

UBS

German Senior Investor Day

Munich

December 3, 2013



**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. 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. Numbers mentioned are in US-\$.

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Business Update

Q3 and Nine Months 2013

Q3 with good growth trends

| | Q3 2013 in \$ millions | Growth in % |
|--|----------------------------------|----------------|
| Net Revenue | 3,666 | 7 |
| EBIT | 557 | (2) |
| EBIT adjusted for sequestration | 576 | 2 |
| Net income | 273 | 1 |
| Net income adjusted for sequestration | 285 | 6 |

- ▶ Organic growth in North America improved further to over 6%
- ▶ Same store growth in International improved further to 5%
- ▶ Quarter impacted also by EPO price increase
- ▶ Guidance confirmed but strong fourth quarter needed to achieve it

* A reconciliation to the most directly comparable U.S. GAAP financial measures is provided in the attachments

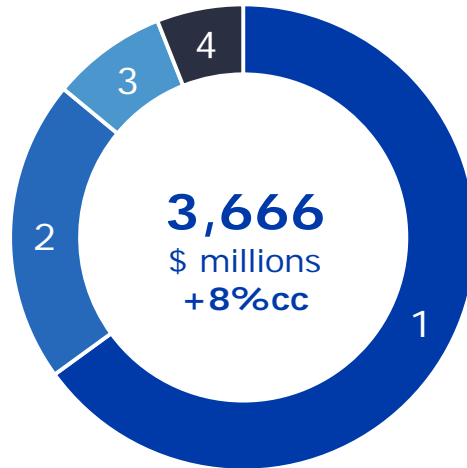
Q3 Regional revenue breakdown

North America

| | | |
|----------------|------------|------|
| Revenue | \$ 2,436 m | + 8% |
| Organic growth | | + 6% |

International ~ 34% of total revenue

| | | |
|----------------|------------|---------|
| Revenue | \$ 1,222 m | + 6%cc |
| Organic growth | | + 4% |
| Europe | \$ 742 m | + 2%cc |
| Asia-Pacific | \$ 276 m | + 10%cc |
| Latin America | \$ 204 m | + 13%cc |



| | | |
|---|---------------------------|-----|
| 1 | North America | 66% |
| 2 | Europe/Middle East/Africa | 20% |
| 3 | Asia-Pacific | 8% |
| 4 | Latin America | 6% |

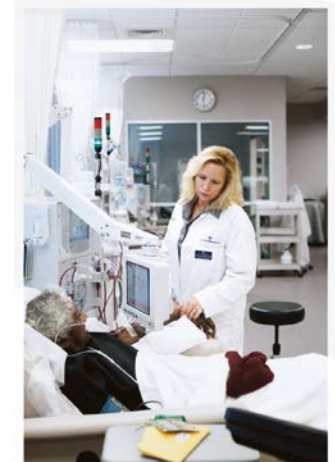
cc = constant currency

Global market leader with significant franchise

| | Clinics as of Sep. 30, 2013 | De novo 9M 2013 | Acquired 9M 2013 |
|--------------------------|---------------------------------------|--------------------|---------------------|
| Total | 3,225 | 57 | 40 |
| Growth vs. Sep. 30, 2012 | + 3% | | |
| North America | 2,116 | 35 | 8 |
| Growth vs. Sep. 30, 2012 | +3% | | |
| International | 1,109 | 22 | 32 |
| Growth vs. Sep. 30, 2012 | + 3% | | |

Growth rates impacted by acquisition program of previous year

- ▶ Delivered more than 30 million treatments globally +5%
 - North America ~19 m | International ~11 m
- ▶ Providing care to nearly 266,000 patients globally +4%
 - North America ~168,900 | International ~96,900




Revenue growth in Dialysis Services


| | Q3 2012 in \$ millions | Q3 2013 in \$ millions | Growth in % | Growth in %cc | Organic growth in % | Same market growth in % |
|--------------------------------|------------------------------|-------------------------------------|----------------|------------------|---------------------------|----------------------------------|
| North America | 2,047 | 2,224 | 9 | 9 | 6 | 3.5 |
| International | 558 | 589 | 5 | 8 | 5 | 5 |
| Total Dialysis Services | 2,605 | 2,813 | 8 | 9 | 6 | 4 |

| | 9M 2012 in \$ millions | 9M 2013 in \$ millions | Growth in % | Growth in %cc | Organic growth in % | Same market growth in % |
|--------------------------------|------------------------------|-------------------------------------|----------------|------------------|---------------------------|----------------------------------|
| North America | 6,007 | 6,485 | 8 | 8 | 5 | 4 |
| International | 1,680 | 1,750 | 4 | 7 | 5 | 4 |
| Total Dialysis Services | 7,688 | 8,235 | 7 | 8 | 5 | 4 |

cc = constant currency

Revenue growth in Dialysis Products

| | | Q3 2012 in \$ millions | Q3 2013 in \$ millions | Growth in % | Growth in %cc |
|-------------------------------|---|---------------------------|---------------------------|----------------|------------------|
| Total External Revenue |  | 813 | 853 | 5 | 4 |
| of which North America | | 202 | 212 | 5 | 5 |
| of which International | | 605 | 633 | 5 | 4 |

| | | 9M 2012 in \$ millions | 9M 2013 in \$ millions | Growth in % | Growth in %cc |
|-------------------------------|--|---------------------------|---------------------------|----------------|------------------|
| Total External Revenue |  | 2,407 | 2,508 | 4 | 4 |
| of which North America | | 595 | 614 | 3 | 3 |
| of which International | | 1,790 | 1,869 | 4 | 4 |

cc = constant currency

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Financials & Outlook

Q3 and Nine Months 2013

Q3 Profit & Loss

| | Q3 2012 in \$ millions | Q3 2013 in \$ millions | Growth in % |
|------------------------------------|---------------------------|----------------------------------|----------------|
| Net revenue | 3,418 | 3,666 | 7 (8 cc) |
| Operating income (EBIT) | 568 | 557 | (2) |
| Operating income (EBIT) adjusted * | 568 | 576 | 2 |
| Net income | 270 | 273 | 1 |
| Net income, adjusted * | 270 | 285 | 6 |

