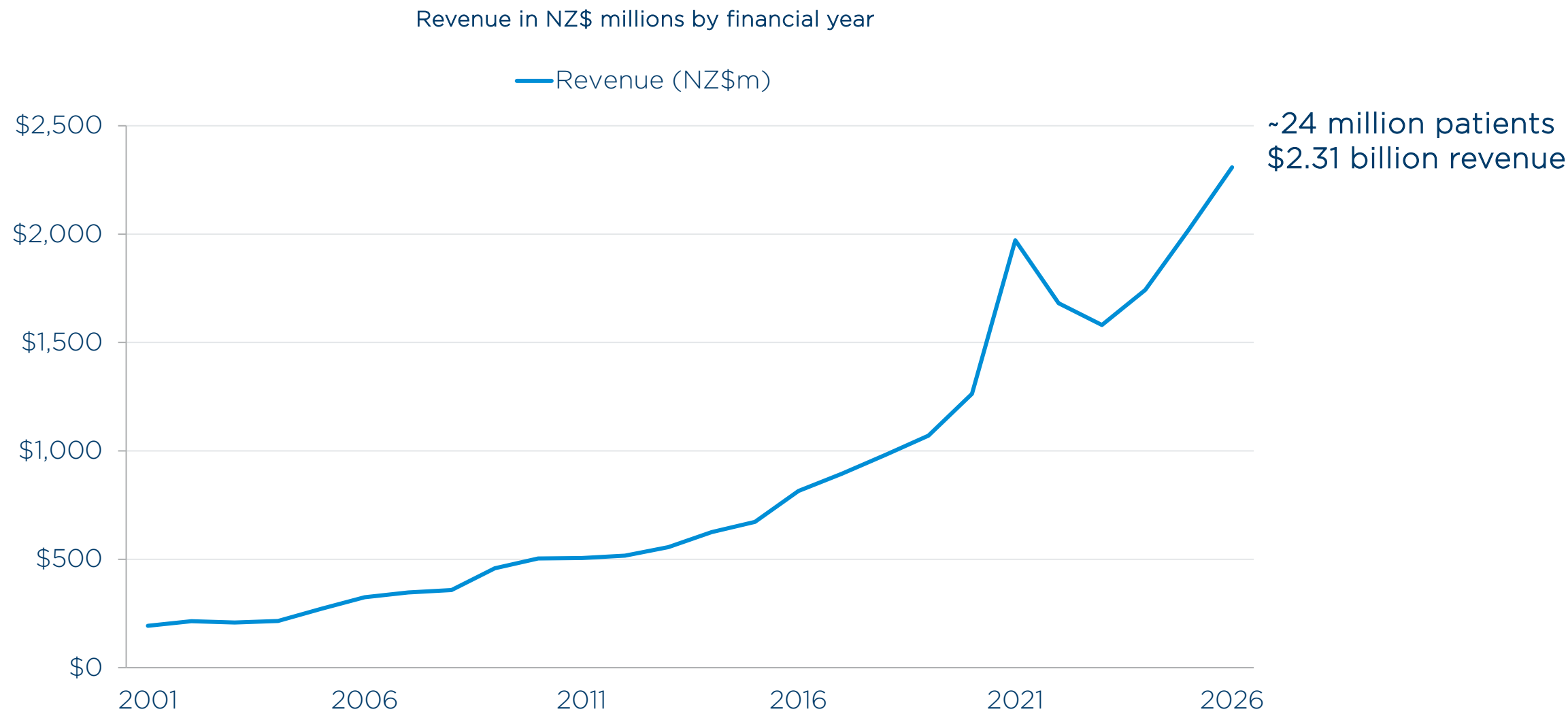
|                                                                                                      | FY2021                                                                               | FY2026 | Change                                                                              |      | Comment                                                                                          |
|------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|--------|-------------------------------------------------------------------------------------|------|--------------------------------------------------------------------------------------------------|
| People in Research & Development                                                                     | 684                                                                                  | 969    |  | 42%  | R&D spend averaging 10.6% of revenue over five years.                                            |
| Patents in the United States                                                                         | 381                                                                                  | 768    |  | 102% | Our global patent portfolio now numbers more than 4,500.                                         |
| People in Sales, Marketing & Distribution                                                            | 1,230                                                                                | 1,568  |  | 27%  | A direct sales presence in 55 countries vs. 45 in FY21.                                          |
| Nasal high flow (NHF) clinical practice guidelines                                                   | 5                                                                                    | 12     |  | +7   | ~3,200 studies cumulatively published over five years.                                           |
| Number of professional societies or groups with anesthesia guidelines recommending/acknowledging NHF | ~10                                                                                  | ~25    |  | +~15 | Guidelines span several strategic markets including North America, UK, France, and Australia/NZ. |
| Hospital hardware revenue                                                                            | Approximately ~\$880m in cumulative hospital hardware revenue from FY2022 to FY2026. |        |                                                                                     |      |                                                                                                  |

