creating

ADDED VALUE

Rice Powell - CEO



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. Forward-looking statements are inherently subject to risks and uncertainties, many of which cannot be predicted with accuracy or might not even be anticipated. The Company has based these forward-looking statements on current estimates and assumptions which we believe are reasonable and which are made to the best of our knowledge. 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 or competitive conditions, changes in reimbursement, regulatory compliance issues, regulatory reforms, foreign exchange rate fluctuations, uncertainties in litigation or investigative proceedings, cyber security issues 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) Annual Report on Form 20-F under the heading "Forward-Looking Statements" and under the headings in that report referred to therein, and in FMC AG & Co. KGaA's other reports filed with the Securities and Exchange Commission (SEC) and the Frankfurt Stock Exchange (Frankfurter Wertpapierbörse).

Forward-looking statements represent estimates and assumptions only as of the date that they were made. The information contained in this presentation is subject to change without notice and the company does not undertake any duty to update the forward-looking statements, and the estimates and assumptions associated with them, except to the extent required by applicable law and regulations.

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. The term EMEA refers to the region Europe, Middle East and Africa. Amounts are in Euro if not mentioned otherwise.



Agenda

- 1 At a glance
- 2 Strategy
- Q2 2018 financials
- 4 Outlook



FY 2017 - Growth trend continued



+4% Clinics: 3,752



+4% Patients: 320,960



+4% Treatments: 48,269,144



2018: 13% to 15% net income growth targeted1

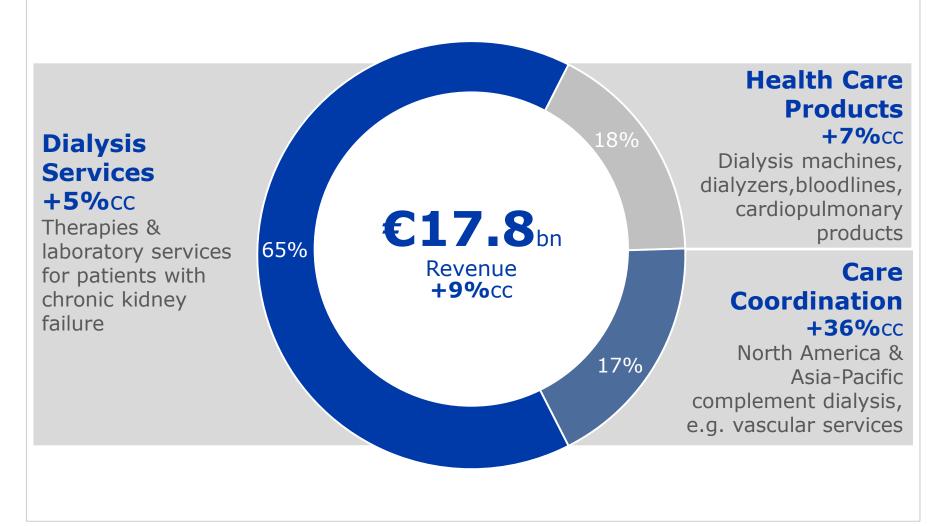


2014-2020: High single digit net income growth CAGR¹



1 Details see chart 23 "Outlook"

FY 2017: All business areas fueled our growth





FY 2017: Delivering across all regions

North America

73% of total revenue

Patients	Clinics		
~197,400	~2,400		
+4%	+4%		



EMEA

14% of total revenue

Patients	Clinics
~62,500	~750
+5%	+5%
And the second second	



€ 2.5bn (17% margin)

Latin America

4% of total revenue

Patients	Clinics
~31,400	~232
+3%	+1%



Asia-Pacific

9% of total revenue

Patients	Clinics
~29,700	~381
+1%	+2%

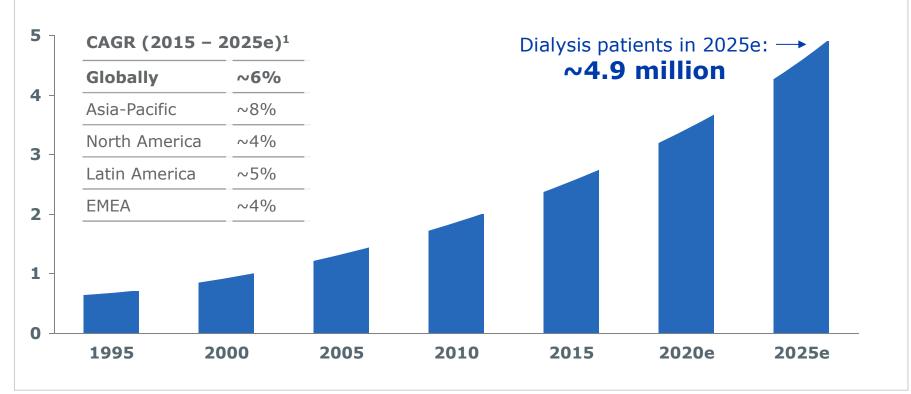




Organic growth drivers

Patient growth driven by

- age, lifestyle and higher life expectancy
- increasing wealth and access to medical treatments