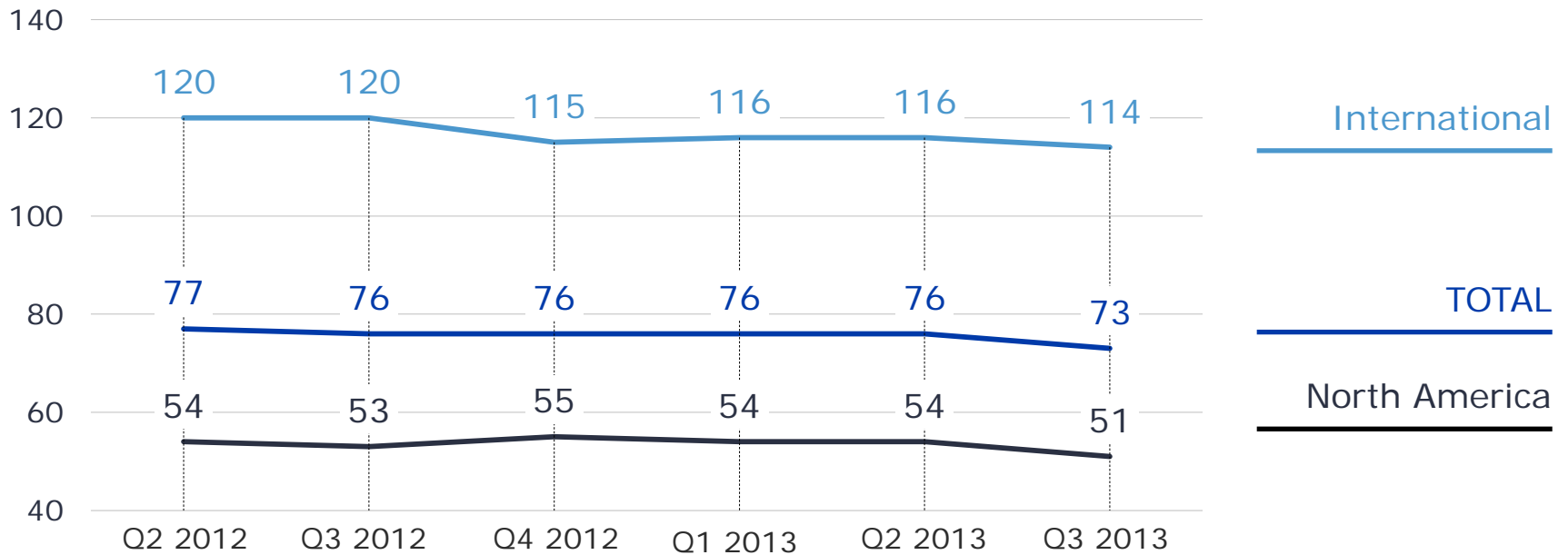
- ▶ Quarter influenced by sequestration and EPO price increase in U.S.
- ▶ Good underlying performance trend and also sequential improvement excl. special items

*excl. sequestration impact in 2013

A reconciliation to the most directly comparable U.S. GAAP financial measures is provided in the attachments

Day Sales Outstanding (DSO)

In days



► Very strong development in North America and International

Very strong Cash Flow

| | Q3 2012 in \$ millions | Q3 2013 in \$ millions | Growth in % |
|--|---------------------------|----------------------------------|----------------|
| Operating cash flow | 535 | 605 | 13 |
| Capital expenditures, net | (164) | (175) | |
| Free cash flow | 371 | 430 | 16 |
| Free cash flow, after acquisitions and investments | 334 | 235 | |

| | 9M 2012 in \$ millions | 9M 2013 in \$ millions | Growth in % |
|--|---------------------------|----------------------------------|----------------|
| Operating cash flow | 1,467 | 1,446 | (1) |
| Capital expenditures, net | (438) | (494) | |
| Free cash flow | 1,029 | 952 | (7) |
| Free cash flow, after acquisitions and investments | (528) | 673 | |

2013 Outlook – confirmed –

| In \$ millions | 2012 | 2013 E |
|--|----------|---------------------|
| | Reported | |
| Revenue | 13,800 | > 14,600 |
| EBIT | 2,219 | <u>2,300</u> -2,400 |
| Net income | 1,187 | |
| Investment gain | -140 | |
| Net income adjusted for investment gain | 1,047 | <u>1,100</u> -1,150 |

