



# ESN European Conference

Frankfurt | July 1, 2016



**FRESENIUS  
MEDICAL CARE**



CREATING A FUTURE  
WORTH LIVING

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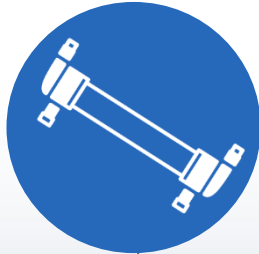
If not mentioned differently the term net income after minorities refers to the net income attributable to the shareholders of Fresenius Medical Care AG Co. KGaA independent of being the reported or the adjusted number. The term EMEA refers to the region Europe, Middle East and Africa. Amounts are in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

# AGENDA



Market dynamics

1

Value-based care

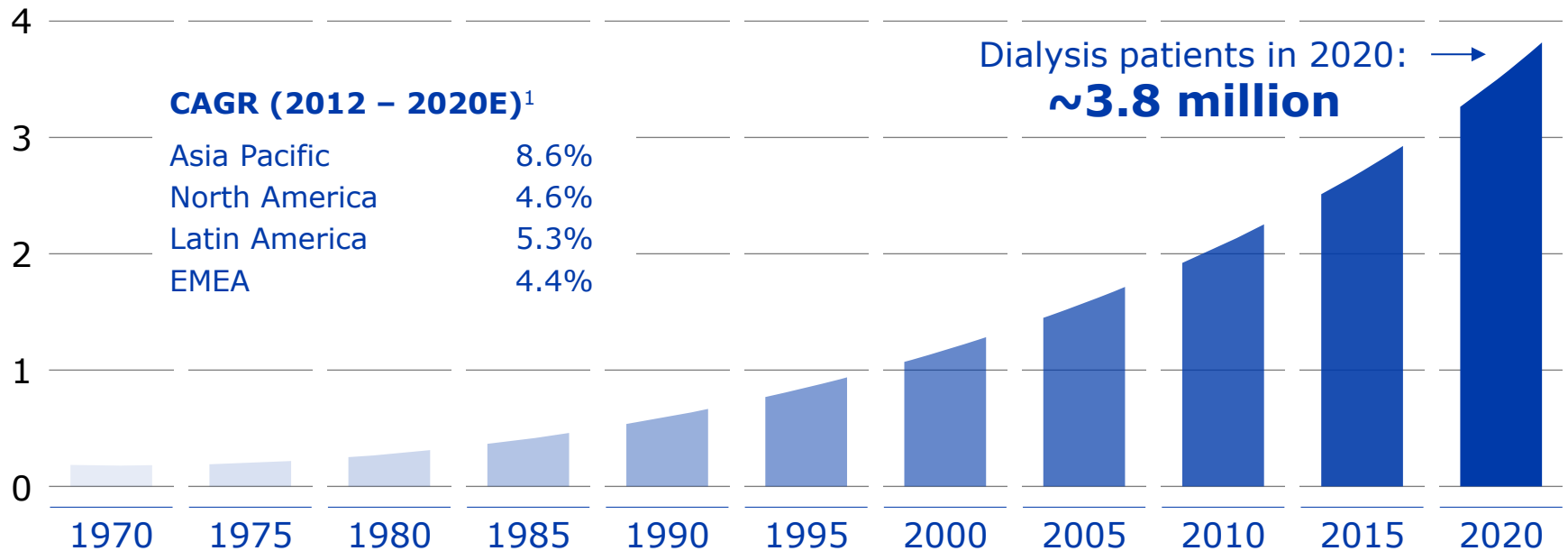
2

Long-term targets

3

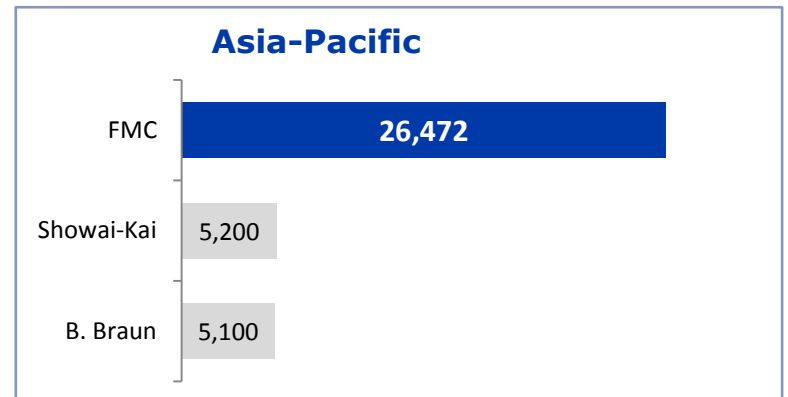
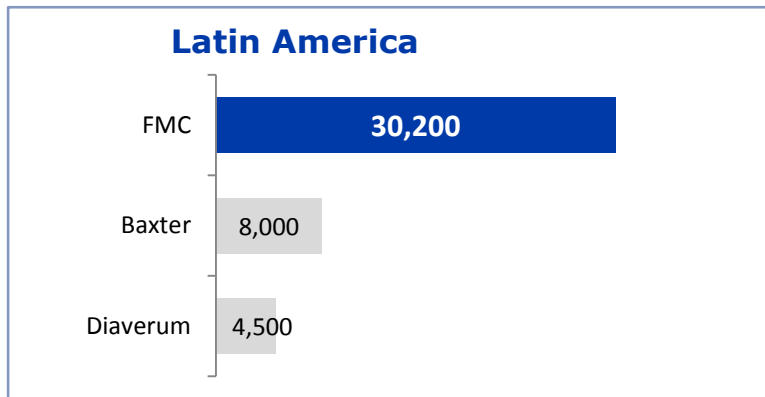
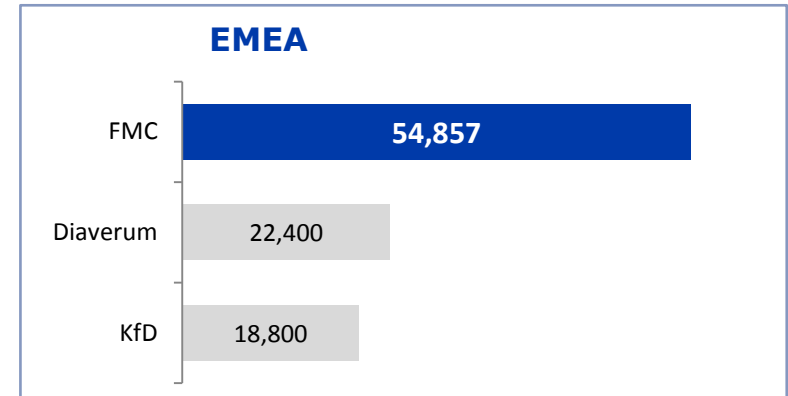
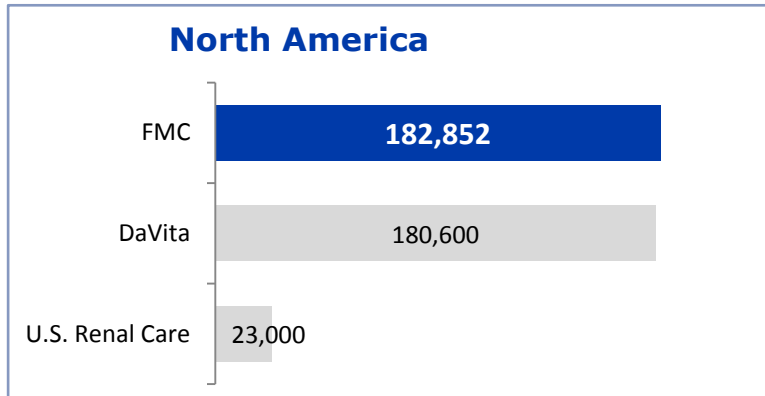
# Expected global dialysis patient growth

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



<sup>1</sup> Internal estimates

# Dialysis services worldwide: Patients treated<sup>1</sup>



**USD  
~73bn  
Market**

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

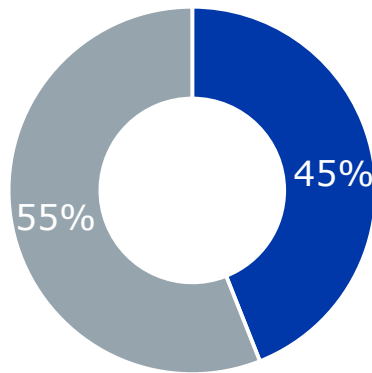
<sup>1</sup> as of December 31, 2015, based on company statements and own estimates.

