#### **Corporate Profile**



# Fresenius Medical Care

Fresenius Medical Care is the world's largest integrated provider of products and services for individuals undergoing dialysis because of chronic kidney failure, a condition that affects more than 2 million individuals worldwide. Through its network of 2,769 dialysis clinics in North America, Europe, Latin America, Asia-Pacific and Africa, Fresenius Medical Care provides dialysis treatment to 216,942 patients around the globe. Fresenius Medical Care is also the world's leading provider of dialysis products such as hemodialysis machines, dialyzers and related disposable products.

#### **Growth Strategy**

With GOAL 13...

...new targets of the growth strategy were adopted in September 2010. Thereby we follow up the previous strategy, continuing to pursue the strategic four paths consistently in a financially responsible way to consolidate our position as world market leader in dialysis:

- Organic growth in dialysis services by innovative treatment techniques and the opening of new clinics
- Acquisitions of existing clinics to ensure optimized international presence
- Horizontal expansion in the sector of Renal Drugs as well as
- A boosted activity in home therapies

#### Key Figures - Summary First Quarter 2011

Net revenue	\$	3,036 million	+ 5%
Operating income (EBIT)	\$	445 million	+ 5%
Net income attributable to Fresenius Medical Care AG & Co. KGaA	\$	221 million	+ 5%
Earnings per share	\$	0.73	+ 4%
Total assets <sup>1</sup>	\$	18,114 million	
Operating cash flow	\$	175 million	
Employees <sup>1</sup>		74,844	+ 2%
Patients <sup>1</sup>		216,942	+ 9%
Clinics <sup>1</sup>	2,769 + 8%		
Treatments <sup>2</sup>	8.17 million + 9%		
as of March 31, 2011			

<sup>1</sup> as of March 31, 2011

<sup>2</sup> in the first quarter of 2011

## Revenue Q1 2011 per region (\$ 3,036 m)



## Goals for 2011

Net revenue	> \$ 13.0 billion
Net income	\$ 1.070 - 1.090 billion
Leverage ratio (Debt/EBITDA)	≤ 2.8
Capital expenditures	~ 5% of revenue
Acquisitions	~ \$ 1.2 billion

#### **Management Board**

- Dr. Ben J. Lipps (Chairman)
- Rice Powell (Vice Chairman)
- Michael Brosnan
- Roberto Fusté
- Dr. Emanuele Gatti
- Dr. Rainer Runte
- Kent Wanzek

## Supervisory Board

- Dr. Gerd Krick (Chairman)
- Dr. Dieter Schenk (Vice Chairman)
- Dr. Walter L. Weisman
- Rolf A. Classon
- William P. Johnston
- Prof. Dr. Bernd Fahrholz

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## Share Profile – Key Data

	V MEDICAL CARE
Ordinary shares	Preference shares
-	
FME	FME3
FMS	FMS/P
FMEG.DE / FMEG.F	FMEG_p.DE / FMEG_p.F
FME GY	FME3 GY
578 580	578 583
DE 0005785802	DE 0005785836
358029106	358029205
	FME FMS FMEG.DE / FMEG.F FME GY 578 580 DE 0005785802

## **Financing Instruments and Maturity Profile**

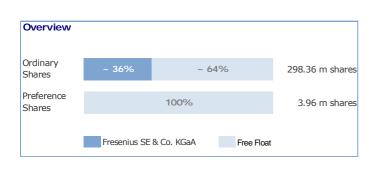
	Year issued	Amount in million	Coupon %	Maturity
Credit Agreement Term Loan A	2006	\$ 1,850 <sup>1</sup>		March 31, 2013
Credit Agreement Term Loan B	2006	\$ 1,750 <sup>1</sup>		March 31, 2013
Senior Notes 2010 - 2016	2010	€ 250	5,50%	July 15, 2016
Senior Notes 2007 - 2017	2007	\$ 500	6,875%	July 15, 2017
Senior Notes 2011 - 2021	2011	\$ 650	5,75%	February 15, 2021
Senior Notes 2011 - 2021	2011	€ 300	5,25%	February 15, 2021
Trust Preferred Securities IV	2001	\$ 225	7,875%	June 15, 2011
Trust Preferred Securities V	2001	€ 300	7,375%	June 15, 2011
Notes (Schuldscheindarlehen)	2009	€ 155		October 27, 2012
Notes (Schuldscheindarlehen)	2009	€ 45		October 27, 2014

<sup>1</sup> at the beginning before amortisation and extension

# Share Price Development last 12 months



**Capital Structure** 



## **Financial Calendar**

Event	Date		
Report on Second Quarter 2011			
Earnings Release:	August 2, 2011		
Conference Call:	August 2, 2011		
Quarterly Financial Report:	August 31, 2011		
Report on Third Quarter 2011			
Earnings Release:	Nov. 2, 2011		
Conference Call:	Nov. 2, 2011		
Quarterly Financial Report:	Nov. 30, 2011		

#### Contacts

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