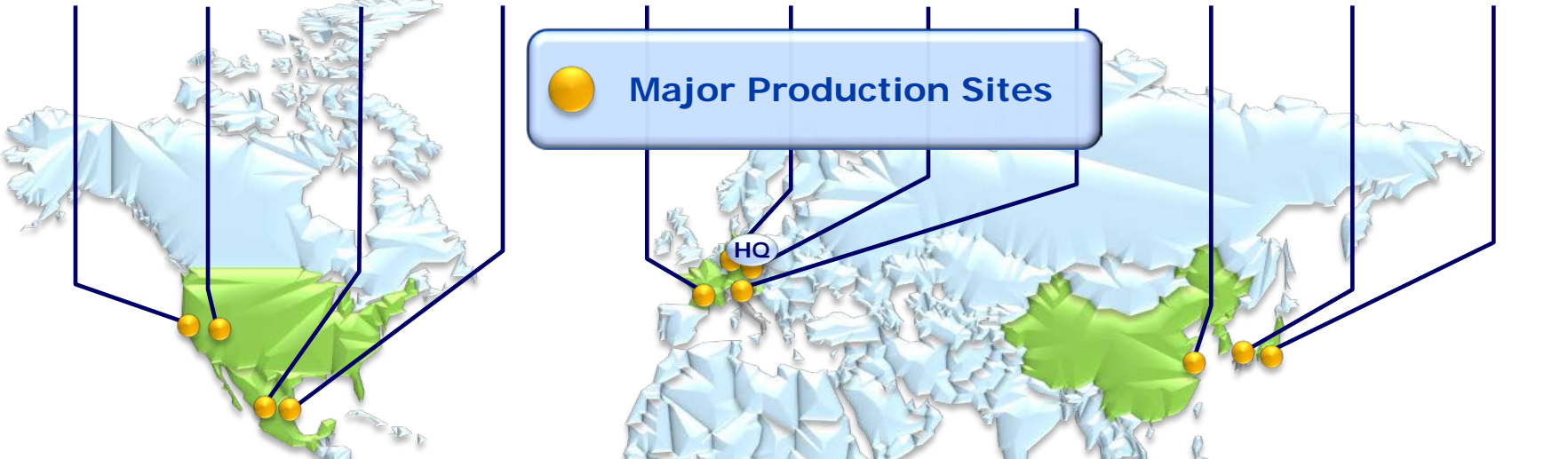
A reconciliation to the most directly comparable U.S. GAAP financial measures is provided in the attachments

Global Presence Products & Services



Walnut Creek U.S. Ogden U.S. Guadalajara Mexico Reynosa Mexico L' Arbresle France St. Wendel Germany Schweinfurt Germany Cremona Italy JiangSu China Buzen Japan Inukai Japan

 Major Production Sites



Dialysis Clinics

North America:
2,116 clinics
Latin America:
229 clinics

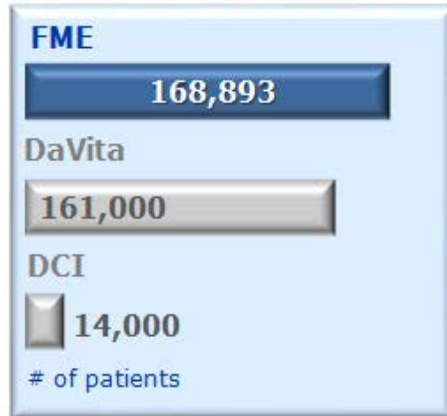
Europe:
627 clinics

Asia-Pacific:
253 clinics

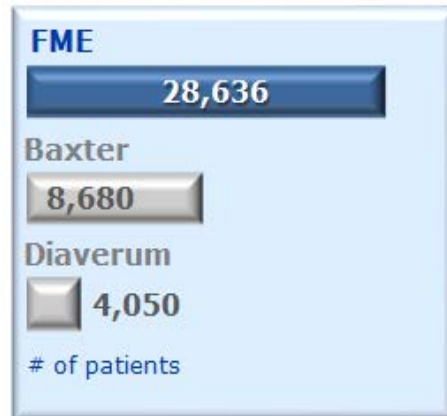
as of September 30, 2013

Dialysis Services Worldwide – Number of Patients Treated ¹

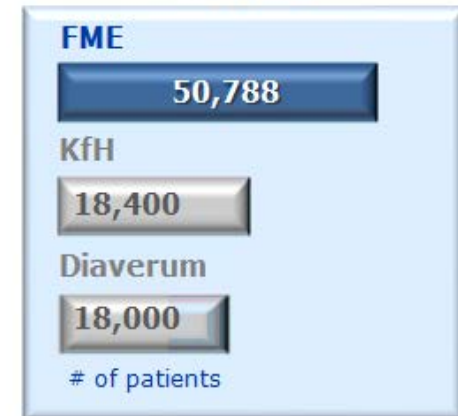
North America



Latin America



EMEA



Asia-Pacific



\$75 ²
Billion
Market

We Lead in Every
Major Market,
Treating more than
265,000 Patients
Worldwide

¹ as of September 30, 2013

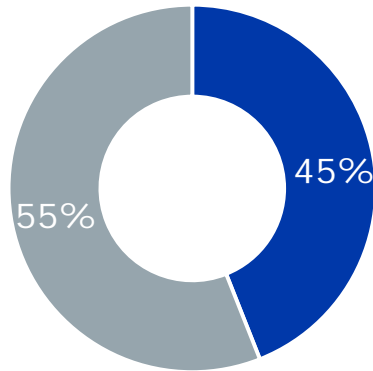
² Based on company statements and estimates for 2012

Market position by major product groups 2012

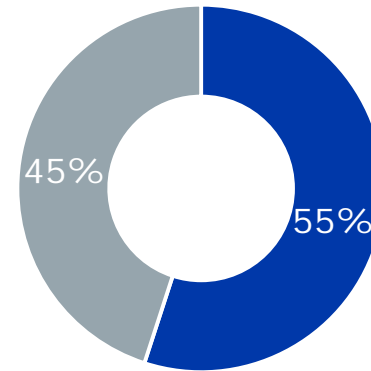
| | Position 1 |
|------------------------------|------------|
| Dialyzers | FME |
| Dialysis machines | FME |
| Hemodialysis concentrates | FME |
| Bloodlines | FME |
| Peritoneal dialysis products | Baxter |



