

— FRESENIUS MEDICAL CARE —  
*Profile 2010*



# CREATING A FUTURE WORTH LIVING

For people. Worldwide. Every day.  
More than three decades of experience in  
dialysis, innovative research, the global  
leader in dialysis services and products –  
that is Fresenius Medical Care.

Patients with kidney disease can now look ahead  
with much more confidence thanks to our  
innovative technologies and treatment concepts.  
We give them a future, one that offers them  
the best-possible quality of life.

As a vertically integrated company, we cover  
the entire dialysis value chain. We use the  
increasing demand for modern dialysis methods to  
our advantage and work consistently to enhance  
the Company's growth. Our focus is on consistently  
implementing strategies that enable us to uphold  
and expand our technological leadership.

We take the highest medical standards as  
our benchmark. This is our commitment  
to our patients, our partners in the healthcare  
system and our investors, who trust in  
the reliable performance and the future of  
Fresenius Medical Care.

## OPERATING DATA

Table 1

in \$ M

	2010	2009	Change
<b>Selected key figures</b>			
Net revenue	12,053	11,247	7 %
Earnings before interest and taxes, depreciation and amortization (EBITDA)	2,427	2,213	10 %
Earnings before interest and taxes (EBIT)	1,924	1,756	10 %
Net income <sup>1</sup>	979	891	10 %
Net cash flow	1,368	1,339	2 %
Free cash flow <sup>2</sup>	861	777	11 %
Capital expenditure, net	507	562	-10 %
Acquisitions, net	618	136	354 %
Earnings per ordinary share in \$	3.25	2.99	9 %
Dividend per ordinary share <sup>3</sup> in €	0.65	0.61	7 %
EBIT margin in %	16.0	15.6	-
Return on invested capital (ROIC) in %	8.8	8.5	-
Equity to assets in %	44.0	43.0	-

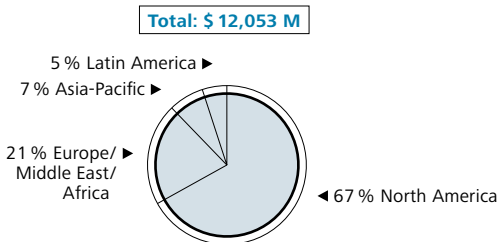
<sup>1</sup> Net income attributable to Fresenius Medical Care AG & Co. KGaA.

<sup>2</sup> Before acquisitions and dividends.

<sup>3</sup> 2010: Proposal to be approved by the Annual General Meeting on May 12, 2011.

## REVENUE BY REGION

Chart 2

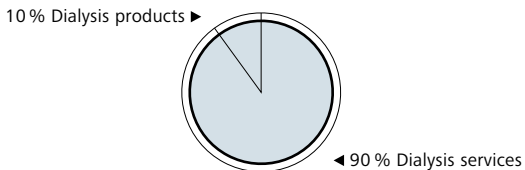


## REVENUE BY SEGMENT

Chart 3

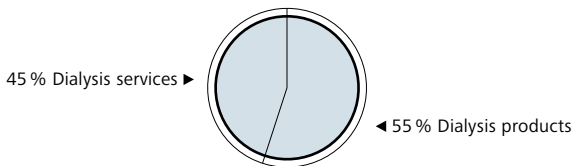
North America

**Total: \$ 8,130 M**



International

**Total: \$ 3,923 M**

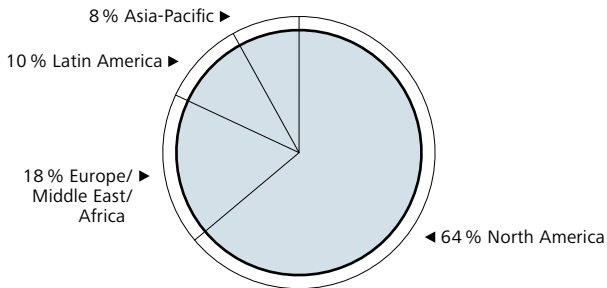


**FRESENIUS MEDICAL CARE:  
PATIENTS WORLDWIDE**

Chart 4

Patients

Total: 214,648



**FRESENIUS MEDICAL CARE:  
CLINICS WORLDWIDE**

Table 5

Number

	2010	2009	Change
North America	1,823	1,784	2 %
Europe/Middle East/Africa	499	435	15 %
Latin America	193	191	1 %
Asia-Pacific	242	143	69 %
<b>TOTAL</b>	<b>2,757</b>	<b>2,553</b>	<b>8 %</b>

## DIALYSIS SERVICES WORLDWIDE 2010

Chart 6

Patients

**Total: 2.029 M**

<b>North America</b>	<b>Fresenius Medical Care</b>	<b>137,689</b>
	DaVita	125,000
	Dialysis Clinics Inc.	13,500
<b>Europe</b>	<b>Fresenius Medical Care</b>	<b>38,061</b>
	Kuratorium für Heimdialyse	18,500
	Diaverum	13,000
<b>Asia-Pacific</b>	<b>Fresenius Medical Care</b>	<b>16,427</b>
	Showai-Kai	7,200
	Zenjin-Kai	4,200
<b>Latin America</b>	<b>Fresenius Medical Care</b>	<b>22,471</b>
	Baxter	8,400
	Diaverum	3,500

Source: Based on company statements and estimates.

