

Annual General Meeting 2015

Frankfurt | May 19, 2015

Rice Powell

Chief Executive Officer and Chairman of the Management Board



**FRESENIUS
MEDICAL CARE**



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MEDICAL CARE**

Rice Powell
CEO

WELCOME

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Agenda

1. Looking back at the year 2014
2. Current business performance
3. Growth strategy and long-term goals

Looking back – the 2014 goals achieved

Highlights

Record sales

in Fresenius Medical Care's history



Net income

slightly below the results in 2013

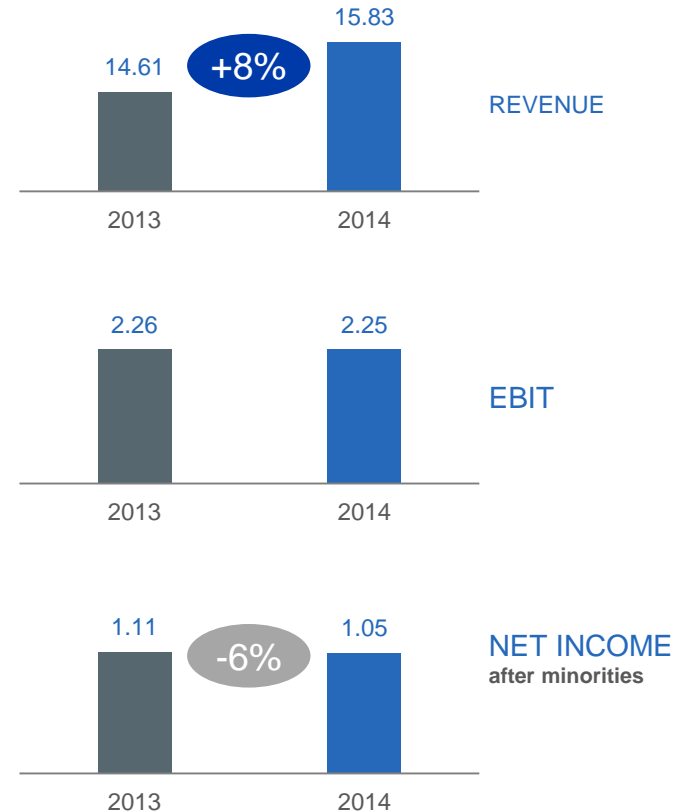


Cost savings

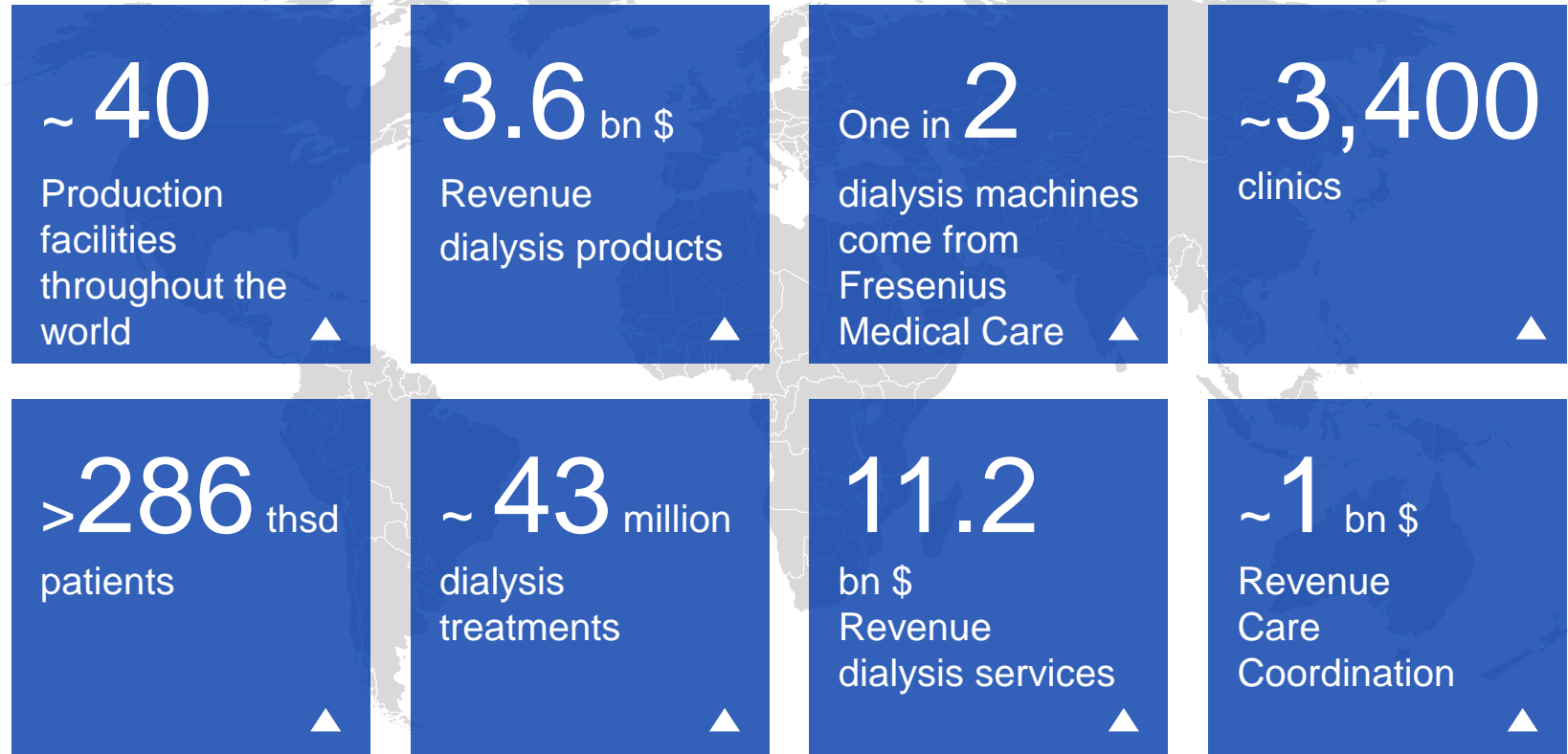
of around 65 m \$ (40 m \$ after tax) slightly above our expectations