Dialyzers



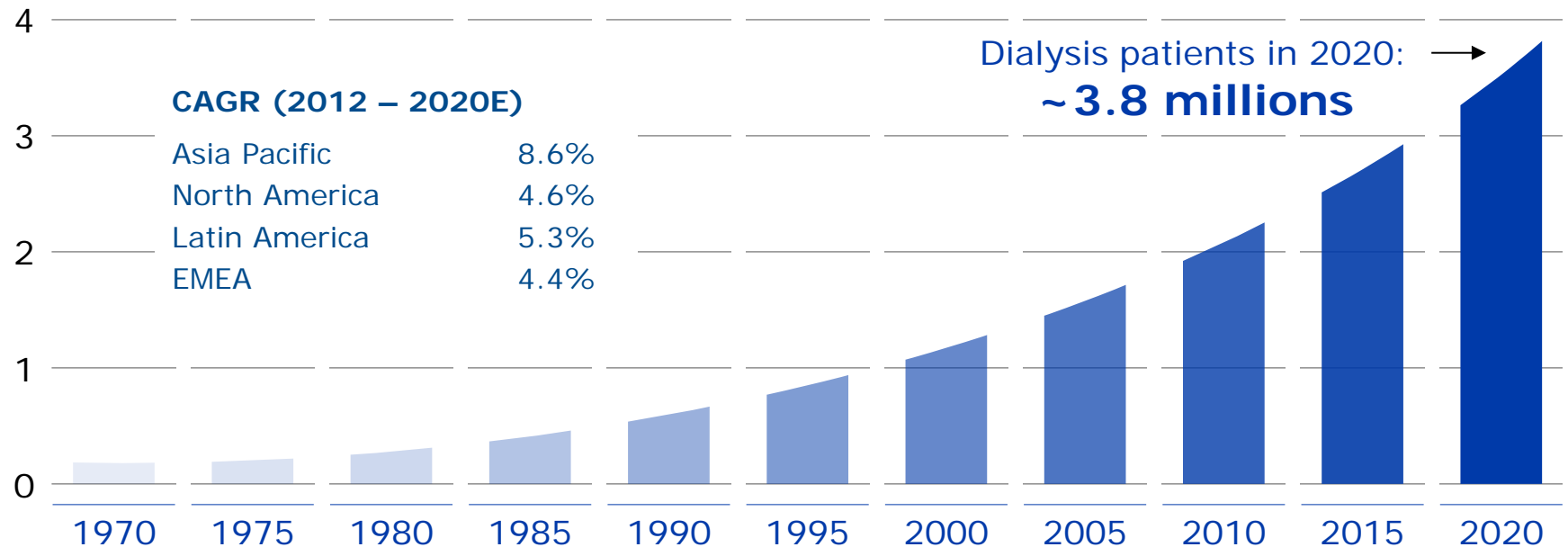
Dialysis machines



Sold around 100,000,000 dialyzers in 2012

Expected development of global dialysis patient population

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



¹ Internal estimates

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Questions & Answers

Q3 and Nine Months 2013

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

Thank you very much for your attention!

9M Profit & Loss

| | 9M 2012 in \$ millions | 9M 2013 in \$ millions | Growth in % |
|------------------------------------|---------------------------|----------------------------------|----------------|
| Net revenue | 10,095 | 10,743 | 6 (7 cc) |
| Operating income (EBIT) | 1,659 | 1,595 | (4) |
| Operating income (EBIT) adjusted * | 1,645 | 1,625 | (1) |
| Net income | 930 | 761 | (18) |
| Net income, adjusted * | 784 | 783 | |

*excl. special items related to the acquisition of Liberty Dialysis Holdings Inc, and sequestration impact in 2013

A reconciliation to the most directly comparable U.S. GAAP financial measures is provided in the attachments

Good growth across the group in 9M 2013

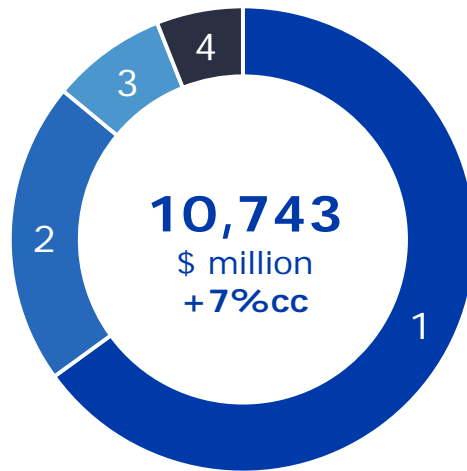
North America

| | | |
|----------------|------------|------|
| Revenue | \$ 7,099 m | + 8% |
| Organic growth | | + 5% |

International

~ 34% of total revenue

| | | |
|----------------|------------|---------|
| Revenue | \$ 3,619 m | + 5%cc |
| Organic growth | | + 5% |
| Europe | \$ 2,213 m | + 2%cc |
| Asia-Pacific | \$ 789 m | + 7%cc |
| Latin America | \$ 617 m | + 14%cc |



| | | |
|---|---------------------------|-----|
| 1 | North America | 66% |
| 2 | Europe/Middle East/Africa | 21% |
| 3 | Asia-Pacific | 7% |
| 4 | Latin America | 6% |