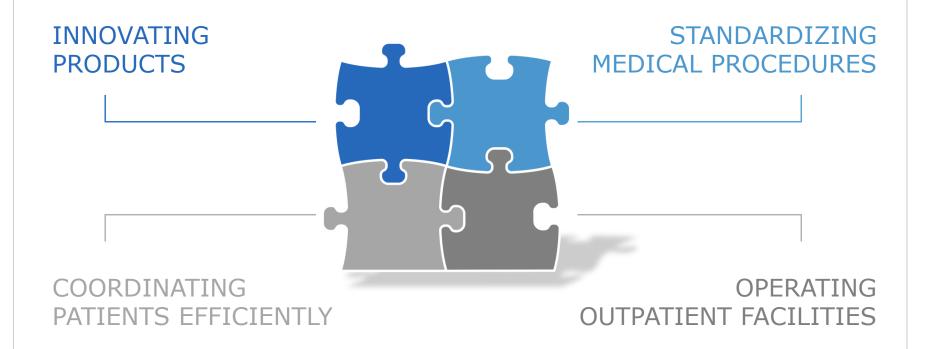
1 Internal estimates as of Dec. 31, 2017

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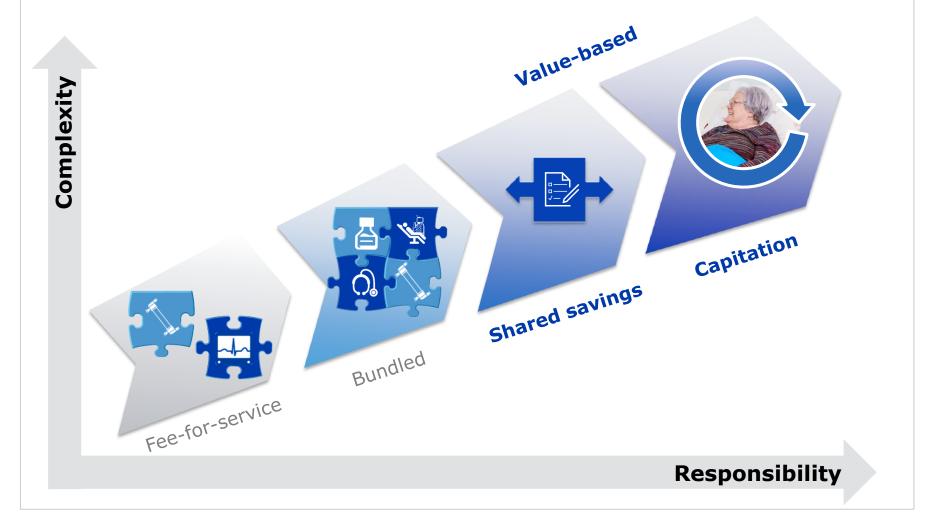


Strategy – Core competencies



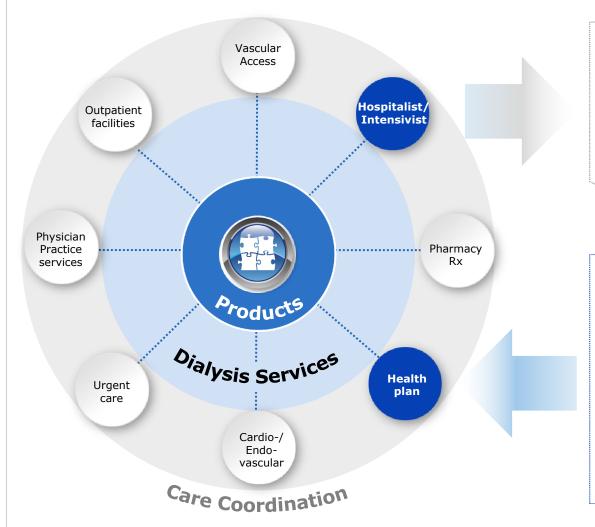


Best-positioned for value-based future





Focusing of Care Coordination strategy



- Broadened expertise in valuebased care programs
- First participation in shared savings program (BPCI)
- ► Gained experience in hospital patient coordination

Applied knowledge

- Best positioned for valuebased future
- ► 40,000 ESCO patients providing significant insight in health care treatments also outside dialysis
- Own Medicare Advantage Plan
- ▶ Sub-capitated agreements



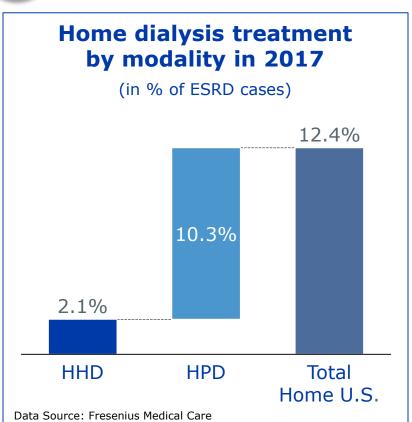
Global Efficiency Program GEP II – sustained savings 2018 - 2020 100-200 EUR m ~60% 20% Procurement Supply Chain Management 5% 25% Shared Services ~30% 40% Operational Excellence ~10% Capital Efficiency 10% **Sustained** 2018 2019 2020 savings