## MARKET POSITION IN MAJOR PRODUCT GROUPS 2010

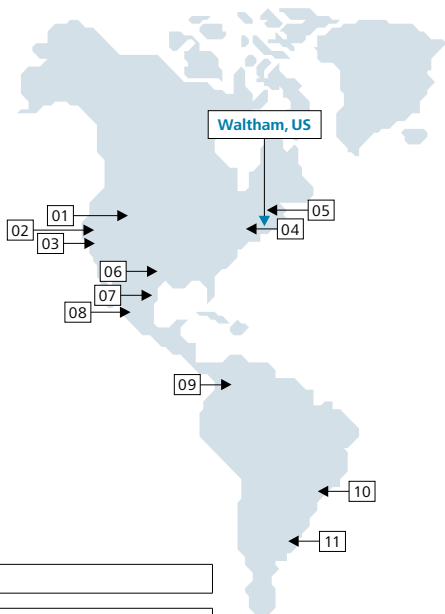
Table 7

	Rank 1	Rank 2	Rank 3
Dialyzers	Fresenius Medical Care	Gambro	Nipro
Dialysis machines	Fresenius Medical Care	Gambro	Nikkiso
Hemodialysis concentrates	Fresenius Medical Care	Fuso	Gambro
Bloodlines	Fresenius Medical Care	Gambro	Kawasumi
Peritoneal dialysis products	Baxter	Fresenius Medical Care	Gambro

Source: Based on company statements and estimates.

## MAJOR LOCATIONS

Chart 8



America

**Waltham, US**  
Regional headquarters North America

01 Ogden, US Dialyzers

02 Walnut Creek, US Dialysis machines

03 Toledo, US Hemodialysis concentrate

04 Livingston, US Hemodialysis concentrate

05 Montreal, CA Hemodialysis concentrate

06 Irving, US Hemodialysis concentrate

07 Reynosa, MX Tubing systems

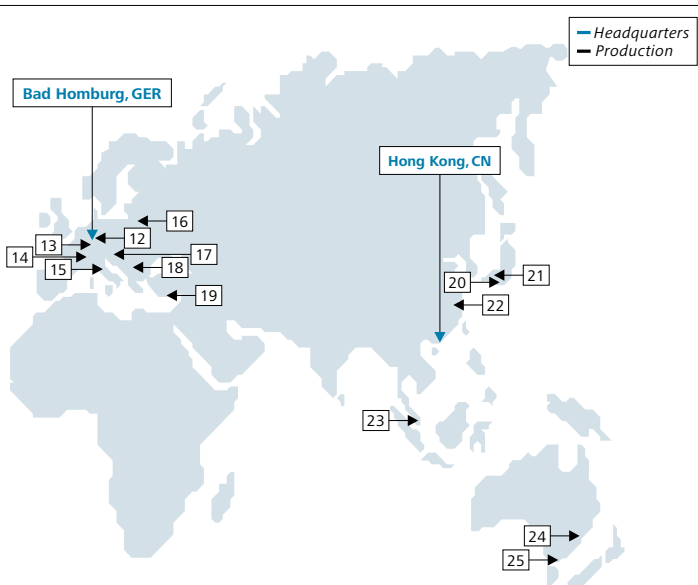
08 Guadalajara, MX Dialysis solutions

09 Santafé de Bogotá, CO Dialysis solutions

10 Jaguariúna, BR Dialysis machines

11 Pilar, AR Hemodialysis concentrate





### Europe

#### **Bad Homburg, GER** Company headquarters

- 12 Schweinfurt, GER Dialysis machines

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- 13 St. Wendel, GER Dialyzers

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- 14 L'Arbresle, FR  
Dialyzers & dialysis solutions

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- 15 Cremona, IT Tubing systems

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- 16 Borisov, BY Dialyzers & tubing systems

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- 17 Krems, AT Adsorber

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- 18 Vrsac, SRB Dialyzers & dialysis solutions

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- 19 Antalya, TR Adsorber

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### Asia-Pacific

#### **Hong Kong, CN** Regional headquarters Asia-Pacific

- 20 Inukai, JP Dialyzers

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- 21 Buzen, JP Dialyzers

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- 22 Jiangsu, CN Tubing systems

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- 23 Coremed, MY Dialyzers

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- 24 Smithfield, AU Hemodialysis concentrate

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- 25 Victoria, AU Dialysis chairs

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**73,452**

employees worldwide

**OVER 40**

production sites worldwide

**214,648**

patients worldwide

**2,757**

clinics worldwide

**ABOUT 31.7 MILLION**

dialysis treatments worldwide

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 two million individuals worldwide.

Fresenius Medical Care is also the world's leading provider of dialysis products such as hemodialysis machines, dialyzers and related disposable products.

Fresenius Medical Care is listed on the Frankfurt Stock Exchange (FME, FME3) and the New York Stock Exchange (FMS, FMS/P).

## MAY 4

Report on the first quarter 2011

## MAY 12

Annual General Meeting  
*Frankfurt am Main*

## MAY 13

Payment of dividend  
*subject to the approval  
of the Annual General Meeting*

## AUGUST 2

Report on the second quarter 2011

## NOVEMBER 2

Report on the third quarter 2011

### Imprint

*Subject to change*

*Fresenius Medical Care AG & Co. KGaA*

*Registered seat and commercial register: Hof an der Saale (Germany), HRB 4019*

*Chairman of the Supervisory Board: Dr. Gerd Krick*

*General partner: Fresenius Medical Care Management AG*

*Registered seat and commercial register: Hof an der Saale (Germany), HRB 3894*

*Management Board: Dr. Ben J. Lipps (Chairman), Roberto Fusté,*

*Dr. Emanuele Gatti, Rice Powell, Michael Brosnan, Dr. Rainer Runte, Kent Wanzek*

*Chairman of the Supervisory Board: Dr. Ulf M. Schneider*

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