

# Fresenius Medical Care

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Sanford C. Bernstein

8<sup>th</sup> Annual Strategic Decisions Conference

London, September 20, 2011



**FRESENIUS  
MEDICAL CARE**

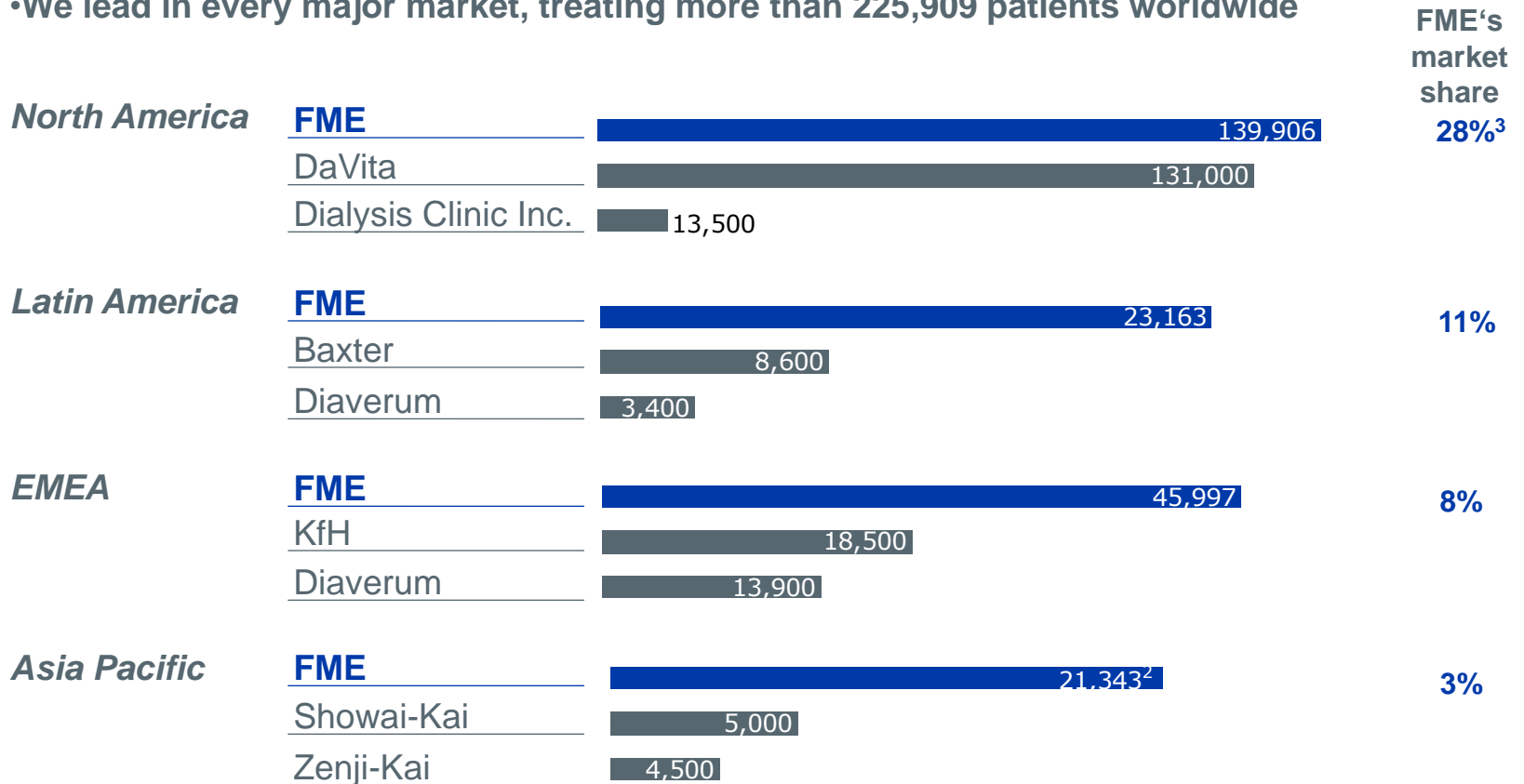
**Safe Harbor Statement:** This presentation includes certain forward-looking statements within the meaning of Section 27A of the U.S. Securities Act of 1933, as amended, and Section 21E of the U.S. Securities Act of 1934, as amended. Actual results could differ materially from those included in the forward-looking statements due to various risk factors and uncertainties, including changes in business, economic competitive conditions, regulatory reforms, foreign exchange rate fluctuations, uncertainties in litigation or investigative proceedings and the availability of financing. These and other risks and uncertainties are discussed in detail in Fresenius Medical Care AG & Co. KGaA's (FMC AG & Co. KGaA) reports filed with the Securities and Exchange Commission (SEC) and the German Exchange Commission (Deutsche Börse).

