



Danske German Corporate Day

Copenhagen | May 30, 2016



**FRESENIUS
MEDICAL CARE**



CREATING A FUTURE
WORTH LIVING

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. The Company has based these forward-looking statements on its views with respect to future events and financial performance. 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. Given these uncertainties, readers should not put undue reliance on any forward-looking statements. 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).

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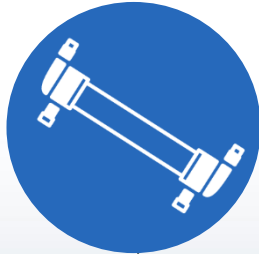
If not mentioned differently the term net income after minorities refers to the net income attributable to the shareholders of Fresenius Medical Care AG Co. KGaA independent of being the reported or the adjusted number. The term EMEA refers to the region Europe, Middle East and Africa. Amounts are in US-\$ if not mentioned otherwise.

Fresenius Medical Care today

Every **0.7** seconds we **provide**
a **dialysis treatment**
somewhere on the globe



37
production sites



120mn
sold dialyzers



~3.400
clinics



~294.400
patients



44.6mn
dialysis treatments



104.033
employees



Our company profile

Health care services

Dialysis services



Therapies & laboratory services for patients with chronic kidney failure

\$11.5bn **69**%*

Care Coordination



Businesses supporting dialysis, e.g. vascular services

\$1.9bn **11**%*

Products

Dialysis products



e.g., dialysis machines, dialyzers & bloodline systems

\$3.3bn **20**%*

* in % of 2015 revenue

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Market dynamics

1

Value-based care

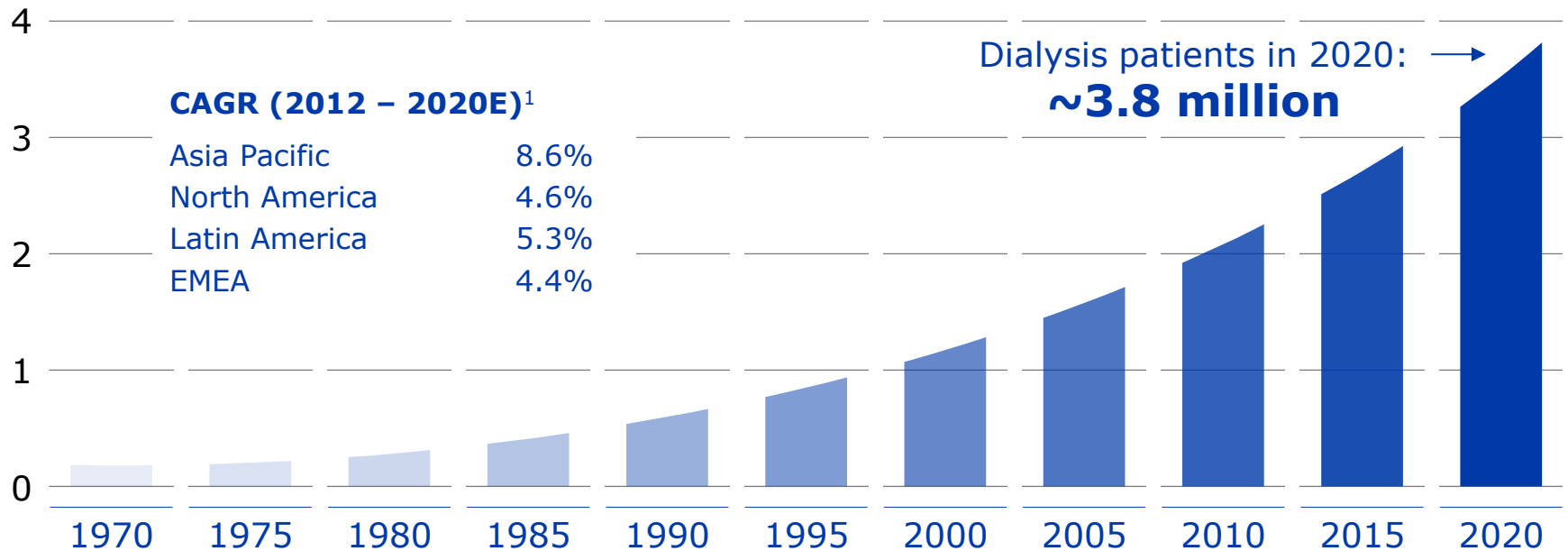
2

Long-term targets

3

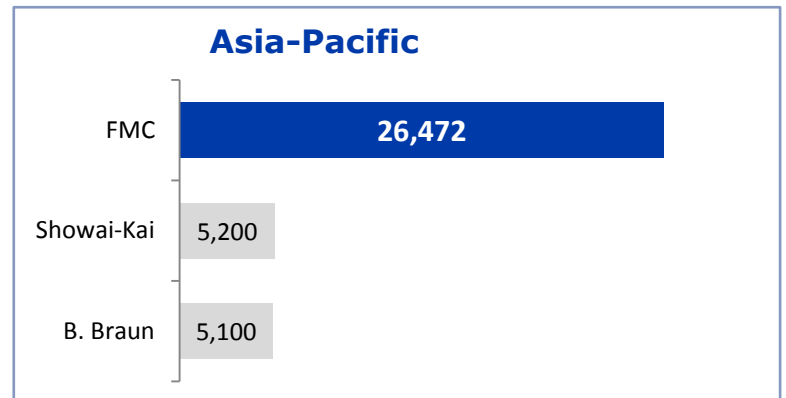
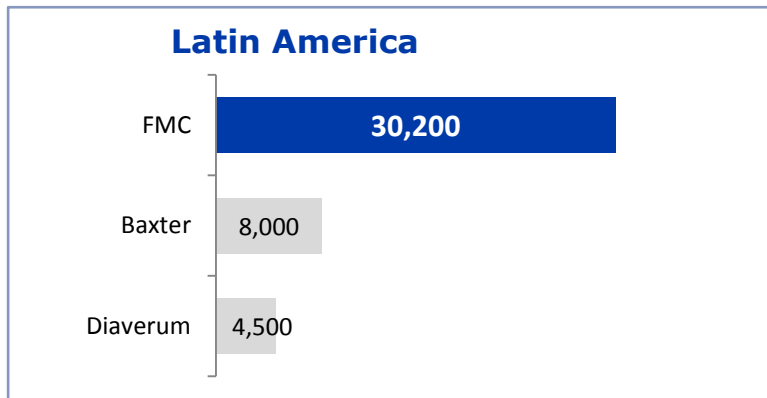
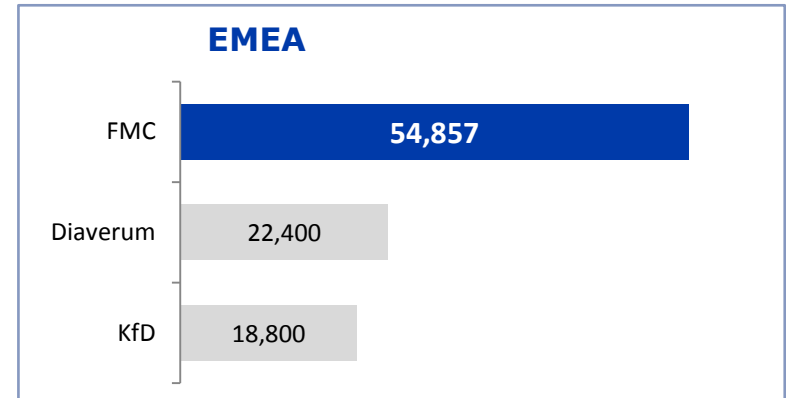
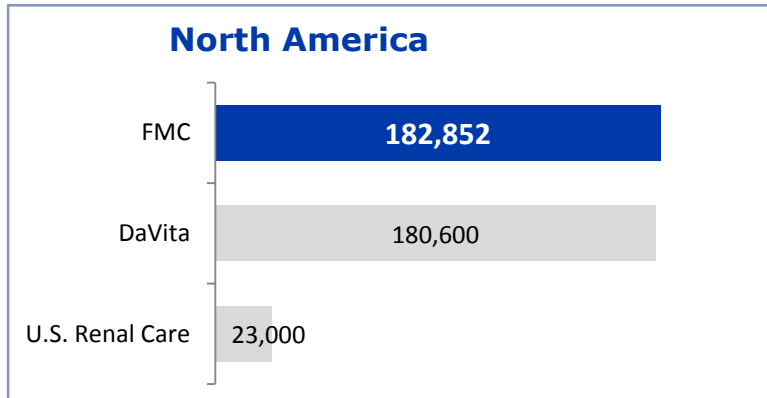
Expected global dialysis patient growth