cc = constant currency

Share buyback program

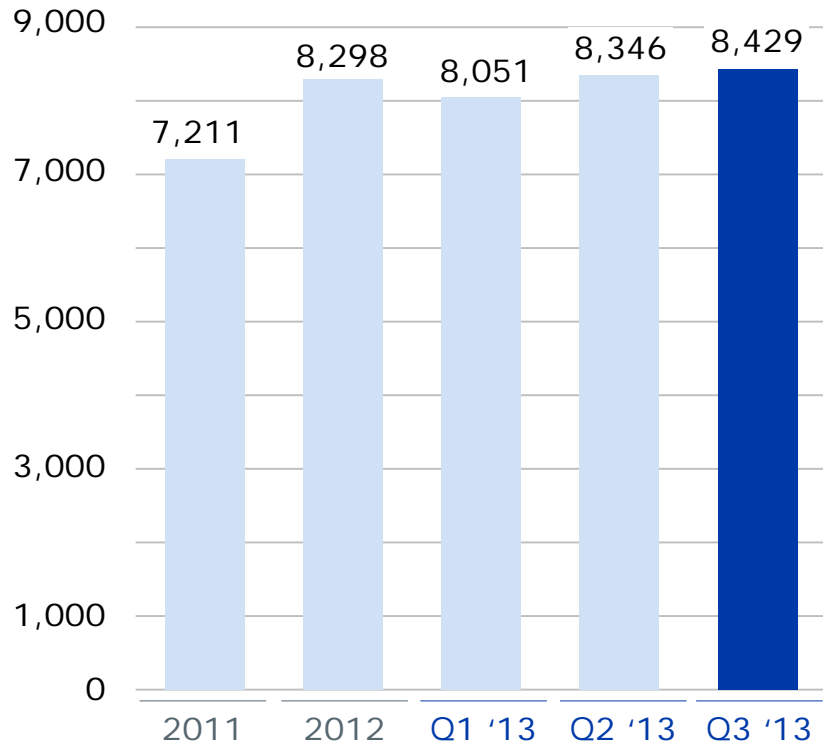
- ▶ Completed on August 14, 2013
- ▶ Bought back 7.5 m shares with an aggregate value of €385m
- ▶ 300.8m ordinary shares outstanding as of Sept. 30, 2013
- ▶ Program was financed from cash flow and existing credit facilities

Quality outcomes

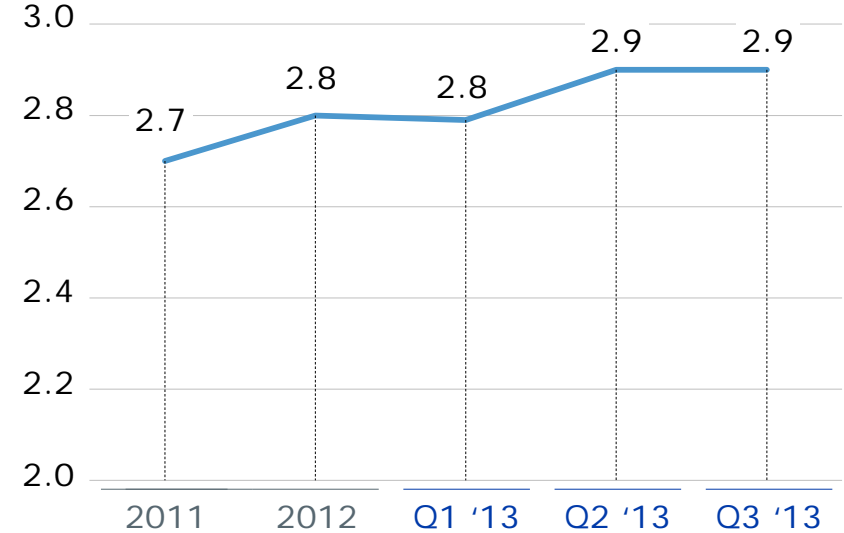
| % of patients | U.S. | | EMEA | | Asia-Pacific | |
|---|------------|--------------------|------------|--------------------|--------------|--------------------|
| | Q2 2013 | Q3 2013 | Q2 2013 | Q3 2013 | Q2 2013 | Q3 2013 |
| Kt/V \geq 1.2 | 97 | 97 | 96 | 96 | 97 | 96 |
| No catheter (>90 days) | 83 | 84 | 85 | 85 | 94 | 93 |
| Hemoglobin = 10 – 12 g/dl | 73 | 76 | 60 | 59 | 57 | 59 |
| Hemoglobin = 10 – 13 g/dl (International) | 78 | 81 | 78 | 78 | 65 | 67 |
| Albumin \geq 3.5 g/dl | 85 | 85 | 86 | 88 | 91 | 91 |
| Phosphate \leq 5.5 mg/dl | 64 | 66 | 75 | 76 | 71 | 71 |
| Calcium 8.4 – 10.2 mg/dl | 84 | 84 | 77 | 79 | 74 | 75 |
| Hospitalization days, per patient | 9.6 | 9.4 | 9.3 | 9.3 | 4.5 | 4.2 |