## Q2 | Dialysis Services Global

	Clinics	Patients	Treatments (in millions)
<b>► Total</b>	<b>2,838</b>	<b>225,909</b>	<b>16.5</b>
Growth vs. June 30, 2010	+ 10%	+ 12%	+ 9%
North America	1,826	139,906	10.6
Growth vs. June 30, 2010	+ 2%	+ 4%	+ 4%
International	1,012	86,003	5.9
Europe	569	45,997	2.9
Latin America	200	23,163	1.8
Asia-Pacific	243	16,843	1.2

# World Leader in Dialysis Services<sup>1</sup>

•We lead in every major market, treating more than 225,909 patients worldwide



<sup>1</sup> Based on company statements and estimates

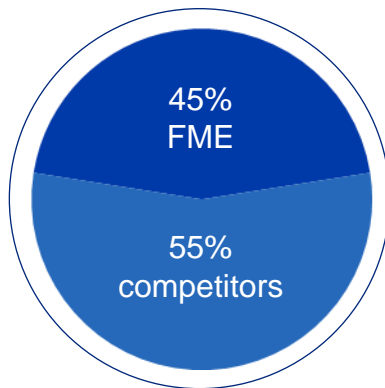
<sup>2</sup> Patients including managed clinics (4,500 patients AP)

<sup>3</sup> U.S. market share 34%

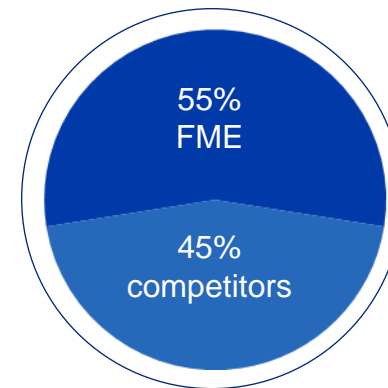
# Market Position by Major Product Groups 2010

	Rank 1	Rank 2
Dialyzers	FME	Gambro
Dialysis machines	FME	Gambro
Hemodialysis concentrates	FME	Fuso
Bloodlines	FME	Gambro
Peritoneal dialysis products	Baxter	FME

**Dialyzers**



**Dialysis machines**



Produced more than ~92,000,000 dialyzers in 2010

## 2011 | Sales and earning outlook confirmed

- **Another record year to be expected**
  - ▶ For 2011 strong revenue growth and further earnings momentum expected

\$ in m	FY 2011
Net revenue	> 13,000
Net income attributable to FMC AG & Co. KGaA	1,070 – 1,090
Capital expenditure in % of revenue	~ 5%
Acquisitions	~ 1,900
Leverage ratio (Debt/EBITDA ratio)	< 3.0