- ▶ Expected patient growth of around 6% p.a.
- ▶ Driven by age, lifestyle and higher life expectancy



¹ Internal estimates

Dialysis services worldwide: Patients treated¹



USD
~73bn
Market

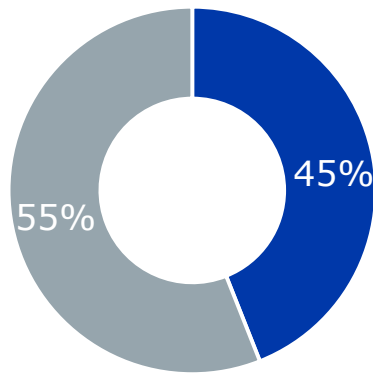
We lead in every major market,
treating > 290,000 patients worldwide

¹ as of December 31, 2015, based on company statements and own estimates.

Market position by major product groups 2015

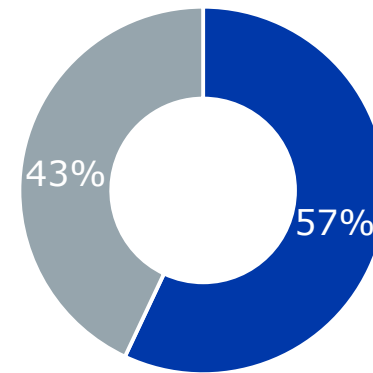
	Position 1
Dialyzers	FMC
Dialysis machines	FMC
Hemodialysis concentrates	FMC
Bloodlines	FMC
Peritoneal dialysis products	Baxter

Dialyzers



■ FME
■ Competitors

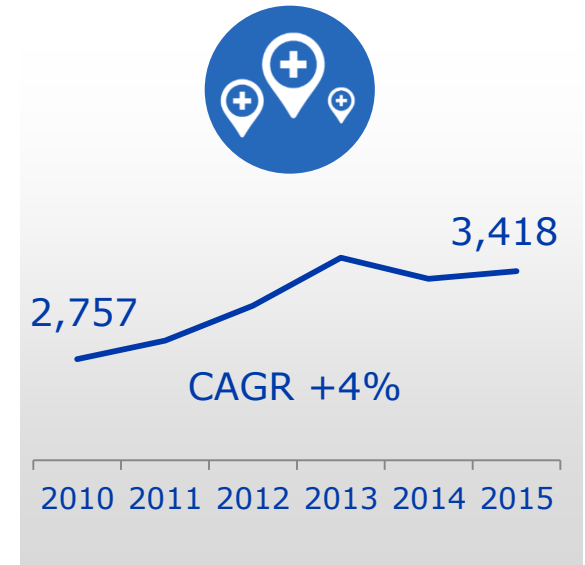
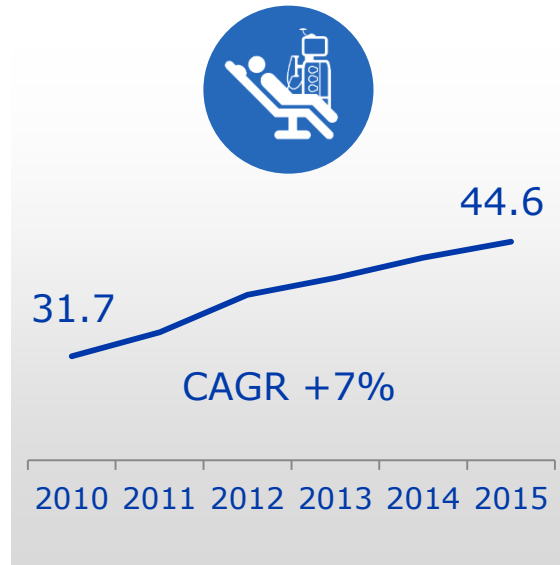
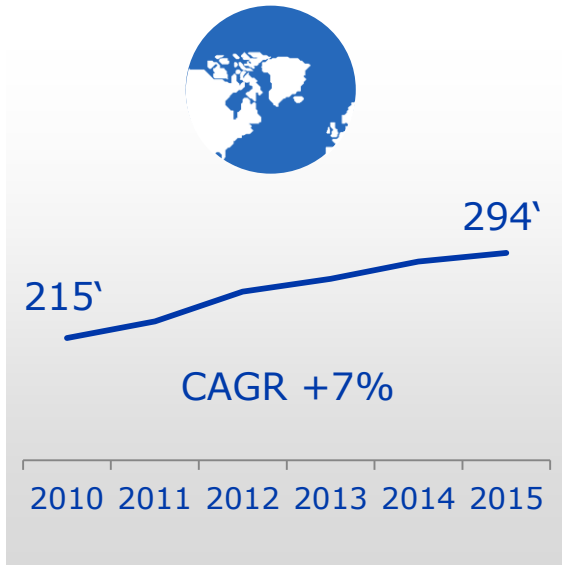
Dialysis machines