Total Debt/EBITDA – ratio

Total debt in \$ millions



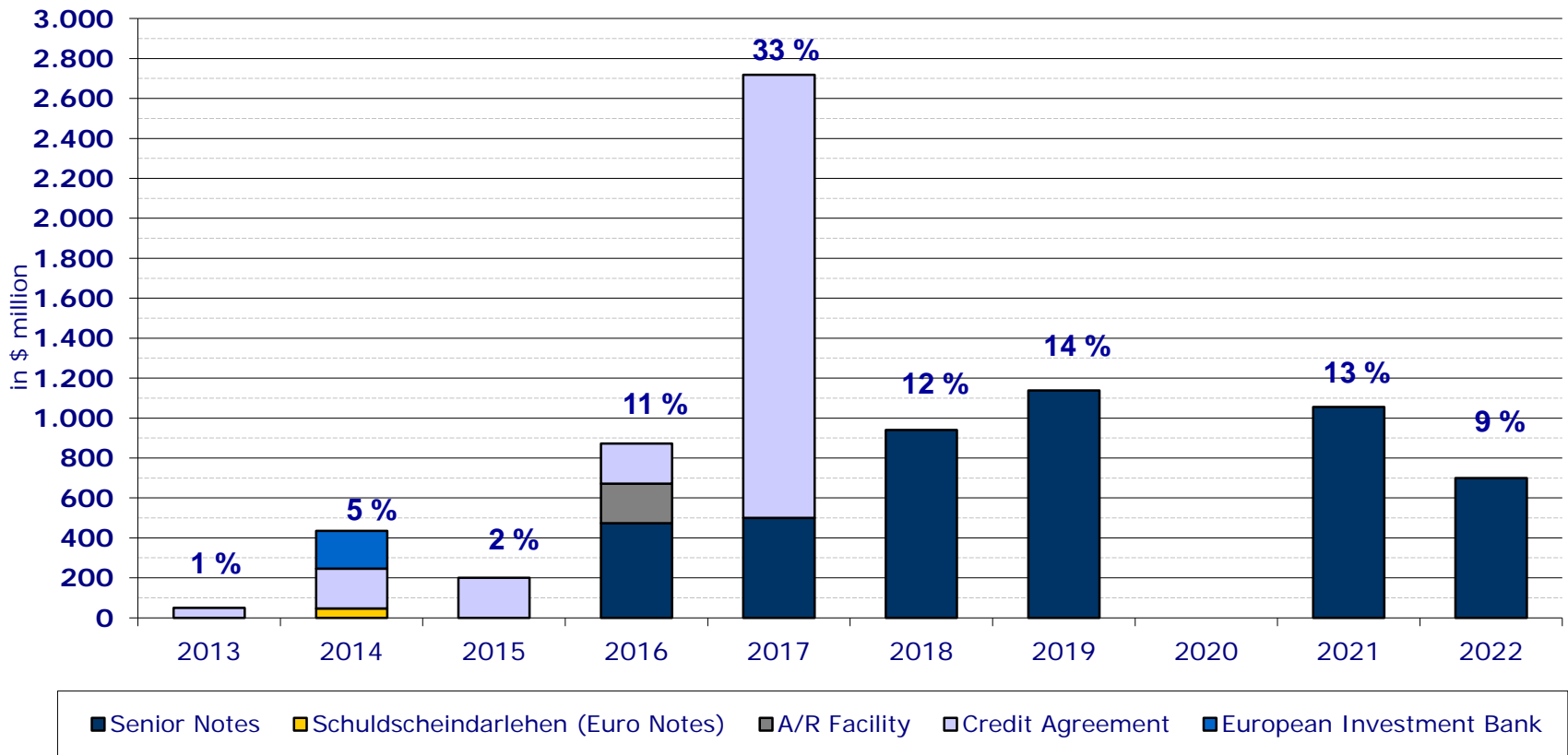
Total debt/EBITDA-ratio in %



| Ratings | S&P | Moody's | Fitch |
|---------|----------|---------|--------------|
| Company | BB+ | Ba1 | under review |
| Outlook | positive | Stable | |

A reconciliation to the most directly comparable U.S. GAAP financial measures is provided in the attachments

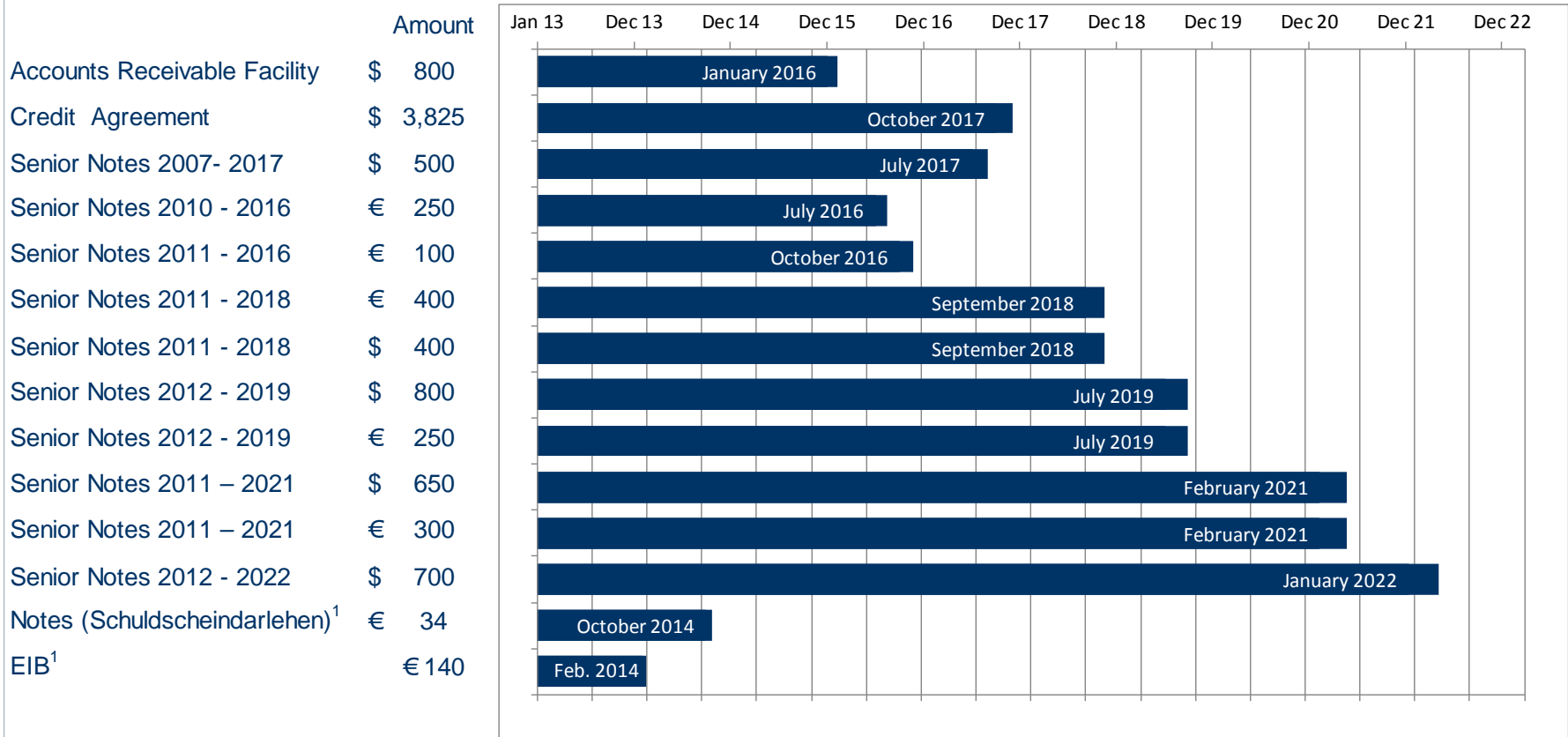
Debt Maturity Profile as of September 30, 2013¹