# 2010 | 2011 – Product Launches

**USA**



Liberty Cycler



2008T



2008K  
@home

**International**



4008S  
classic

5008S

**New Dialyzers**



Optiflux 250 Dialyzer

**Peritoneal Dialysis**



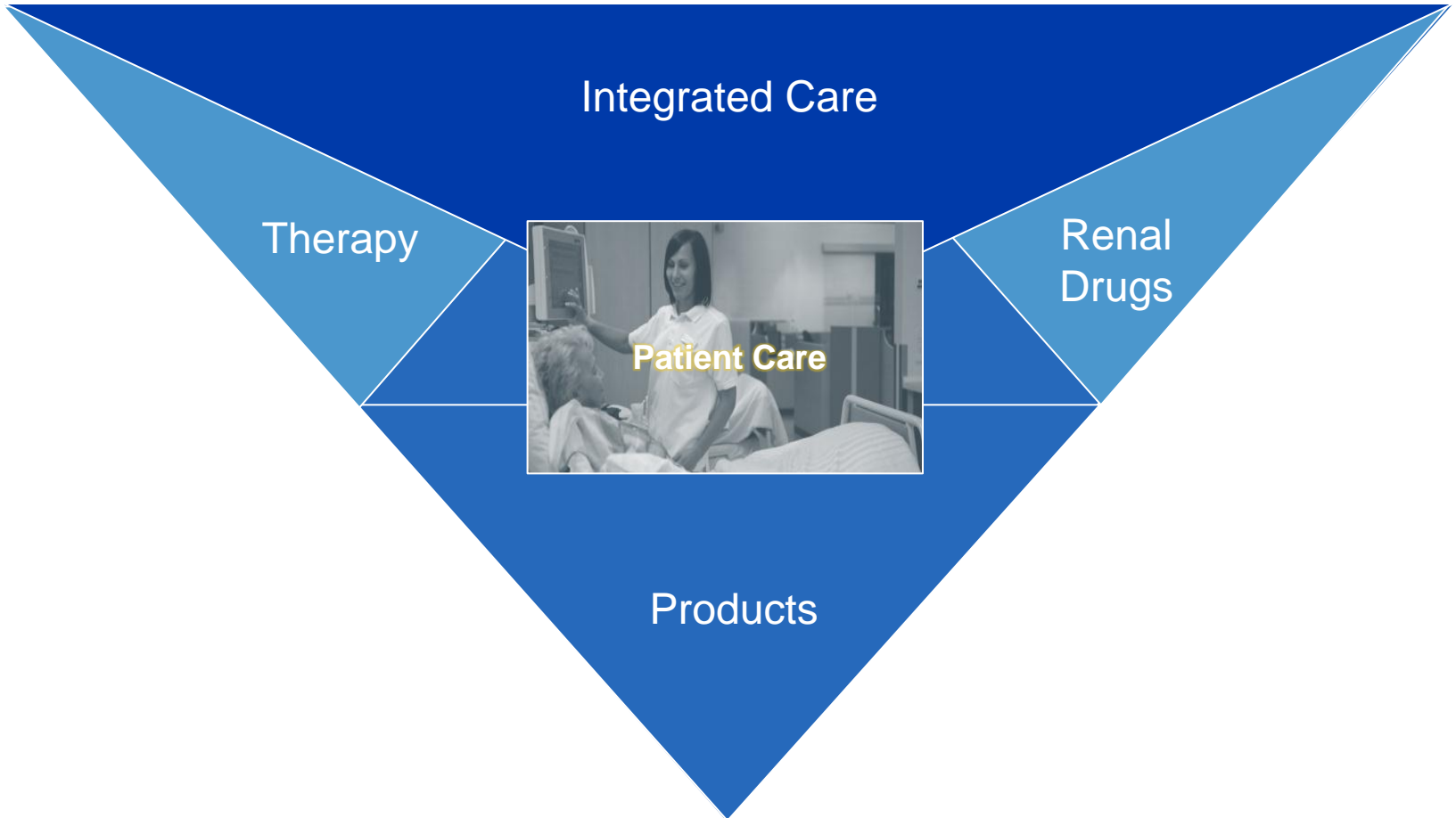
Neutral pH  
solution

**Future  
Technology**