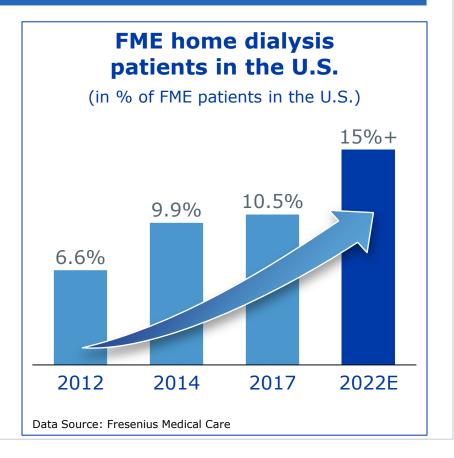


Home Dialysis Segment: Opportunity



Significant growth opportunity in home modalities







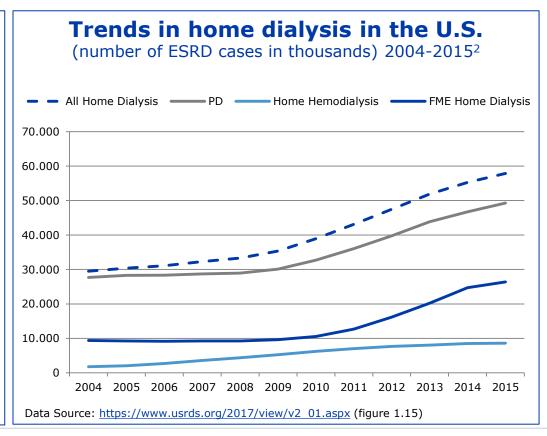
Home Dialysis Segment: Increasing Penetration



- ▶ Address the evolving needs and expectations of patients
- ▶ 82% of patients and families fully educated on their treatment options would select a home modality¹

Home dialysis advantages

- More engaged patients, taking responsibility for their wellbeing while reducing cost of care supporting our value based strategy
- Flexibility to tailor the therapy around the patient's lifestyle while delivering positive clinical results
- Higher patient satisfaction in home environment





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Q2 2018: Highlights

- ► Results continue to be impacted by strong currency headwinds
- ► Solid organic growth across the board, North America products business continues strong performance
- ► Care Coordination margin improvement and revenue decline as expected
- ▶ Calcimimetics continue to evolve
- ► Efficient divestment of Sound Physicians
- ► ESRD PPS draft rule for 2019 proposes increase of 1.7%



Q2 2018: Net income growth as expected¹

	Q2 2018 € million	Q2 2017 € million	Growth in %	Growth in %cc
Revenue	4,214	4,471	(6)	2
Revenue on a comparable basis	4,214	4,340	(3)	5
Revenue adjusted	4,214	4,342	(3)	5
EBIT	1,401	583	140	162
EBIT on a comparable basis	568	583	(3)	4
EBIT adjusted	568	591	(4)	2
Net income	994	269	270	303
Net income on a comparable basis	308	269	15	22
Net income adjusted	273	274	0	6

- ▶ Revenue growth on a comparable basis accelerated in Q2 to 5%cc
- ▶ Net income growth on a comparable basis further improved in Q2 to 22%cc

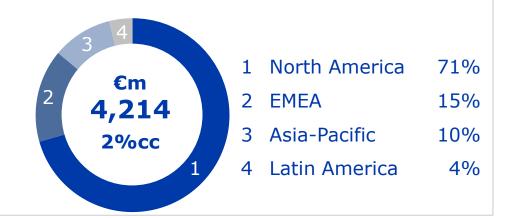


Q2 2018: Organic growth across all regions

North America	€ million	
Revenue	2,971	0%cc
Organic growth		+3%
Asia-Pacific	€ million	
Revenue	422	+7%cc
Organic growth		+6%

EMEA	€ million		
Revenue	652	+5%cc	
Organic growth	_	+4%	
Latin America	€ million		
Revenue	164	+11%cc	
Organic growth	_	+10%	

- Contributions from all regions to organic growth
- North America growth impacted by currency headwinds and expected lower Care Coordination revenue





Marth Amarica

Q2 2018 Services: Organic growth accelerated

Revenue	Q2 2018 € million	Q2 2017 € million	Growth in %	Growth in %cc	Organic growth in %	market growth in %
Total	3,385	3,649	(7)	1	3	3
North America	2,761	3,017	(8)	(1)	2	2
of which Care Coordination	529	698	(24)	(18)	(22)	-
EMEA	315	310	2	5	3	3
Asia-Pacific	191	191	0	7	6	7
of which Care Coordination	49	39	24	32	12	_
Latin America	118	131	(10)	15	12	1

- North American Care Coordination business impacted by decline in the pharmacy business and implementation of IFRS 15
- Growth in Asia-Pacific strongly supported by organic growth





Same

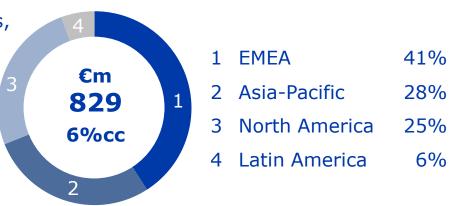
Q2 2018 Products: Solid growth continued