# Market position by major product groups 2015

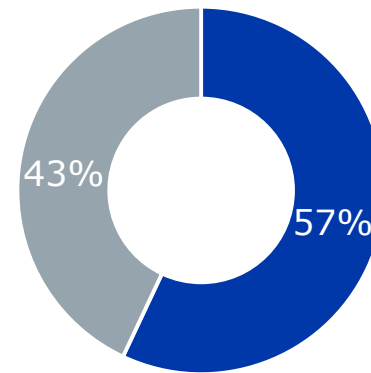
	<b>Position 1</b>
Dialyzers	FMC
Dialysis machines	FMC
Hemodialysis concentrates	FMC
Bloodlines	FMC
Peritoneal dialysis products	Baxter



## Dialyzers



## Dialysis machines

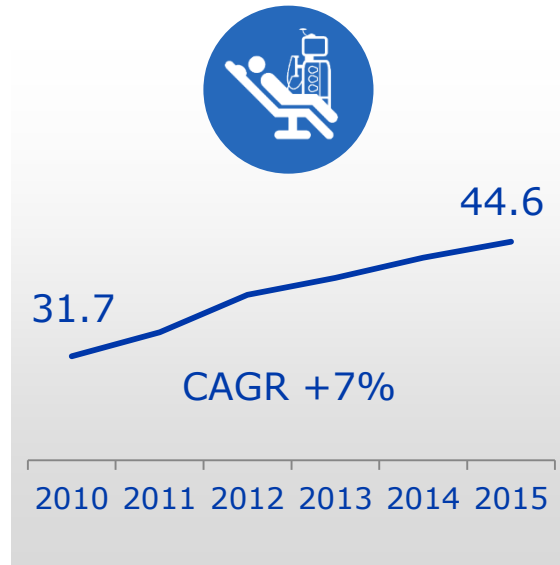
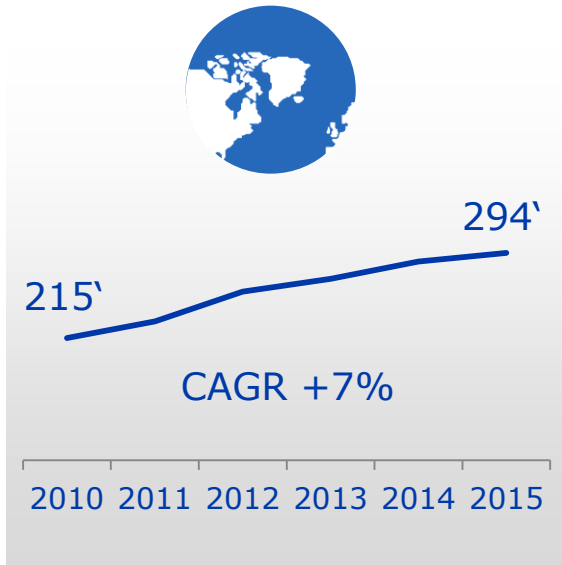