Portable Artificial Kidney

# Vertical Integrated Care Provider



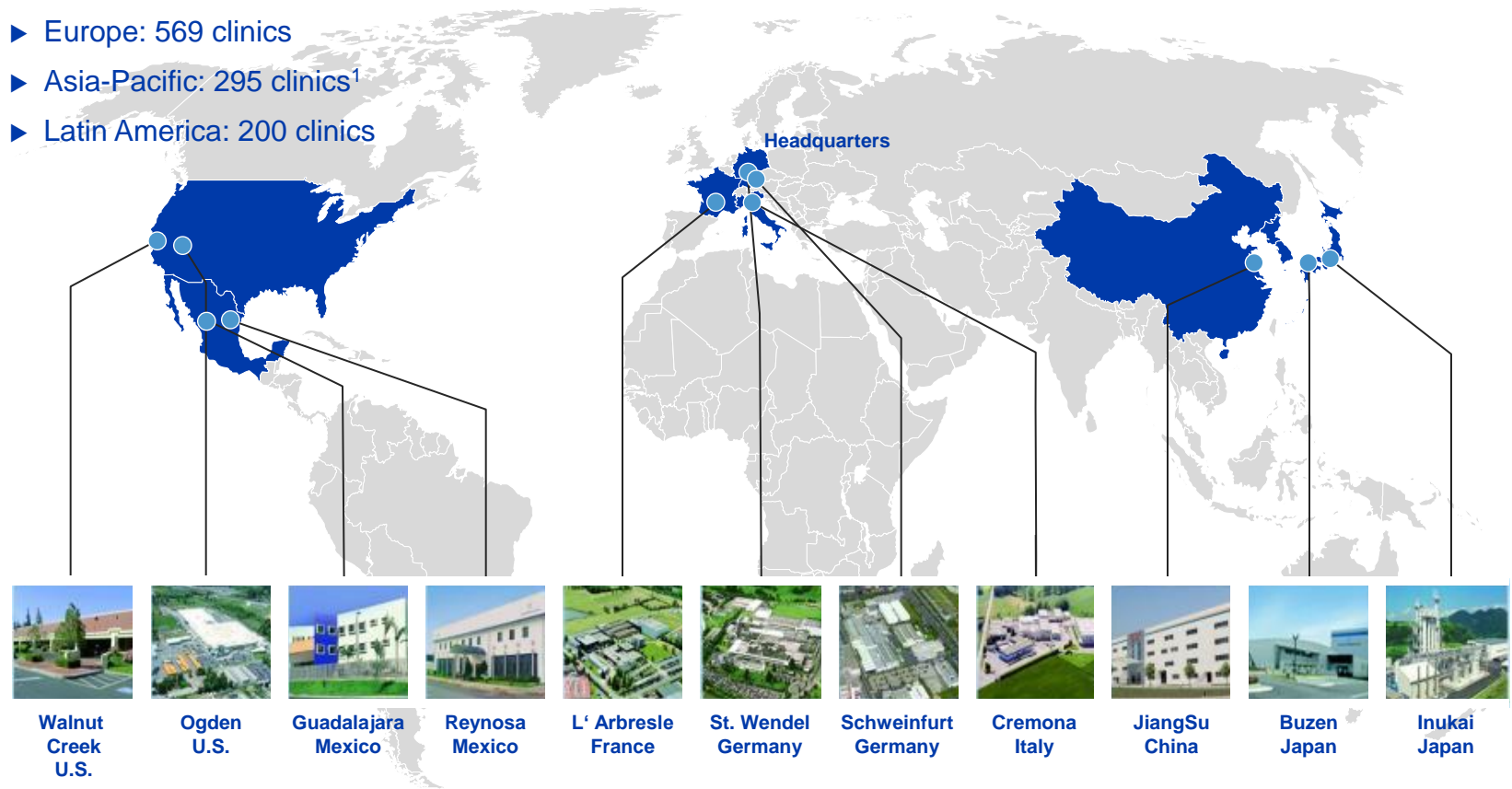


# Global Footprint

- **Dialysis clinics**

- ▶ North America: 1,826 clinics
- ▶ Europe: 569 clinics
- ▶ Asia-Pacific: 295 clinics<sup>1</sup>
- ▶ Latin America: 200 clinics