	Q2 2018 € million	Q2 2017 € million	Growth in %	Growth in %cc
Total Health Care Products	829	822	1	6
Dialysis Products	811	801	1	6
North America	210	208	1	10
EMEA	319	311	2	5
Asia-Pacific	231	226	2	6
Latin America	46	52	(12)	2
Non-Dialysis Products	18	21	(8)	(8)

 North America: Higher sales of renal drugs, machines and HD solutions/concentrates

► EMEA: Increased sales of dialyzers, machines, bloodlines, products for acute care and renal pharmaceuticals

 Asia-Pacific: Growth in sales of chronic HD products





Q2 2018: Cash flow & net leverage ratio

	Q2 2018 in € million	Q2 2017 in € million
Operating cash flow	656	883
in % of revenue	15.6%	19.7%
Capital expenditures, net	(227)	(193)
Free cash flow	429	690
Free cash flow, after acquisitions and investments	1,927	508

Days sales outstanding (DSO) at 82 days worldwide.





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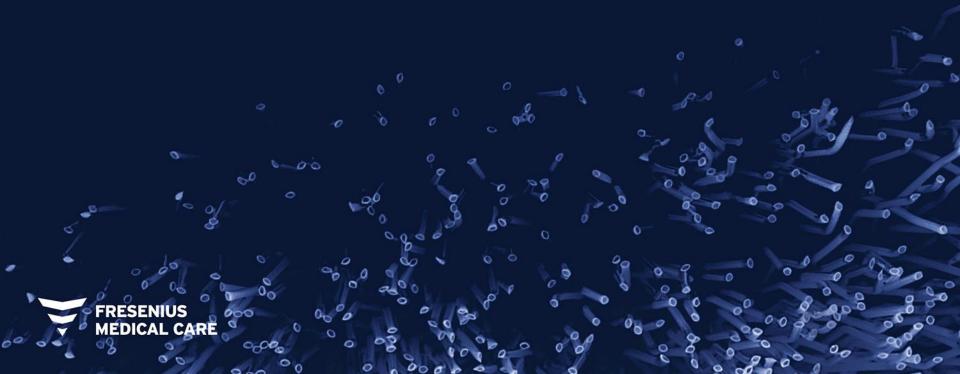


Outlook1

	Targets 2018	2017 base (in € million)
Revenue growth on a comparable basis	5 to 7%	16,739
Net income growth on a comparable basis	13 to 15%	1,242
Net income growth adjusted	7 to 9%	1,162
	Targets 2020 (2014-2020, avg. % p.a.)	2020 (in € billion)
Revenue growth	~10%	24
Net income growth	high single digit	



Backup

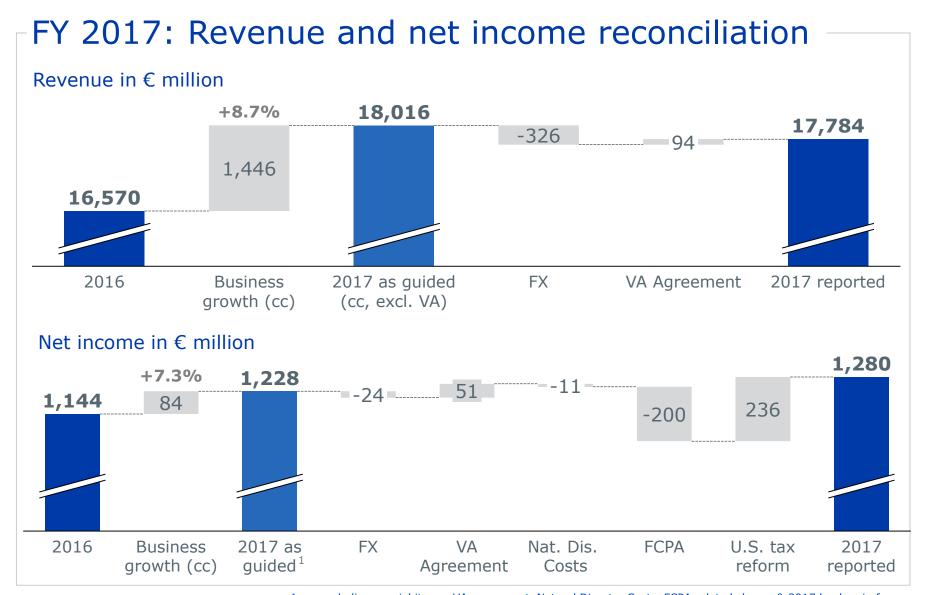


FY 2017: Solid growth delivered

				Adjusted ²			
	2017 € million	2016 € million	Growth in %	2017 € million	2016 € million	Growth in %	Growth in %cc
Revenue	17,784	16,570	7	17,690	16,570	7	9
Operating income (EBIT)	2,362	2,409	(2)	2,493	2,409	4	5
EBIT margin in %	13.3	14.5	(1.2)pp	14.1	14.5	(0.4)pp	(0.4)pp
Net interest expense	354	366	(3)	354	366	(3)	(2)
Income before taxes	2,008	2,043	(2)	2,139	2,043	5	7
Income tax expense	454	623	(27)	663	623	6	9
Tax rate in %	22.6	30.5	(7.9)pp	31.0	30.5	0.5pp	0.5pp
Non-controlling interest	274	276	0	272	276	(1)	1
Net income ¹	1,280	1,144	12	1,204	1,144	5	7