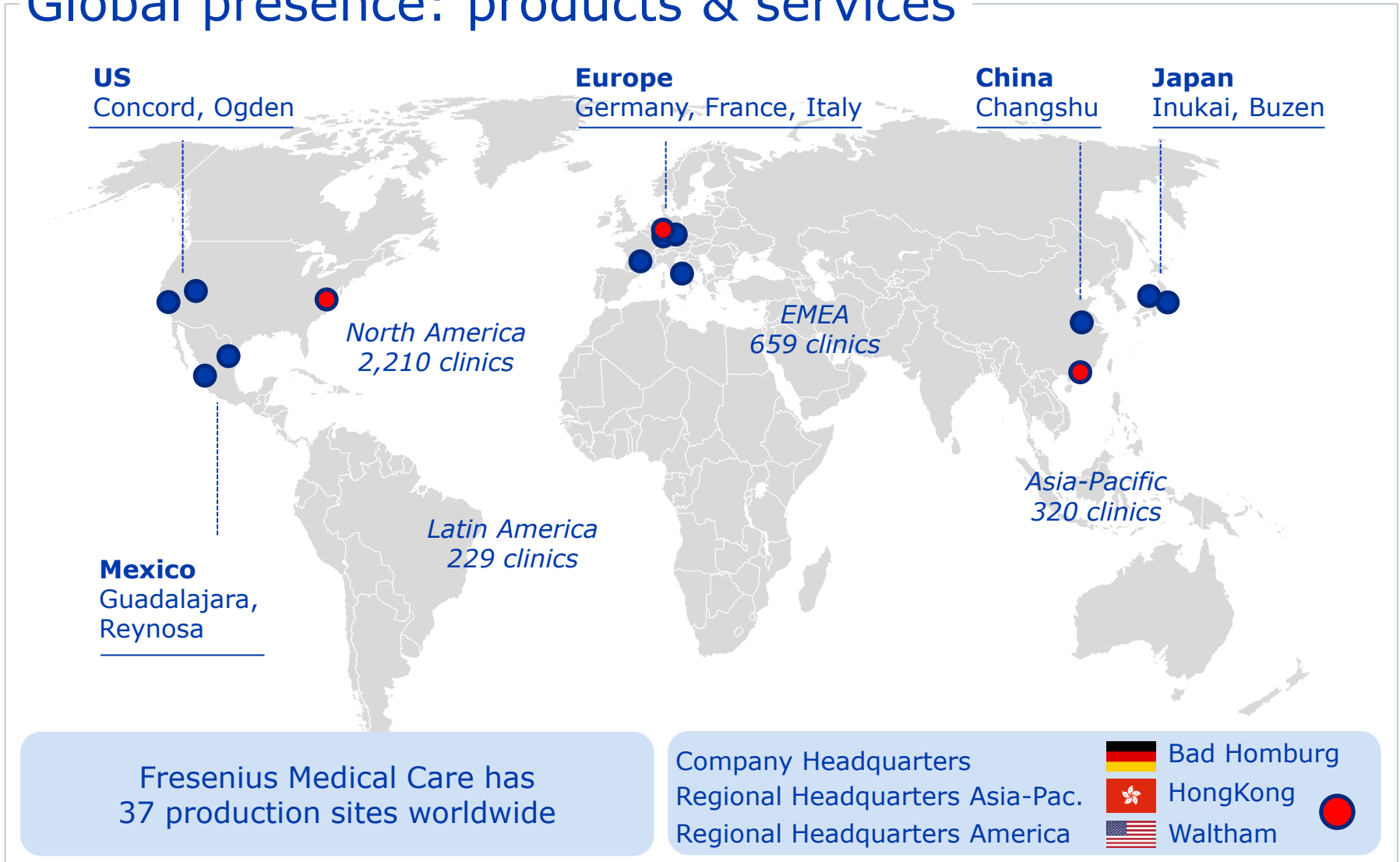
Sold around 120 million dialyzers in 2015