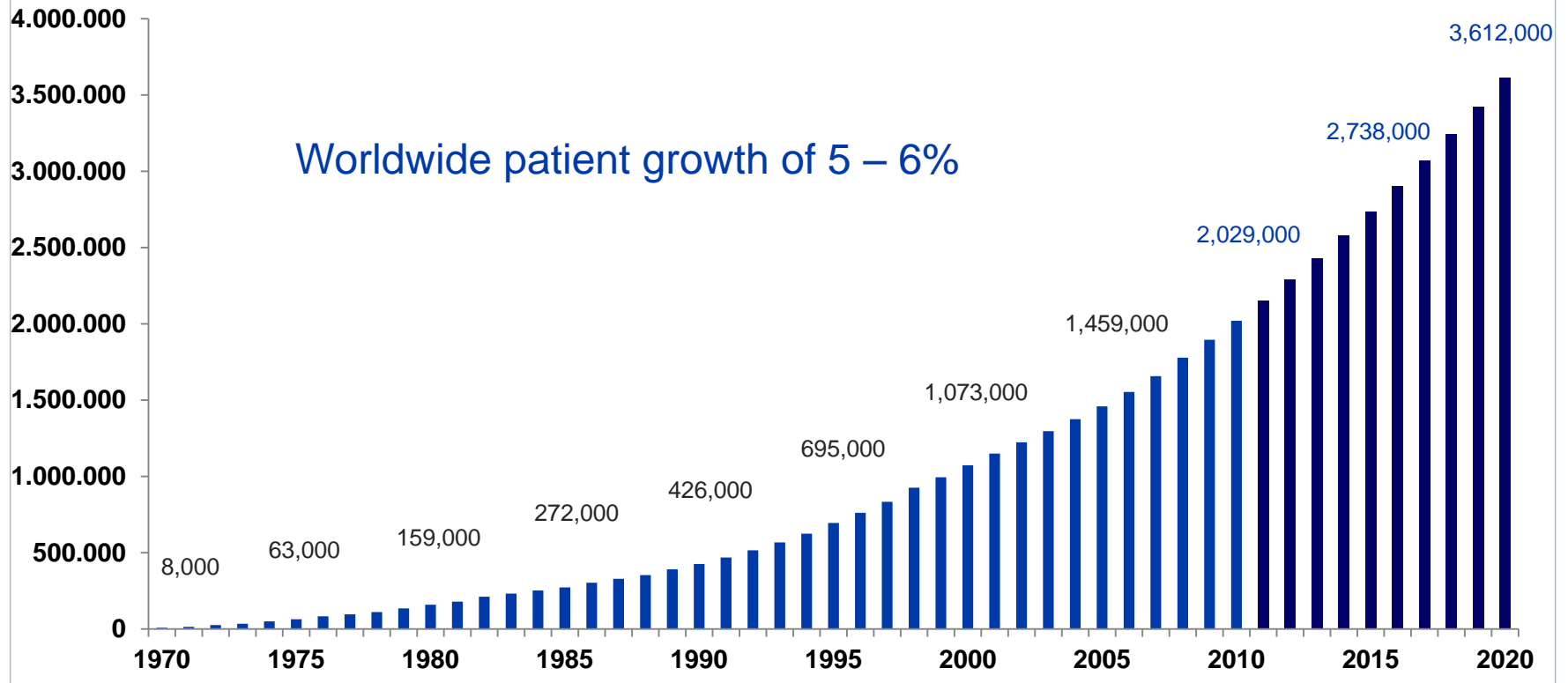
● Major Production Sites



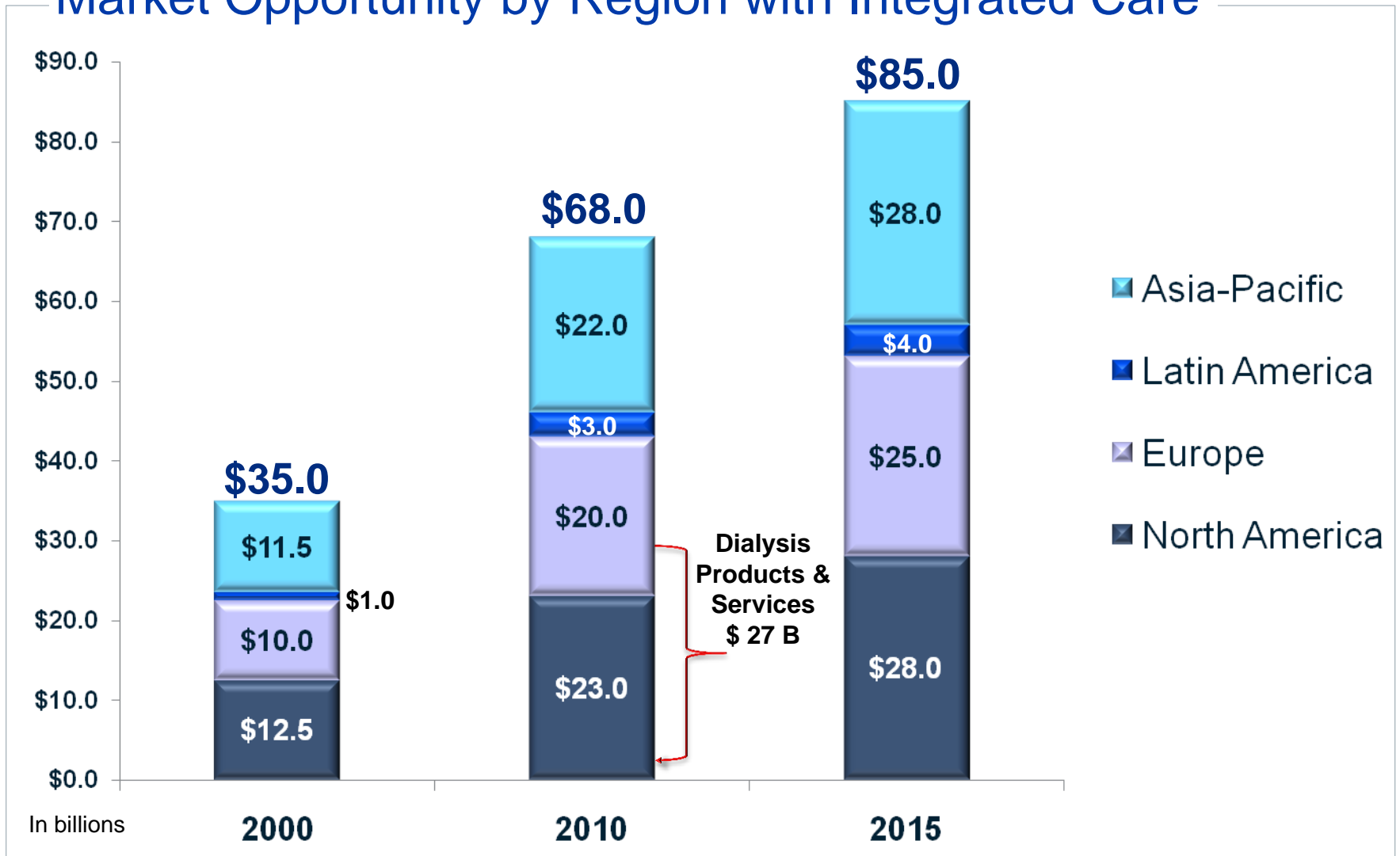
<sup>1</sup> Clinics including managed clinics