- ▶ Net interest expense decreased mainly driven by the replacement of interest bearing bonds and by debt instruments at lower interest rates
- ► Income tax expense decrease mainly resulted from the re-measurement of deferred tax balances following the U.S. tax reform

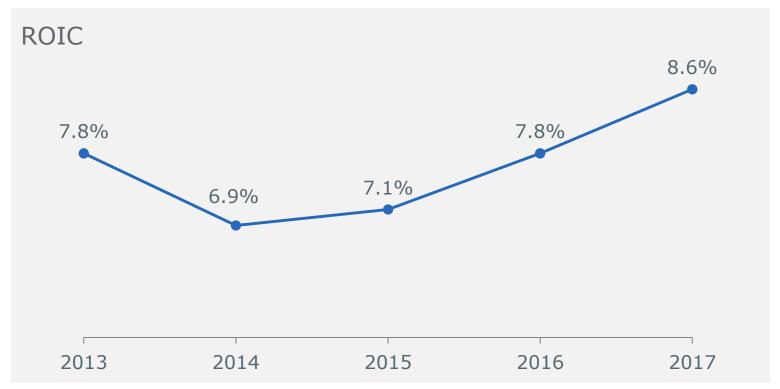






Return on Invested Capital¹ (ROIC)

▶ ROIC to improve by 100 basis points from 2013 to 8.5–9.0% in 2020²



Long-term value creation based on accretive acquisitions and organic growth



Basis for targets 2018

Reconciliation of non-IFRS financial measures to the most directly comparable IFRS financial measures.

€ million	2017	Targets 2018
Revenue	17,784	
Effect from IFRS 15 implementation	(486)	
Sound H2 2017 ¹	(559)	
Revenue on a comparable basis	16,739	Growth: 5-7%cc
Net income ²	1,280	
Sound H2 2017 ¹	(38)	
Net income ² on a comparable basis	1,242	Growth: 13-15%cc
VA agreement ³	(51)	
Natural Disaster Costs ⁴	11	
FCPA related charge	200	
U.S. tax reform ⁵ (excl. Sound H2 2017 ¹)	(240)	
Net income ² adjusted	1,162	Growth: 7-9%cc



Q2 2018: Profit and loss¹

	Q2 2018 € million	Q2 2017 € million	Growth in %	Growth in %cc
Revenue	4,214	4,471	(6)	2
Revenue on a comparable basis	4,214	4,340	(3)	5
Revenue adjusted	4,214	4,342	(3)	5
EBIT	1,401	583	140	162
EBIT margin in %	33.3	13.0	20.3pp	20.6рр
EBIT on a comparable basis	568	583	(3)	4
EBIT adjusted	568	591	(4)	2
EBIT adjusted margin in %	13.5	13.6	(0.1)pp	(0.3)pp
Net interest expense	84	95	(11)	(6)
Income before taxes	1,317	488	170	194
Income tax expense	262	150	74	91
Tax rate in %	19.9	30.8	(10.9)pp	(10.8)pp
Non-controlling interest	61	69	(12)	(4)
Net income	994	269	270	303
Net income on a comparable basis	308	269	15	22
Net income adjusted	273	274	0	6



1 For a detailed reconciliation please refer to chart 29

Q2 2018: Reconciliation adjustments

Reconciliation of non-IFRS financial measures to the most directly comparable IFRS financial measures

€ million	Q2 2017	Q2 2018	Growth in %	Growth in %cc
			111 70	111 7000
Revenue	4,471	4,214	(6)	2
Effect from IFRS 15 implementation	(131)			
Revenue on a comparable basis	4,340	4,214	(3)	5
VA Agreement	2			
Revenue adjusted	4,342	4,214	(3)	5
Operating income (EBIT)	583	1,401	140	162
(Gain) loss related to divestitures of Care Coordination activities		(833)		
EBIT on a comparable basis	583	568	(3)	4
VA Agreement	8			
EBIT adjusted	591	568	(4)	2
Net income	269	994	270	303
(Gain) loss related to divestitures of Care Coordination activities		(686)		
Net income on a comparable basis	269	308	15	22
VA Agreement	5			
U.S. tax reform		(35)		
Net income adjusted	274	273	0	6



Q2 2018: Revenue growth on track Revenue on a comparable basis, € million – target: 5-7%cc growth 5%cc 4,542 4,471 200 131 328 4,340 4,214 IFRS 15 Q2 2017 VA Q2 2018 cc Q2 2017 FX Q2 2018 Business reported Agreement growth cc reported on a on a comparable comparable basis basis



Q2 2018: Net income growth Net income on a comparable basis, € million – target: 13–15%cc growth 22%cc 994 327 269 58 Q2 2017 Business growth cc Q2 2018 cc FX Gain related to Q2 2018 reported reported & on a comparable divestures of Care comparable basis basis Co. activities Net income adjusted, € million – target: 7–9%cc growth 994 6%cc **35** 291 274 269 686 -18-5 Q2 2017 Q2 2017 **Business** Q2 2018 cc Gain related U.S. tax Q2 2018 VA FX reported & adjusted growth cc adjusted reform reported Agreement to divestures comparable of Care Co. basis activities