Patients, treatments, clinics – our global footprint

FY 2015	Patients	Treatments (mn)	Clinics
North America	182,852	27.7	2,210
EMEA	54,857	8.2	659
Asia-Pacific	26,472	3.8	320
Latin America	30,200	4.9	229
Total	294,381	44.6	3,418



Global presence: products & services



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Patients want organized support for managing care

The healthcare system needs specialized integrated networks to better meet the needs of the chronically ill



90%

of patients say that they are prepared to take care of their needs arising from their disease



66%

of physicians say they would treat patients more effectively if they had more access to integrated care networks



86%

of the general population says that a coordinated treatment experience is important

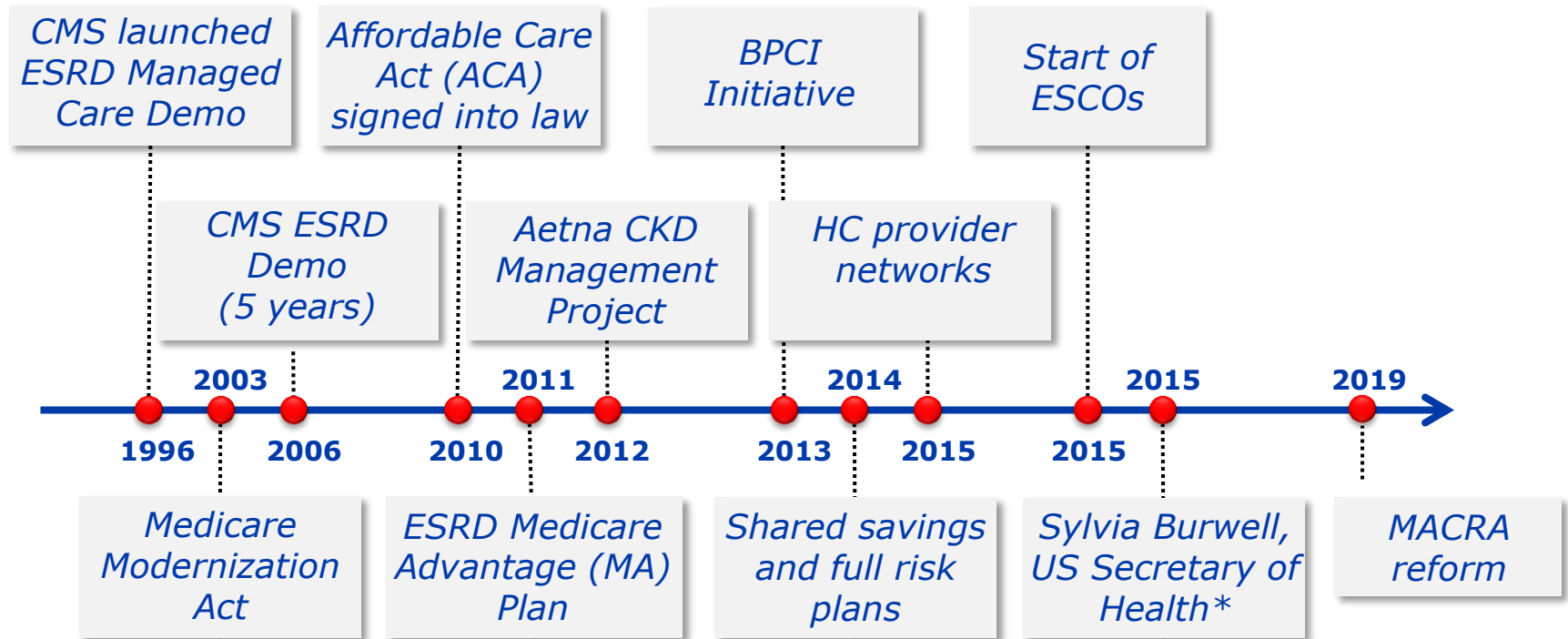


66%

of patients are non-compliant which is a significant obstacle for two-thirds of physicians