# Development of Dialysis Patient Population

2020: Estimates suggest an increase to nearly 4 million dialysis patients



# Market Opportunity by Region with Integrated Care



# New Clinic – Renal Services Center

## Doubling the Patients treated by a “Clinic”

### HD

#### Home Hemo

- Dialysis 3X / Week



### Renal Services Center

#### Dialysis Clinic

3X / Week + Nocturnal



### PD

#### PD

- CAPD
- APD
- Wearable Kidney



#### Assisted Dialysis

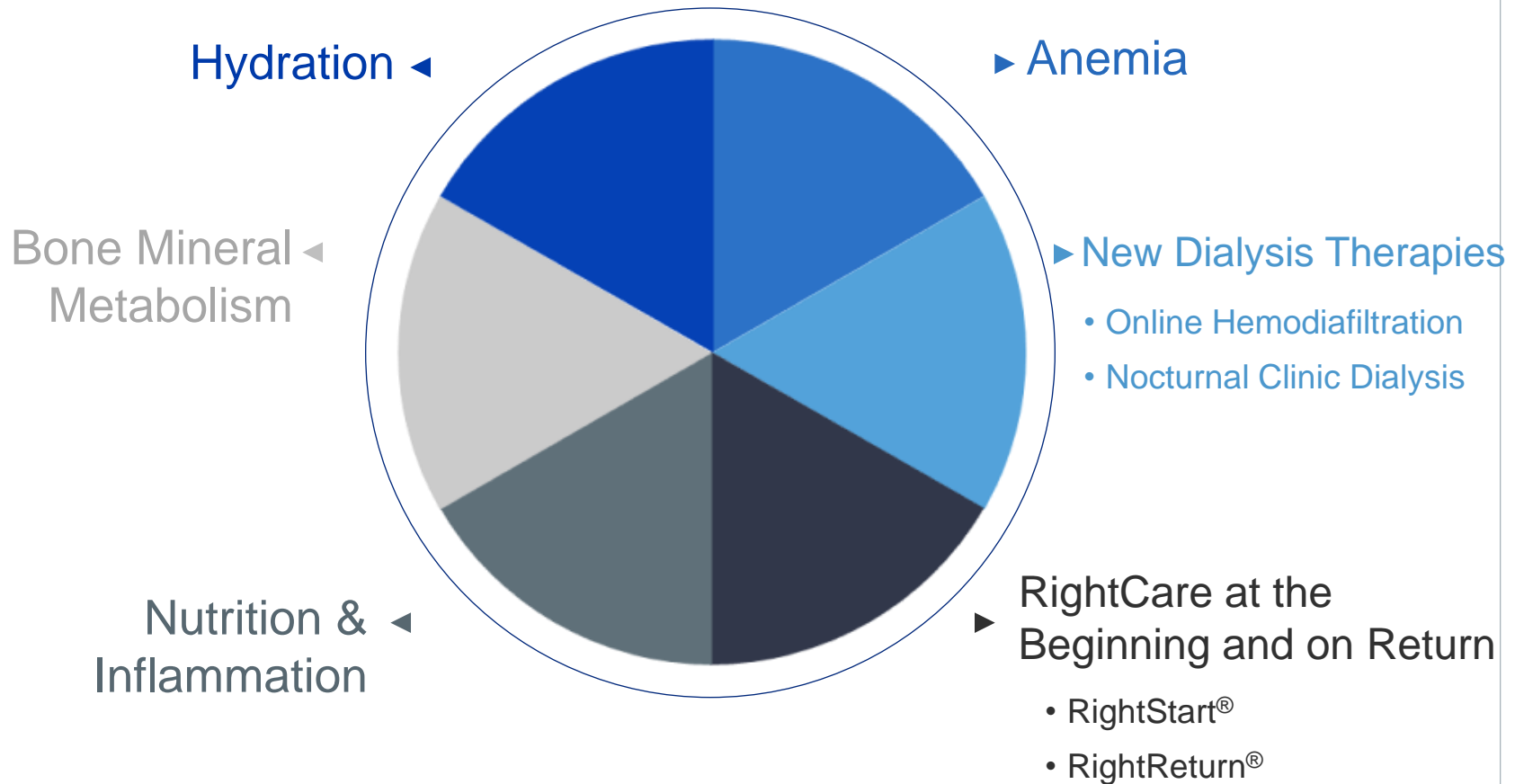
3 – 5 X / Week

Just like Home



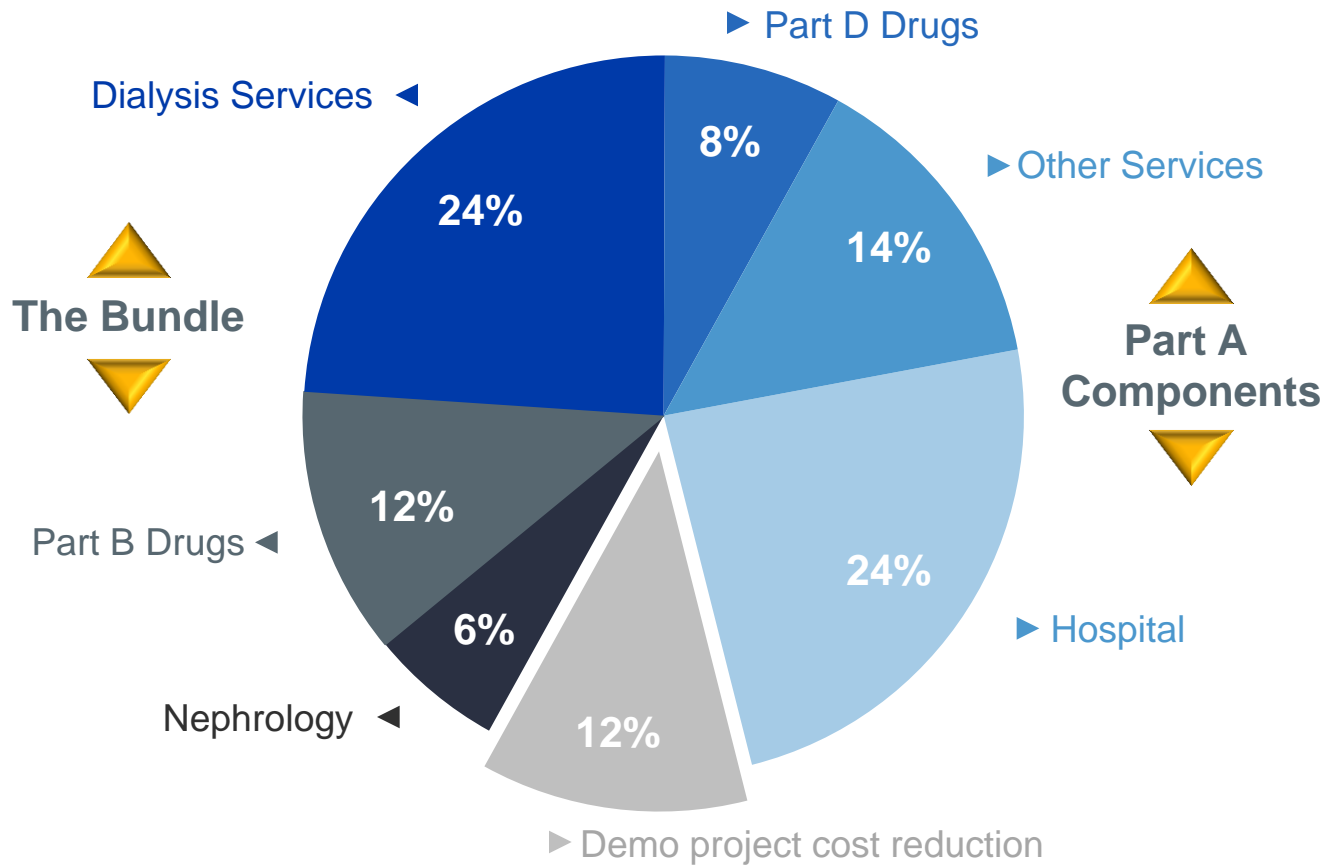
Portable Artificial Kidney (PAK)