Q2 2018: Regional margin profile



Solid Dialysis business margin of 17.1% reflects

- Negative: lower revenue from commercial payors, higher implicit price concessions (IFRS 15), the implementation of the PAMA oral-only provision as well as increased property and other occupancy related costs
- Positive: lower costs for Health Care supplies and implementation of IFRS 15
- U.S. revenue per treatment, adj. for IFRS 15, increased to \$354 (Q2 2017: \$341);
 U.S. cost per treatment, adj. for IFRS 15, increased to \$286 (Q2 2017: \$272)

► Care Coordination margin of 6.7%² reflects

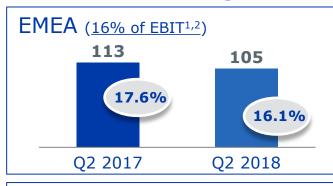
- Positive: prior year change in fair value of subsidiary share-based compensation, pharmacy services, the implementation of the PAMA oral-only provision and lower bad debt expense
- Negative: lower reimbursement for cardiovascular and endovascular services





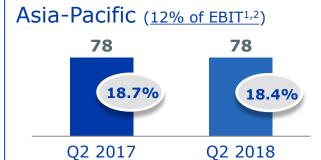


Q2 2018: Regional margin profile



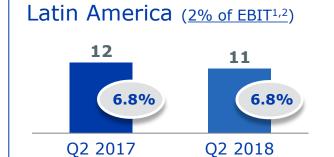
Operating profit margin development reflects

 Negative: lower income from equity method investees, higher personnel costs in certain countries, increased bad debt expense



Operating profit margin development impacted by

- Negative: foreign currency transaction effects and increased costs related to business growth (mainly China)
- ► Care Coordination margin of 11.8% positively impacted by acquisitions



▶ Operating profit margin development reflects

Positive: foreign currency translation effects

Negative: higher bad debt expense



in € million **EBIT**



H1 2018: Profit and loss¹

	H1 2018 € million	H1 2017 € million	Growth in %	Growth in %cc
Revenue	8,189	9,019	(9)	0
Revenue on a comparable basis	8,189	8,749	(6)	3
Revenue adjusted	8,189	8,651	(5)	4
EBIT	1,898	1,235	54	68
EBIT margin in %	23.2	13.7	9.5pp	9.3pp
EBIT on a comparable basis	1,078	1,235	(13)	(5)
EBIT adjusted	1,078	1,144	(6)	3
EBIT adjusted margin in %	13.2	13.2	0.0pp	(0.2pp)
Net interest expense	164	188	(12)	(5)
Income before taxes	1,734	1,047	66	82
Income tax expense	349	332	5	15
Tax rate in %	20.1	31.7	(11.6)pp	(11.5)pp
Non-controlling interest	112	138	(19)	(9)
Net income	1,273	577	121	141
Net income on a comparable basis	599	577	4	13
Net income adjusted	517	523	(1)	7



1 For a detailed reconciliation please refer to chart 35

H1 2018: Reconciliation adjustments

Reconciliation of non-IFRS financial measures to the most directly comparable IFRS financial measures

€ million	H1 2017	H1 2018	Growth in %	Growth in %cc
			111 70	111 7000
Revenue	9,019	8,189	(9)	0
Effect from IFRS 15 implementation	(270)			
Revenue on a comparable basis	8,749	8,189	(6)	3
VA Agreement	(98)			
Revenue adjusted	8,651	8,189	(5)	4
Operating income (EBIT)	1,235	1,898	54	68
(Gain) loss related to divestitures of Care Coordination activities		(820)		
EBIT on a comparable basis	1,235	1,078	(13)	(5)
VA Agreement	(91)			
EBIT adjusted	1,144	1,078	(6)	3
Net income	577	1,273	121	141
(Gain) loss related to divestitures of Care Coordination activities		(674)		
Net income on a comparable basis	577	599	4	13
VA Agreement	(54)			
U.S. tax reform		(82)		
Net income adjusted	523	517	(1)	7



H1 2018: Revenue reconciliation Revenue on a comparable basis, € million – target: 5-7%cc growth 3%cc 9,035 9,019 270 384 8,749 98 846 8,189 IFRS 15 H1 2017 VA H1 2018 cc H1 2017 FX H1 2018 Business reported Agreement growth cc reported on a on a comparable comparable