Results in \$ billions



Fresenius Medical Care today



2014 – Revenue trends in the regions

North America



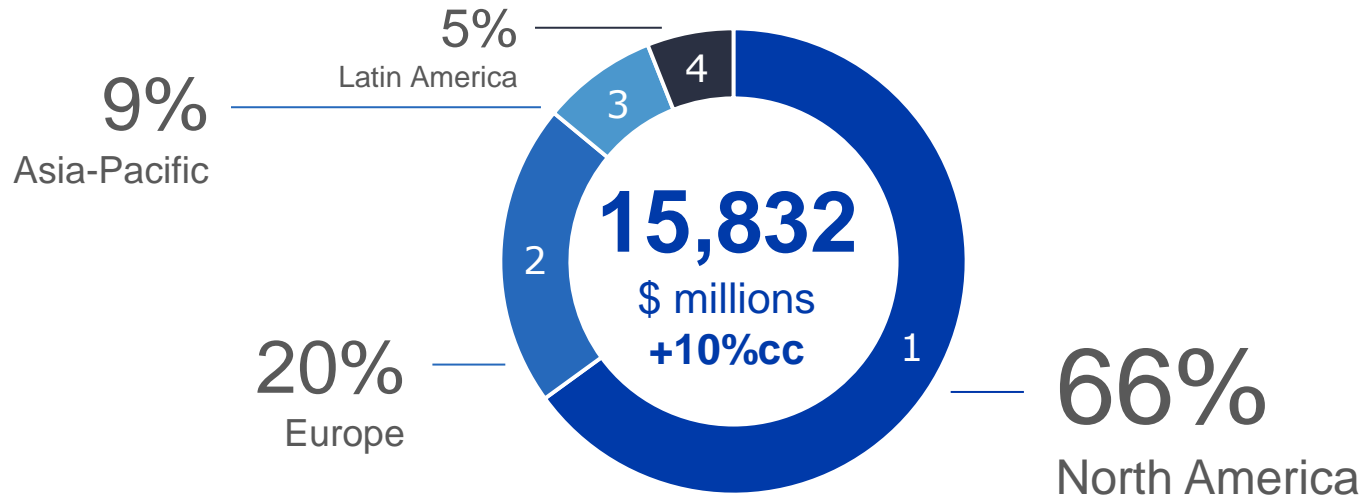
Asia-Pacific



Europe



Latin America



cc = constant currency

18th consecutive dividend increase

Highlights

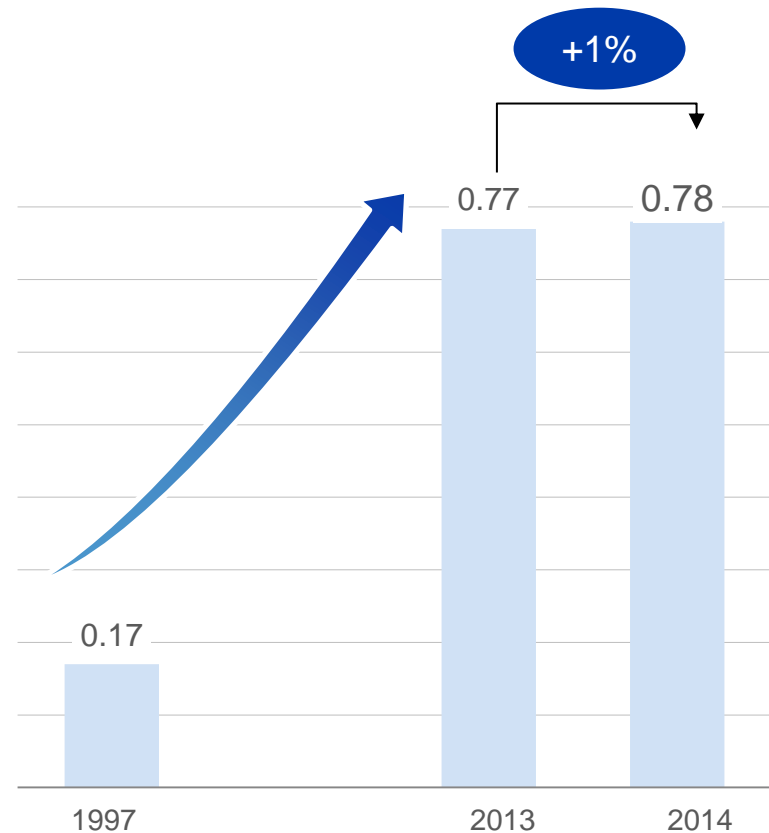
Dividend
payout ratio
of 30%



Dividend
payout
will amount to
237 m €



Dividend per share in €



Performance of the share price

Share price performance

May 15, 2014 to May 19, 2015



Total return 2004 to 2014 – average annual performance



With a share price increase of 58% the Fresenius Medical Care share could continue its successful development during the last twelve months