Sold around 120 million dialyzers in 2015

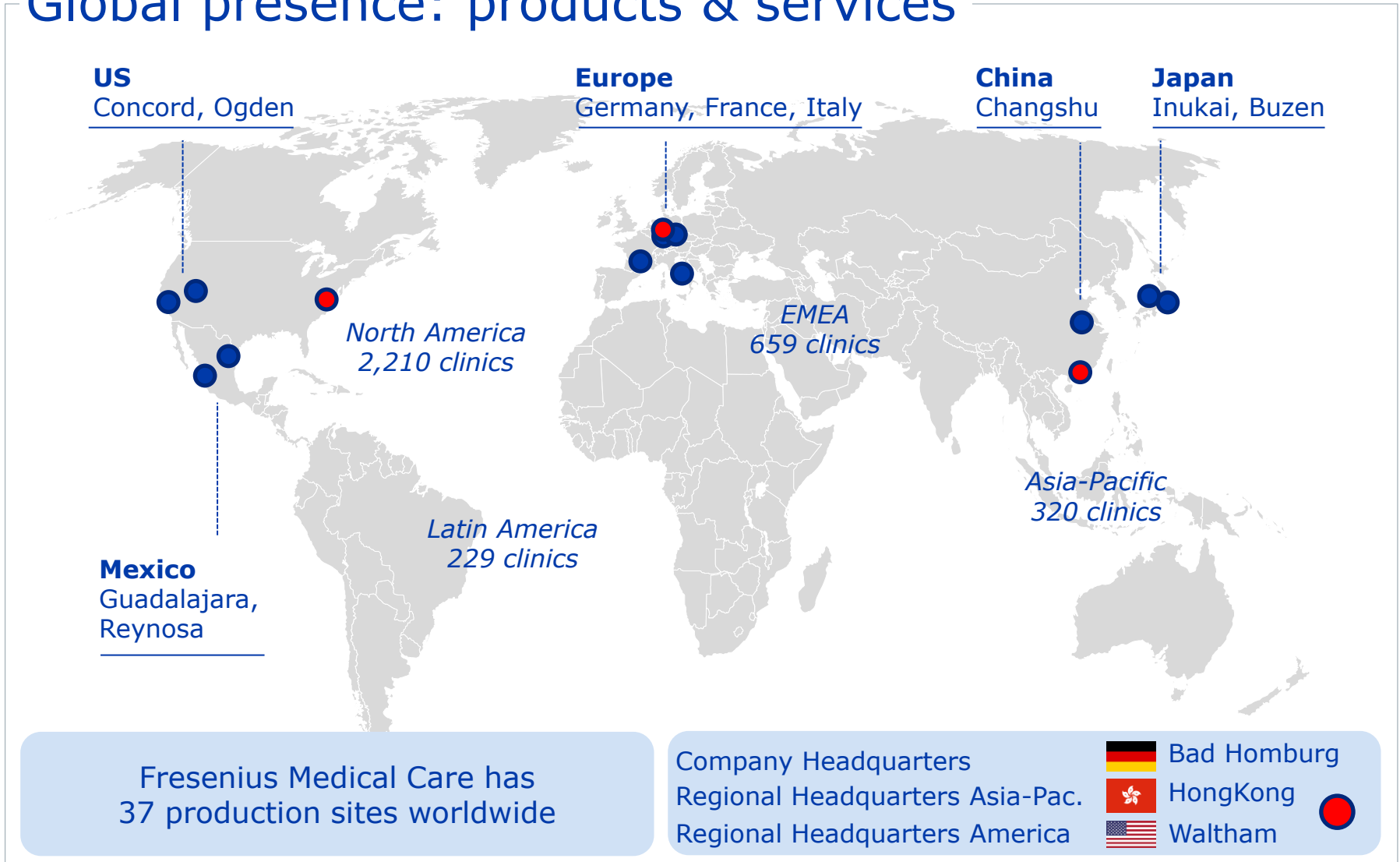


# Patients, treatments, clinics – our global footprint

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
<b>Total</b>	<b>294,381</b>	<b>44.6</b>	<b>3,418</b>