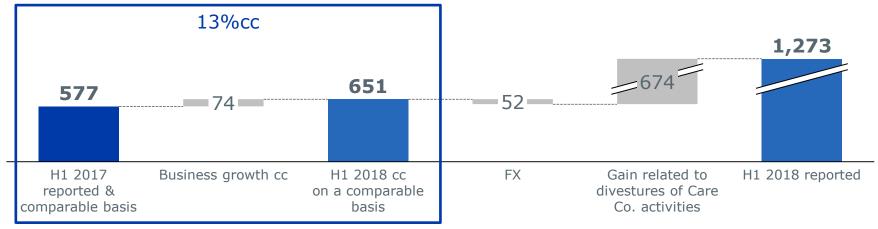


basis

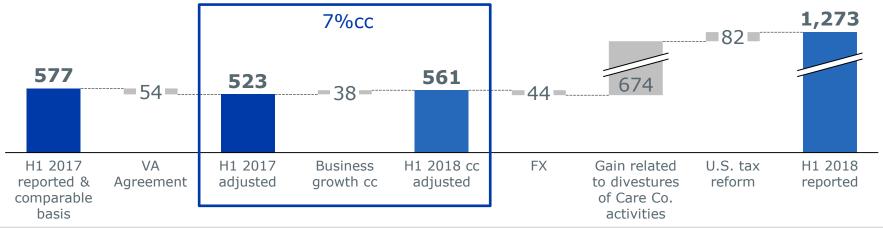
basis

H1 2018: Net income reconciliation

Net income on a comparable basis, € million – target: 13–15%cc growth



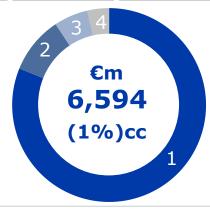
Net income adjusted, € million – target: 7–9%cc growth





H1 2018 Services

Revenue	H1 2018 € million	H1 2017 € million	Growth in %	Growth in %cc	Organic growth in %	Same market growth in %
Total	6,594	7,418	(11)	(1)	2	3
North America	5,351	6,182	(13)	(3)	2	2
of which Care Coordination	1,045	1,389	(25)	(16)	21	-
EMEA	629	613	3	5	2	3
Asia-Pacific	375	360	4	13	6	5
of which Care Coordination	94	59	59	73	14	-
Latin America	239	263	(9)	15	12	1



1 North America 81%

2 EMEA 9%

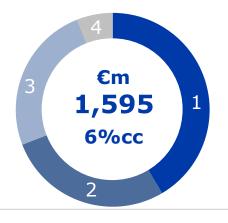
3 Asia-Pacific 6%

4 Latin America 4%



H1 2018 Products

	Q2 2018 € million	Q2 2017 € million	Growth in %	Growth in %cc
Total Health Care Products	1,595	1,601	0	6
Dialysis Products	1,557	1,560	0	7
North America	395	418	(5)	6
EMEA	621	601	3	6
Asia-Pacific	439	435	1	7
Latin America	95	97	(2)	13
Non-Dialysis Products	38	41	(7)	(7)



- 1 EMEA 41%
- 2 Asia-Pacific 28%
- 3 North America 25%
- 4 Latin America 6%



Debt and EBITDA

Reconciliation of non-IFRS financial measures to the most comparable IFRS measure

€ million

Debt	FY 2016	FY 2017	H1 2018
Short term debt	572	760	873
+ Short term debt from related parties	3	9	3
+ Current portion of long-term debt and capital lease obligations	724	884	898
+ Long-term debt and capital lease obligations less current portion	6,833	5,795	5,490
Total debt	8,132	7,448	7,264
Cash and cash equivalents	709	978	1,657
Total net debt	7,423	6,470	5,607

EBITDA	FY 2016 ¹	FY 2017 ¹	H1 2018 ¹
Last twelve month operating income (EBIT)	2,398	2,372	2,095
+ Last twelve month depreciation and amortization	710	731	694
+ Non-cash charges	65	51	50
EBITDA (annualized)	3,173	3,154	2,839
Net leverage ratio (Net debt/EBITDA)	2.3	2.1	2.0



Cash Flow and Capital Expenditures

Reconciliation of non-IFRS financial measures to the most comparable IFRS measure

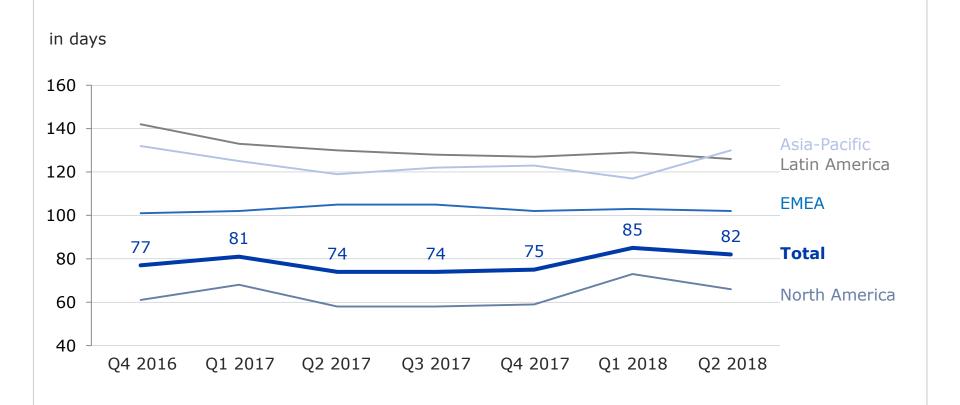
€ million

Cash Flow	Q2 2017	Q2 2018	H1 2017	H1 2018
Acquisitions, investments and net purchases of intangible assets	(191)	(164)	(352)	(345)
- Proceeds from divestitures	9	1,662	10	1,662
= Acquisitions and investments, net of divestitures	(182)	1,498	(342)	1,317