Source: Bloomberg; dividends reinvested

2020 growth strategy



Growing in our
core business



Opening up
new business
areas



Enhancing
products and
treatments

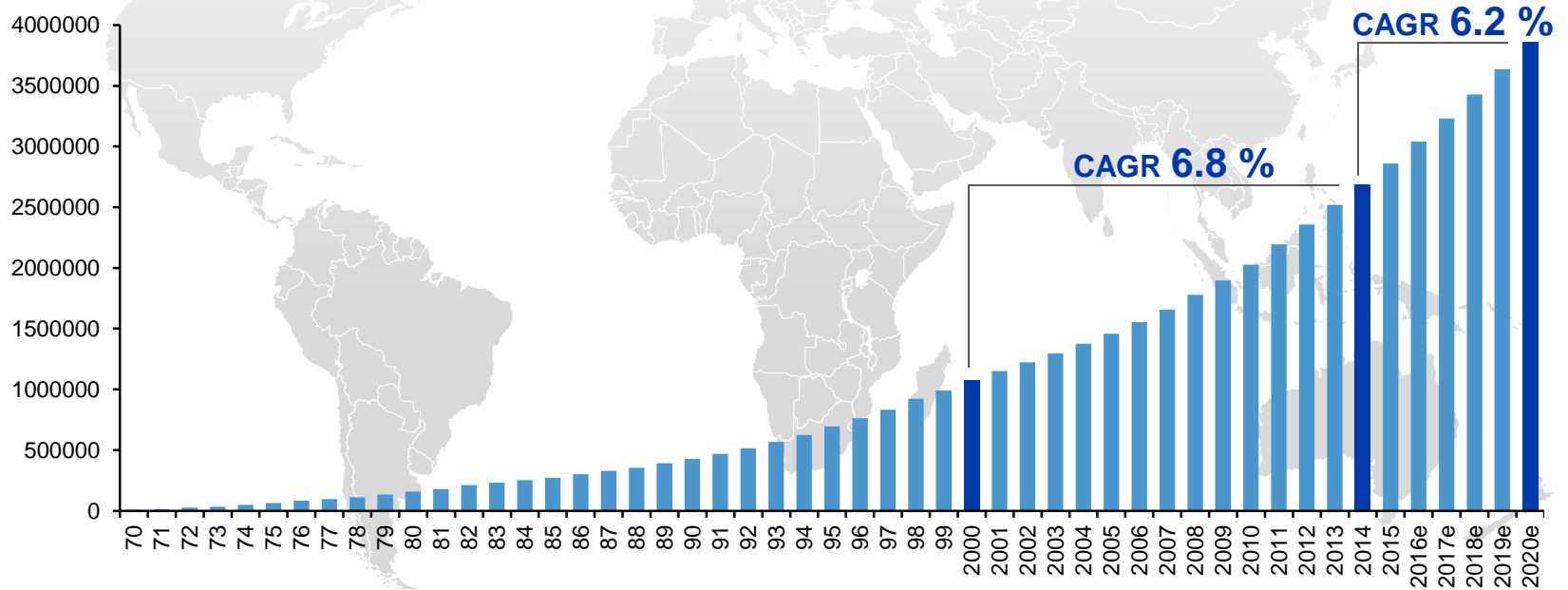


Increasing
efficiency
and flexibility



Development of dialysis patient numbers

The increasing number of patients worldwide will result in a growth in our core business



Source: Company data and estimates (2014)

Opening up new business areas



Care Coordination

Examples

- ▶ Vascular care
- ▶ Cardiovascular and endovascular specialty services
- ▶ Hospitalists and intensivists
- ▶ Pharmacy (Rx)
- ▶ Laboratory

Innovative and high-quality products

Since the seventies

Fresenius Medical Care has set the quality standard in dialysis



Our latest products

in acute therapy and home dialysis take up the story of success



Increasing efficiency



In 2013

launch of the Global Efficiency Program

Aim

reduce costs and increase income in a sustainable way

In 2014

cost savings of 65 m \$ before tax achieved

By the end of 2016

efficiency gains should increase to 300 m \$ a year

Outlook

	2015e	2016 projection