# Gross margin recovery



\*Underlying gross margin excludes the product recall provision

# Revenue growth since 2001



# Neville Mitchell

---

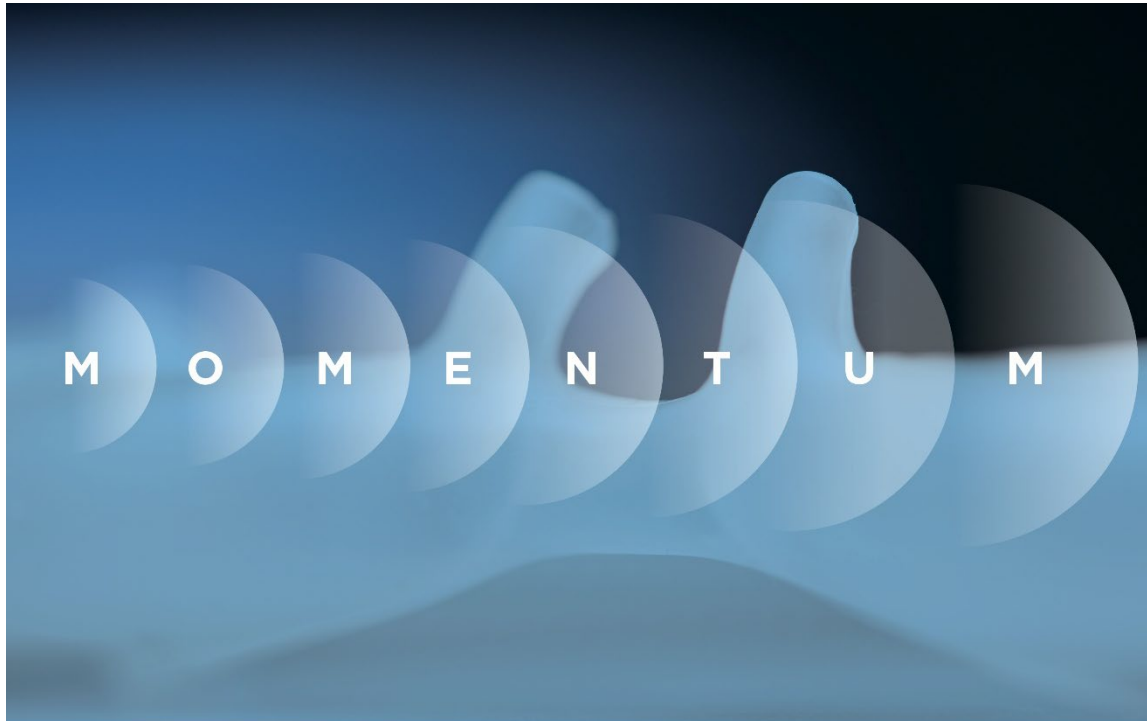


**Board Chair**

# Financial statements

---

- Opportunity for shareholders to ask any questions specifically on the financial statements, the auditor's report or the company's 2026 annual report.
- There will be an opportunity to ask any general questions once all items on the agenda have been considered.



# Resolutions

---

1. Election of Anna Curzon
2. Auditor's Remuneration
3. Directors' Remuneration
4. Discretionary Long Term Variable Remuneration to Lewis Gradon
5. Issue of Performance Share Rights – North America
6. Issue of Share Options – North America
7. Issue of Employee Share Rights – North America

# How to vote online

The screenshot shows the Fisher & Paykel Virtual Meeting interface. At the top left is the F&P logo and the text "Virtual Meeting". To the right is the "HELP NUMBER 0800 200 220". Further right are two buttons: "Ask a Question" and "Get a Voting Card". A blue arrow labeled "Help line" points from the help number to the "Ask a Question" button. The main video area displays the word "MOMENTUM" in large, semi-transparent letters over a blue background. Below the video, there is a "Voting box" and a "Question box" with arrows pointing to them. The "Voting box" points to a button with a plus sign and the text "Get a Voting Card". The "Question box" points to a button with a question mark and the text "Ask a Question". To the right of these buttons is a "Downloads" section with links for "Notice of meeting" and "Annual report". The video player controls at the bottom show "LIVE", a progress bar, and the "vimeo" logo.

# Neville Mitchell

---



**Board Chair**

# Resolution 1: Election of Anna Curzon

---

That Anna Curzon, who being eligible, offers herself for election, be elected as a Director of the company.



Click “Submit Vote” to lodge your vote.

Need help?

Call the MUFG Corporate Markets helpline  
0800 200 220

# Resolution 2: 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.

Need help?

Call the MUFG Corporate Markets helpline  
0800 200 220

# Resolution 3: Directors' Remuneration

---

That the maximum aggregate annual remuneration payable to non-executive Directors be increased by NZ\$350,000 from NZ\$1,750,000 to NZ\$2,100,000 (plus GST as appropriate).

Click “Submit Vote” to lodge your vote.

Need help?

Call the MUFG Corporate Markets helpline  
0800 200 220

# Resolution 4: Discretionary Long Term Variable Remuneration

---

That the grant of discretionary long term variable remuneration instruments to Lewis Gradon, Managing Director and Chief Executive Officer, be approved.



Click “Submit Vote” to lodge your vote.

Need help?

Call the MUFG Corporate Markets helpline  
0800 200 220

# Resolution 5: Issue of Performance Share Rights

---

That the Fisher & Paykel Healthcare Corporation Limited 2025 Performance Share Rights Plan – North America be approved.

Click “Submit Vote” to lodge your vote.

Need help?

Call the MUFG Corporate Markets helpline  
0800 200 220

# Resolution 6: Issue of Share Options

---

That the Fisher & Paykel Healthcare  
Corporation Limited 2025 Share Option  
Plan – North America be approved.

Click “Submit Vote” to lodge your vote.

Need help?

Call the MUFG Corporate Markets helpline  
0800 200 220

# Resolution 7: Issue of Employee Share Rights

---

That the Fisher & Paykel Healthcare  
Corporation Limited Employee Share  
Rights Plan – North America be approved.

Click “Submit Vote” to lodge your vote.

Need help?

Call the MUFG Corporate Markets helpline  
0800 200 220

# Neville Mitchell

---



Board Chair

# Questions



M O M E N T U M

Thank you for attending today's  
Annual Shareholders' Meeting