Capital expenditures, net	Q2 2017	Q2 2018	H1 2017	H1 2018
Purchase of property, plant and equipment	(206)	(244)	(404)	(466)
- Proceeds from sale of property, plant & equipment	13	17	16	20
= Capital expenditure, net	(193)	(227)	(388)	(446)



Day sales outstanding (DSO)





Q2 2018: Quality outcomes remain on high level¹

	North /	America	EM	1EA	Latin A	merica	Asia-F	acific
% of patients	Q2 2018	Q2 2017	Q2 2018	Q2 2017	Q2 2018	Q2 2017	Q2 2018	Q2 2017
Kt/V > 1.2	98	98	95	95	91	93	96	96
Hemoglobin = 10-12 g/dl	73	73	82	78	52	51	57	58
Calcium = $8.4-10.2 \text{ mg/dl}$	85	84	79	74	78	78	74	74
Albumin ≥ 3.5 g/dl	80	78	90	86	91	91	89	87
Phosphate ≤ 5.5 mg/dl	61	62	78	75	76	77	66	69
Patients without catheter (after 90 days)	83	84	80	81	80	81	87	88
in days								
Days in hospital per patient year	10.1	10.1	7.6	7.5	4.1	3.9	3.6	3.9



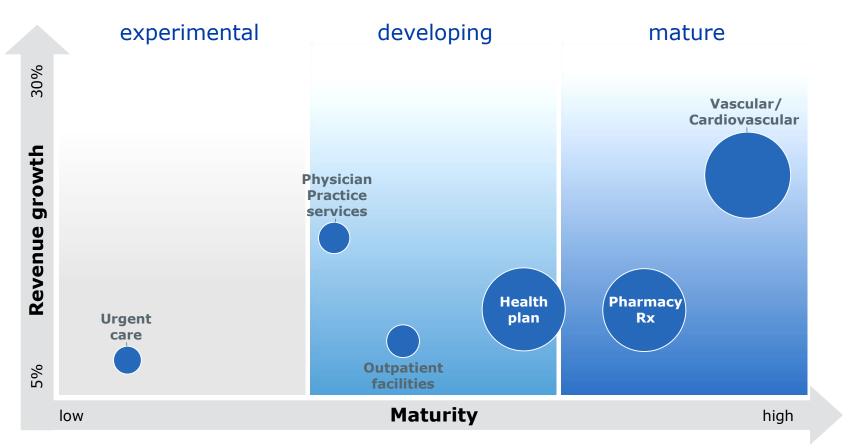
H1 2018: Patients, treatments, clinics

	Patients as of June 30, 2018	Treatments H1 2018, in million	Clinics as of June 30, 2018
North America	199,527	15,134,388	2,439
Growth in %	3	3	4
EMEA	63,589	4,794,593	758
Growth in %	4	4	4
Asia-Pacific	30,578	2,143,059	385
Growth in %	2	2	(1)
Latin America	31,494	2,492,959	233
Growth in %	4	4	1
Total	325,188	24,564,999	3,815
Growth in %	3	3	3



Our portfolio of Care Coordination businesses

Mid-term revenue and growth profile – 2020e





Size of circle indicates absolute revenue contribution in 2020e. Positioning of bubble illustrative.

U.S. dialysis days per quarter

	Q1	Q2	Q3	Q4	Full year
2015	76	78	79	79	312
2016	78	78	79	79	314
2017	77	78	79	79	313
2018	77	78	78	80	313



Exchange rates

		H1 2017	FY 2017	H1 2018
€:\$	Period end	1.141	1.199	1.166
	Average	1.083	1.130	1.210
€:CNY	Period end	7.739	7.804	7.717
	Average	7.445	7.629	7.709
€:RUB	Period end	67.545	69.392	73.158
	Average	62.806	65.938	71.928
€:ARS	Period end	18.956	22.639	33.603
	Average	17.028	18.754	26.103
€:BRL	Period end	3.760	3.973	4.488
	Average	3.443	3.605	4.141



Definitions

cc Constant currency

HD Hemo dialysis

PD Peritoneal dialysis

Net income Net income attributable to shareholders of FME

Sound H2 2017 Contribution of Sound Physicians on the profit and loss statement in

the second half year 2017

U.S. Tax Reform U.S. Tax Reform: impacts from U.S. tax reform

VA Agreement | Agreement with the United States Departments of Veterans Affairs

and Justice



Financial calendar 2018¹

Oct 30	Report on 3 rd quarter 2018
Sep 14	Morgan Stanley Global Healthcare Conference, New York
Sep 24	Berenberg & Goldman Sachs German Corporate Conference, Munich
Sep 25	Baader Investment Conference, Munich
Sep 26	Bernstein Strategic Decision Conference, London
Sep 27	JP Morgan Milan Forum, Milan
Nov 07	BNY Mellon Morningstar Equity Conference, Chicago
Nov 12	HSBC Healthcare Day, Frankfurt
Nov 12	Credit Suisse Healthcare Conference, Scottsdale
Nov 14	UBS European Healthcare Conference, London
Nov 15	Jefferies Global Healthcare Conference, London
Nov 15	HSBC Luxembourg Conference, Luxembourg



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