in \$ millions		
Revenue	10-12%cc 5-7%	9-12%cc 9-12%
Net income	0-5%	15-20%

- ▶ Information includes savings from the Global Efficiency Program
- ▶ The outlook is based on the execution and the operating cost investments within the Care Coordination business
- ▶ Potential acquisitions are not included

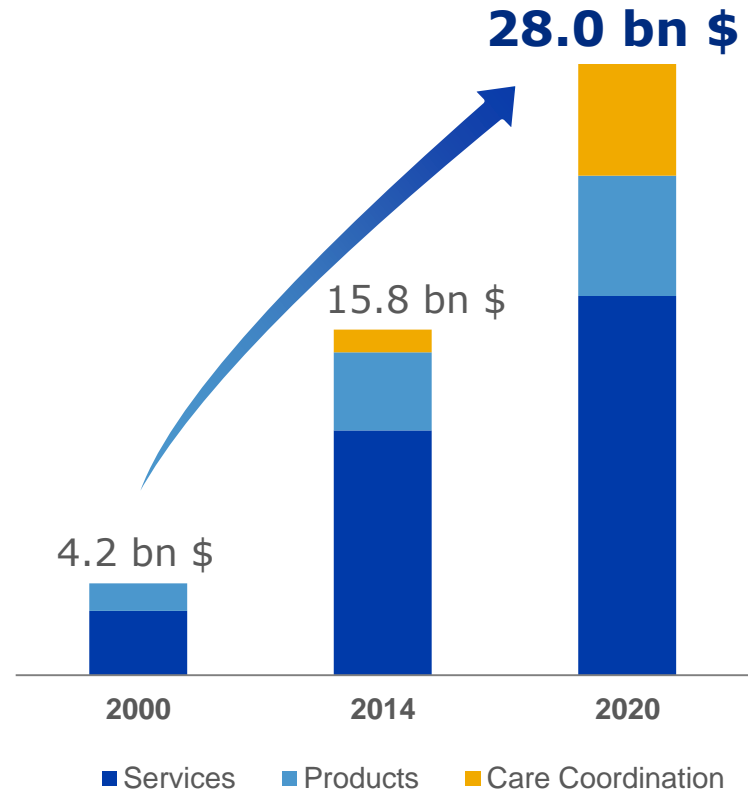
cc = constant currency

Long-term goals up to 2020

2015 – 2020 average growth rates p.a.

Revenue
~10%
▲

Net income
high
single digit (%)
▲



Agenda of the Annual General Meeting



Items 1 to 5

Usual resolutions

Item 6

Flexibilization and expansion of the corporate objectives

Item 7

Renew the expiring authorized capital

Item 8

Reduce the carrying majority required for supervisory board votes to a simple majority



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

Thank you very much for your attention!

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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).

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 independent of being the reported or the adjusted number. Amounts are in US-\$ if not mentioned otherwise.