

## **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 2.1 million individuals worldwide. Through its network of 3,135 dialysis clinics in North America, Europe, Latin America, Asia-Pacific and Africa, Fresenius Medical Care provides dialysis treatment to 256,521 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 third quarter 2012**

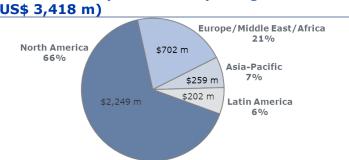
Net revenue	\$ 3,418 million	+ 7%
Operating income (EBIT)	\$ 568 million	+ 6%
Net income	\$ 270 million	- 3%
attributable to shareholders of Fresenius Medical Care AG & Co. KGaA		
Earnings per share	\$ 0.88	- 4%
Total assets <sup>1</sup>	\$ 21,860 million	
Operating cash flow <sup>2</sup>	\$ 1,467 million	
Employees <sup>1</sup>	85,368	+ 8%
Patients <sup>1</sup>	256,521	+ 12%
Clinics <sup>1</sup>	3,135	+ 9%
Treatments <sup>2</sup>	28.6 million	+ 12%

<sup>&</sup>lt;sup>2</sup> as of September 30, 2012

#### Goals for 2012

Net revenue	~ \$14.0 billion <sup>12</sup>
Net income	~ \$1.14 billion <sup>12</sup>
Leverage ratio (Debt/EBITDA)	< 3.0
Capital expenditures	~ \$700 million
Acquisitions	~ \$1.8 billion

Revenue third quarter 2012 per region (US\$ 3,418 m)



<sup>&</sup>lt;sup>1</sup>This does not include the investment gain in the amount of \$140 million in the first nine months 2012 nor does it consider \$70 million after tax

#### **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

<sup>&</sup>lt;sup>3</sup> in the first nine months of 2012

 $<sup>^{2}</sup>$ We define the  $\sim$ sign as +/- 0-2% deviation from the respective numbers



## **Share Profile - Key Data**

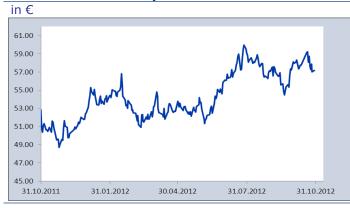
Ticker Symbols	Ordinary shares	<b>Preference shares</b>	
Frankfurt Stock Exchange	FME	FME3	
New York Stock Exchange (NYSE)	FMS	FMS/P	
Reuters: XETRA / Frankfurt Stock Exchange	FMEG.DE / FMEG.F	FMEG_p.DE / FMEG_p.F	
Bloomberg	FME GY	FME3 GY	
Security Identification Numbers			
WKN	578 580	578 583	
ISIN	DE 0005785802	DE 0005785836	
CUSIP No. (NYSE)	358029106	358029205	

**Financing Instruments and Maturity Profile** 

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	Amount in	Coupon %	Maturity
	million		
Credit Agreement Revolver	~\$ 1,250		October 30, 2017
Credit Agreement Term Loan A	\$ 2,600 <sup>1</sup>		October 30, 2017
Senior Notes 2010 - 2016	€ 250	5.50%	July 15, 2016
Senior Notes 2011 - 2016	€ 100	3-month-Euribor +3.50%	Oct. 15, 2016
Senior Notes 2007 - 2017	\$ 500	6.875%	July 15, 2017
Senior Notes 2011 - 2018	\$ 400	6.50%	September 15, 2018
Senior Notes 2011 - 2018	€ 400	6.50%	September 15, 2018
Senior Notes 2012 - 2019	\$ 800	5.625%	July 31, 2019
Senior Notes 2012 - 2019	€ 250	5.25%	July 31, 2019
Senior Notes 2011 - 2021	\$ 650	5.75%	February 15, 2021
Senior Notes 2011 - 2021	€ 300	5.25%	February 15, 2021
Senior Notes 2012 - 2022	\$ 700	5.875%	January 31, 2022
Notes (Schuldscheindarlehen) 2009 - 2014	€ 45 <sup>1</sup>		October 27, 2014
Accounts Receivable Facility	\$ 800		July 31, 2014

<sup>&</sup>lt;sup>1</sup> at the beginning before amortisation

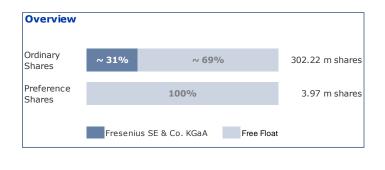
### **Share Price Development last 12 months**



# **Financial Calendar**

Event	Date
Report on Third Quarter 2012:	
Quarterly Financial Report:	November 30, 2012
Report on Full Year 2012:	February 26, 2013
Report on First Quarter 2013:	April 30, 2013
Annual General Meeting 2013:	May 16, 2013
Report on Second Quarter 2013:	July 30, 2013
Report on Third Quarter 2013:	November 5, 2013

### **Capital Structure**



#### **Contacts**

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