# Areas to Improve Dialysis Outcomes



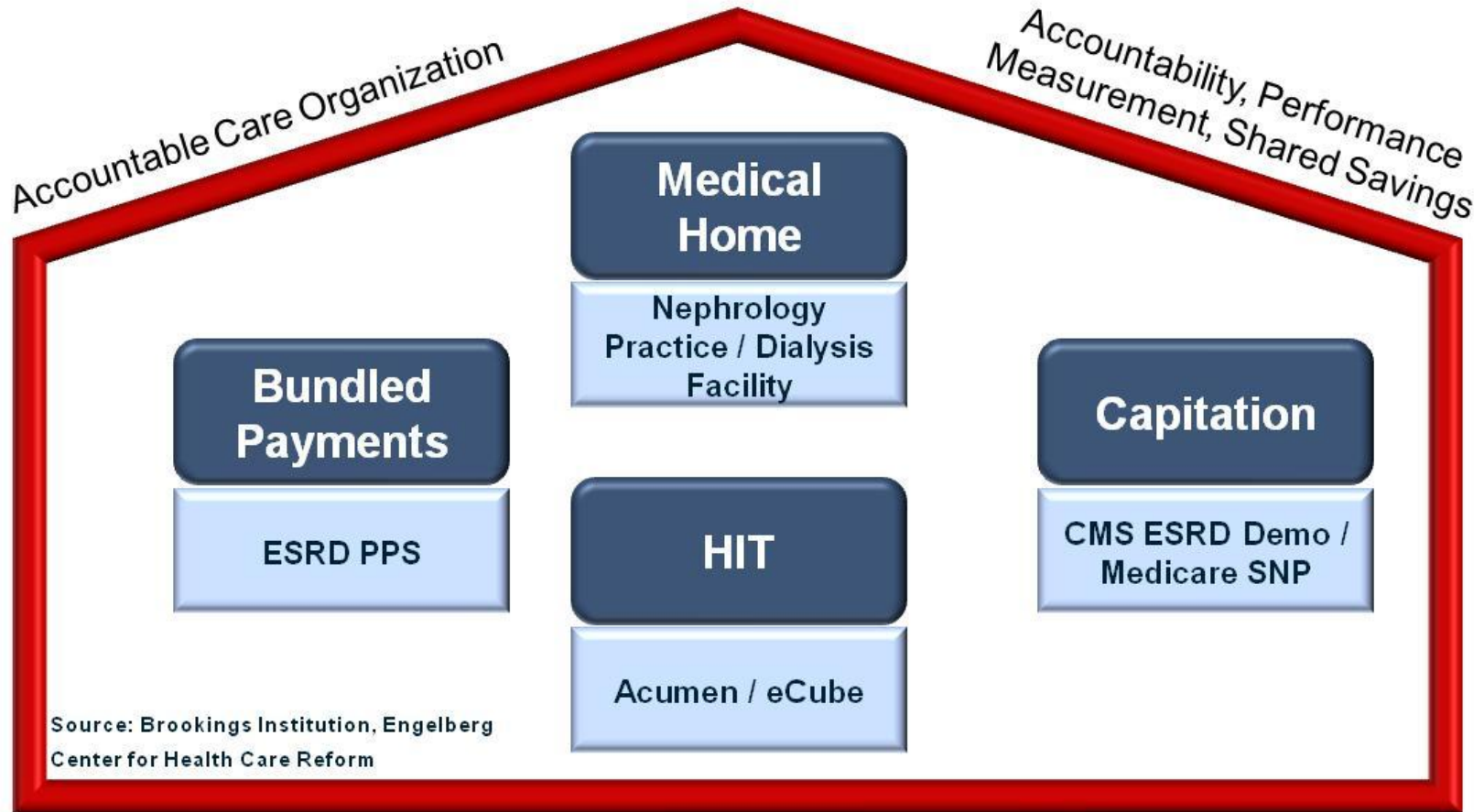
# Global Strategy: Integrated Care Model

ESRD Demonstration Project / FME Cost Model



# Accountable Care Organizations (ACOS)

FME has experience with all major components of ACO model



## Summary

**Fresenius Medical Care is well Positioned  
to Influence the Future of Dialysis  
to the Benefit of all Stakeholders**



CREATING A FUTURE WORTH LIVING.  
FOR PEOPLE. WORLDWIDE.  
EVERY DAY.

Thank you very much for your attention!

# Contacts



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# Financial Calendar\*

## •Fresenius Medical Care

- 02.11.2011 Report on 1<sup>st</sup> – 3<sup>rd</sup> quarter 2011
- 21.02.2012 Report on Fiscal Year 2011
- 03.05.2012 Report on 1<sup>st</sup> quarter 2012
- 10.05.2012 Annual General Meeting, Frankfurt/Main
- 01.08.2012 Report on 1<sup>st</sup> half 2012
- 31.10.2012 Report on 1<sup>st</sup> – 3<sup>rd</sup> quarter 2012

\* Please notice that these dates might be subject to change

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