¹ based on utilization of major financing instruments

Major Debt Portfolio and Maturities

Sept. 30, 2013



¹ outstanding as of Sept. 2013

Attachment 1

Reconciliation of non-US-GAAP financial measures to most comparable US-GAAP measure

In \$ millions

| EBIT – Reconciliation | Q3 2012 | Q3 2013 | 9M 2012 | 9M 2013 |
|---|---------|---------|---------|---------|
| EBIT, reported | 568 | 557 | 1,659 | 1,595 |
| - excluding special items related to Liberty acq. ¹⁾ | - | - | (14) | (8) |
| - excluding sequestration impact | - | 19 | - | 38 |
| EBIT, adjusted | 568 | 576 | 1,645 | 1,625 |

| Net income - Reconciliation attributable to shareholders of FME AG&Co. KGaA | Q3 2012 | Q3 2013 | 9M 2012 | 9M 2013 |
|---|---------|---------|---------|---------|
| Net income, reported | 270 | 273 | 930 | 761 |
| - excluding special items related to Liberty acq. ²⁾ | - | - | (146) | (3) |
| - excluding sequestration impact | - | 12 | - | 25 |
| Net income, adjusted attributable to shareholders of FME AG&Co. KGaA | 270 | 285 | 784 | 783 |

¹⁾ Legal, consulting, other expenses and gain on sale of clinics

²⁾ Legal, consulting, other expenses, gain on sale of clinics, gain on retirement of loan receivable and investment gain

Attachment 2

Reconciliation of non-US-GAAP financial measures to most comparable US-GAAP measure

In \$ millions

| Debt | 9M 2013 | FY 2012 | FY 2011 |
|---|--------------|--------------|--------------|
| Short term borrowings (incl. A/R program) | 112 | 118 | 99 |
| + Short term borrowing from related parties | 73 | 4 | 28 |
| + Current portion of long-term debt and capital lease obligations | 472 | 335 | 1,589 |
| + Current portion of Trust Preferred Securities | - | - | - |
| + Long-term debt and capital lease obligations less current portion | 7,772 | 7,841 | 5,495 |
| TOTAL debt | 8,429 | 8,298 | 7,211 |

| EBITDA | 9M 2013 | FY 2012* | FY 2011 |
|---|--------------|--------------|--------------|
| Last twelve month operating income (EBIT) | 2,154 | 2,255 | 2,075 |
| + Last twelve month depreciation and amortization | 636 | 612 | 557 |
| + Non-cash charges | 76 | 64 | 54 |
| EBITDA (annualized) | 2,866 | 2,931 | 2,686 |
| Total Debt / EBITDA | 2.9 | 2.8 | 2.7 |

* Pro-forma numbers including Liberty Dialysis Holdings Inc., after FTC mandated divestitures

Attachment 3

Reconciliation of non-US-GAAP financial measures to most comparable US-GAAP measure

In \$ millions

Patients, treatments, clinics – 9M 2013

| | Clinics | Patients | Treatments in million |
|---------------|--------------|----------------|-----------------------|
| North America | 2,116 | 168,893 | 19.04 |
| Growth in % | 3 | 3 | 5 |
| International | 1,109 | 96,931 | 10.99 |
| Growth in % | 3 | 4 | 4 |
| Europe | 627 | 50,788 | 5.75 |
| Latin America | 229 | 28,636 | 3.26 |
| Asia-Pacific | 253 | 17,507 | 1.98 |
| Total | 3,225 | 265,824 | 30.03 |
| Growth in % | 3 | 4 | 5 |

Cash Flow

| | Q3 2012 | Q3 2013 | 9M 2012 | 9M 2013 |
|--|---------|---------|---------|---------|
| Acquisitions, investments and net purchases of intangible assets | (41) | (195) | (1,789) | (297) |
| + Proceeds from divestitures | 4 | - | 232 | 18 |
| = Acquisitions and investments, net of divestitures | (37) | (195) | (1,557) | (279) |

Capital Expenditure, net

| | Q3 2012 | Q3 2013 | 9M 2012 | 9M 2013 |
|---|---------|---------|---------|---------|
| Purchase of property, plant and equipment | (173) | (179) | (450) | (512) |
| - Proceeds from sale of property, plant & equipment | 9 | 4 | 12 | 18 |
| = Capital expenditure, net | (164) | (175) | (438) | (494) |