Source: FMC North America Survey Results 2015

US Health care system



**...our target is to have 30% of Medicare payment tied to quality or value through alternative payment models by the end of 2016 and 50% of payments by the end of 2018...*

The Key to success



- National provider network
- Geography
- Diversified participation in value-based care

- Experience & expertise
- Care navigation
- Evidence-based protocols
- Research

- Process design
- Data analytics
- Technology & Skills
- Investments

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2020 growth strategy

**Opening up
new business
areas**

**Growing in our
core business**

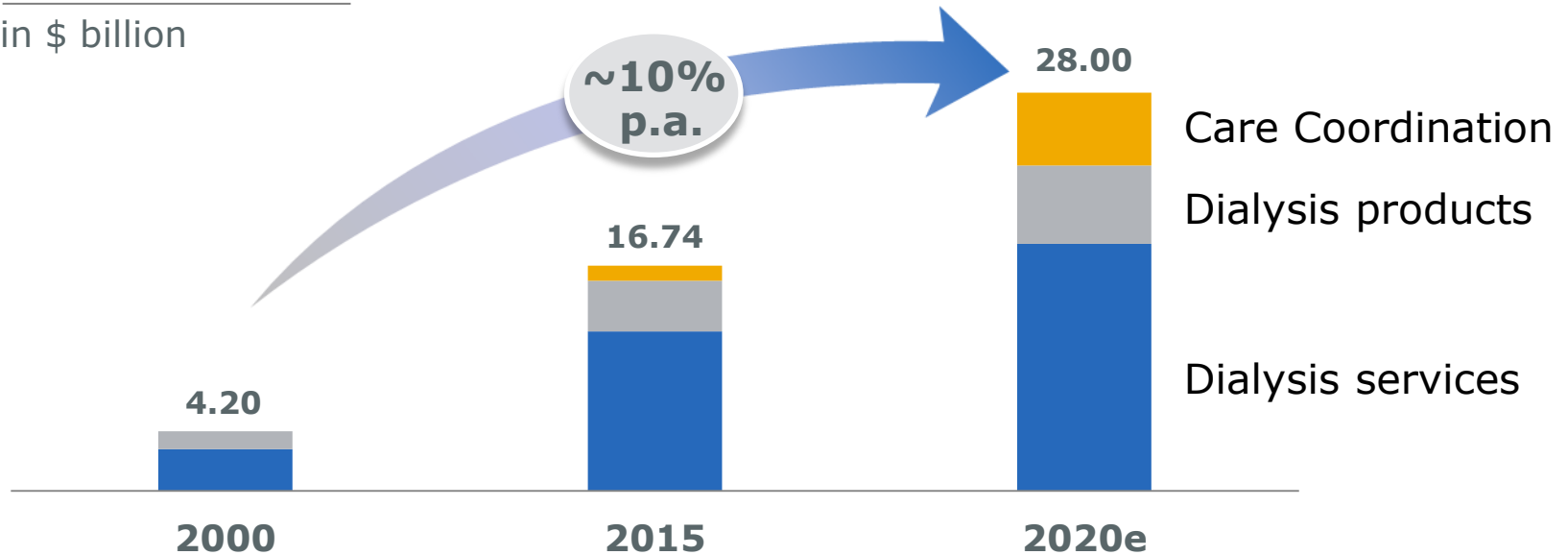


**Enhancing
products and
treatments**

**Increasing
flexibility and
efficiency**

Long-term goals up to 2020

Revenue
in \$ billion



- ▶ We expect an average increase in net income in the high single-digit percentage range for the same period.
- ▶ We will continue to grow our dialysis services and products business.
- ▶ We plan to further expand our Care Coordination activities.



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