# Global presence: products & services



# AGENDA



Market dynamics

1

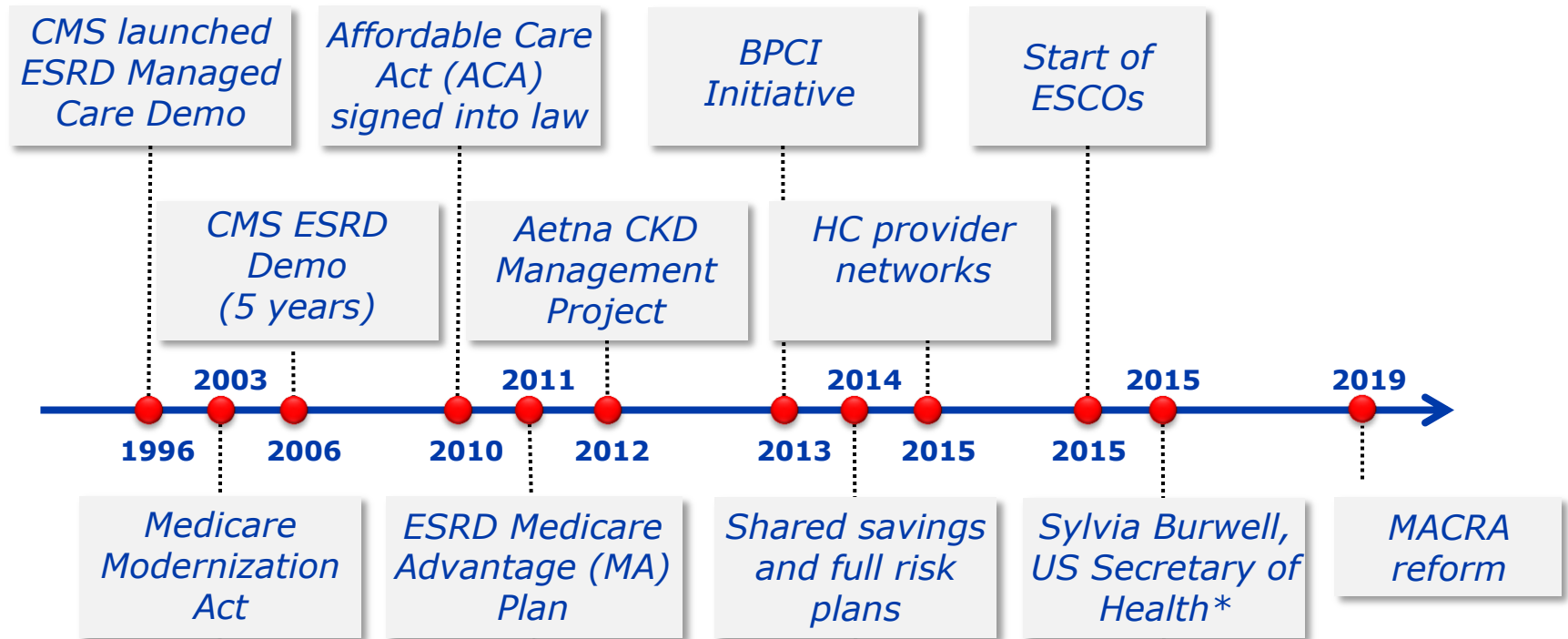
**Value-based care**

**2**

Long-term targets

3

# 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...*

# Key assets to deliver coordinated care



Hospitalist business - using innovative technology and proven clinical processes to improve outcomes



Renal specialty pharmacy - providing analytics and insights to guide treatment plans and improve compliance



(Cardio)Vascular services – provide care for renal and cardiovascular diseases



Renal-specific laboratory - improve patients treatments



Medicare Advantage plans for dialysis patients



Urgent care centers – keep patients in our network

Improve transparency to manage patient risk

# 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

# AGENDA



Market dynamics

1

Value-based Care

2

Long-term targets

3

# 2020 growth strategy

**Opening up  
new business  
areas**

**Growing in our  
core business**



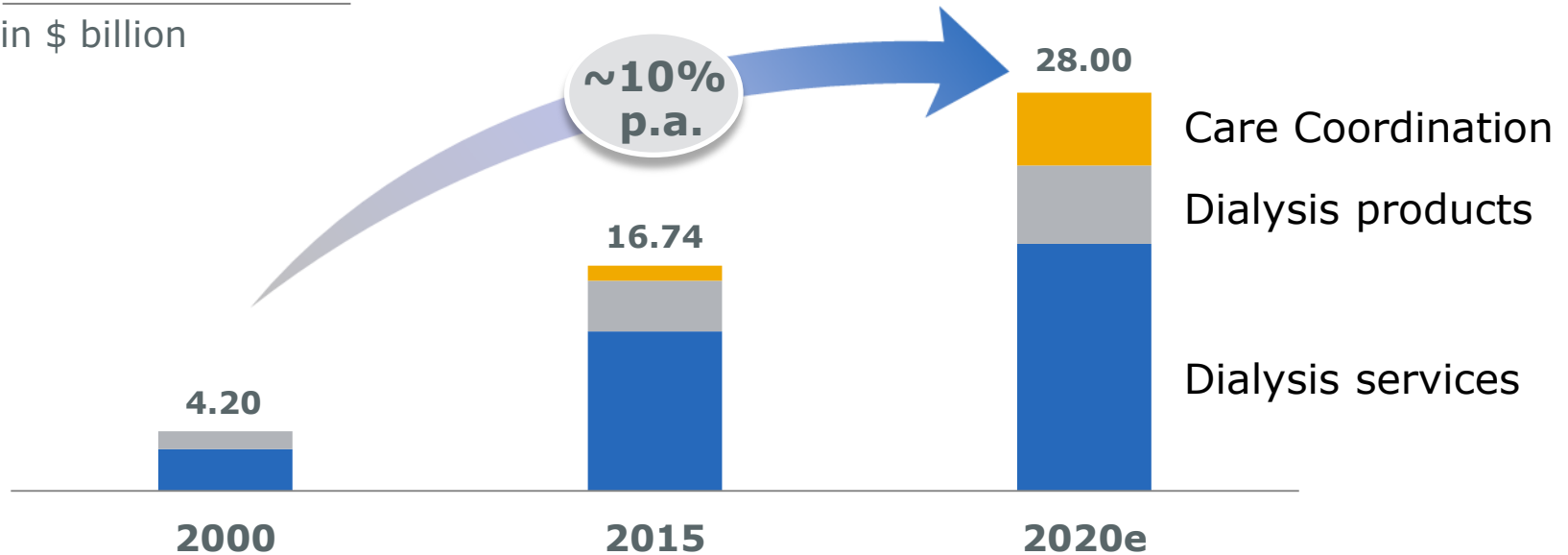
**Enhancing  
products and  
treatments**

**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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