Attachment 4

In \$ millions

| External Revenue | Q3 2012 | Q3 2013 | Growth in % | Growth in %cc |
|----------------------------------|--------------|----------------|-------------|---------------|
| International product revenue | 717 | 758 | 6 | 5 |
| - Internal revenue | (112) | (125) | 11 | 12 |
| = International external revenue | 605 | 633 | 5 | 4 |
| North America product revenue | 398 | 422 | 6 | 6 |
| - Internal revenue | (196) | (210) | 7 | 7 |
| = North America external revenue | 202 | 212 | 5 | 5 |
| Total product revenue | 1,121 | 1,188 | 6 | 6 |
| - Internal revenue | (308) | (335) | 9 | 9 |
| Total external revenue | 813 | 853 | 5 | 4 |
| External Revenue | 9M 2012 | 9M 2013 | Growth in % | Growth in %cc |
| International product revenue | 2,112 | 2,228 | 6 | 5 |
| - Internal revenue | (321) | (359) | 12 | 13 |
| = International external revenue | 1,790 | 1,869 | 4 | 4 |
| North America product revenue | 1,169 | 1,215 | 4 | 4 |
| - Internal revenue | (574) | (601) | 5 | 5 |
| = North America external revenue | 595 | 614 | 3 | 3 |
| Total product revenue | 3,302 | 3,468 | 5 | 5 |
| - Internal revenue | (895) | (960) | 7 | 8 |
| Total external revenue | 2,407 | 2,508 | 4 | 4 |

Contacts

Fresenius Medical Care

Investor Relations

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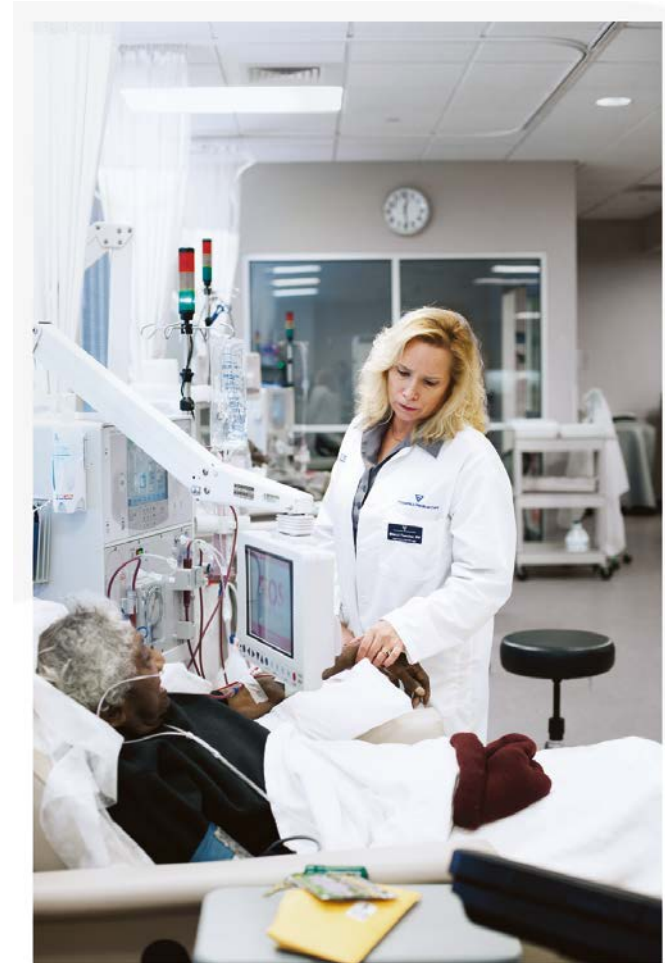
WKN: 578 580

ISIN: DE00057858002

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Financial Calendar *

| | |
|--------------|-------------------------------|
| Feb 25, 2014 | Report on Fiscal Year 2013 |
| April, 2014 | Capital Market Day, Date TBC |
| May 6, 2014 | Report on First Quarter 2014 |
| May 15, 2014 | Annual General Meeting (AGM) |
| May 16, 2014 | Dividend payment |
| Aug 5, 2014 | Report on Second quarter 2014 |
| Nov 4, 2014 | Report on Third quarter 2014 |

* Please notice that these dates might be subject to change

Constant Currency: Changes in revenue include the impact of changes in foreign currency exchange rates. We use the non-GAAP financial measure “at constant exchange rates” in our filings to show changes in our revenue without giving effect to period-to-period currency fluctuations. Under U.S. GAAP, revenues received in local (non-U.S. dollar) currency are translated into U.S. dollars at the average exchange rate for the period presented. When we use the term “constant currency,” it means that we have translated local currency revenues for the current reporting period into U.S. dollars using the same average foreign currency exchange rates for the conversion of revenues into U.S. dollars that we used to translate local currency revenues for the comparable reporting period of the prior year. We then calculate the change, as a percentage, of the current period revenues using the prior period exchange rates versus the prior period revenues. This resulting percentage is a non-GAAP measure referring to a change as a percentage “at constant exchange rates.”

We believe that revenue growth is a key indication of how a company is progressing from period to period and that the non-GAAP financial measure constant currency is useful to investors, lenders, and other creditors because such information enables them to gauge the impact of currency fluctuations on its revenue from period to period. However, we also believe that data on constant currency period-over-period changes have limitations, particularly as the currency effects that are eliminated could constitute a significant element of our revenue and could significantly impact our performance. We therefore limit our use of constant currency period-over-period changes to a measure for the impact of currency fluctuations on the translation of local currency revenue into U.S. dollars. We do not evaluate our results and performance without considering both constant currency period-over-period changes in non-U.S. GAAP revenue on the one hand and changes in revenue prepared in accordance with U.S. GAAP on the other. We caution the readers of this report to follow a similar approach by considering data on constant currency period-over-period changes only in addition to, and not as a substitute for or superior to, changes in revenue prepared in accordance with U.S. GAAP. We present the fluctuation derived from U.S. GAAP revenue next to the fluctuation derived from non-GAAP revenue. Because the reconciliation is inherent in the disclosure, we believe that a separate reconciliation would not provide any additional benefit.

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