



# Fresenius Medical Care

**The World's Leading Renal Therapy Company**



**Conference Call, May 03, 2006**

# Safe harbor statement

This presentation includes certain forward-looking statements. 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. These and other risks and uncertainties are detailed in the Company's reports filed with the Securities and Exchange Commission and the German Exchange Commission "Deutsche Börse".



# Agenda

I. Business Update

II. Financials Q1 2006

III. Q&A Session



# Achievements – Q1 2006

## Very Strong performance in all key metrics

- Organic revenue growth of 9%
- Positive revenue per treatment development worldwide
- External product sales of HD-machines up 24%
- Increased operating margins (EBIT)<sup>1)</sup> by 50 basis points
- Net income growth of 18%<sup>1)</sup> – ahead of FY expectations
- Solid operating cash flow generation

<sup>1)</sup> on a comparable basis excl. one-time costs and accounting change SFAS 123R

# Excellent operating performance – Q1 2006



**Net revenue**

**\$ 1,747 m**



**+ 9%**

10% cc

**EBIT**

(excluding \$3.6m one-time costs and SFAS 123R)

**\$ 247 m**



**+ 12%**

**Net income**

(excluding \$11m one-time costs and SFAS 123R)

**\$ 127 m**

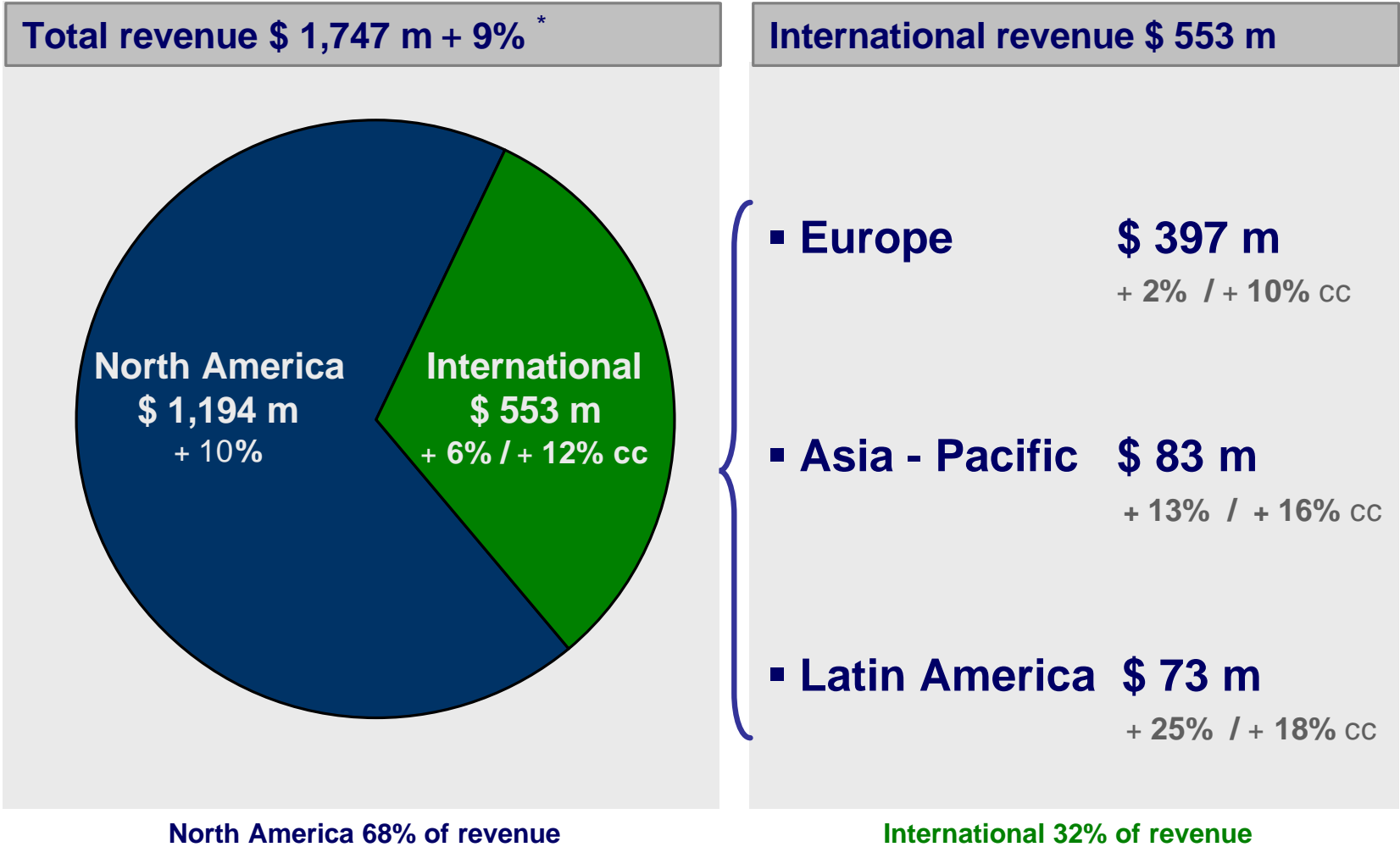


**+ 18%**

Very good start into the year 2006 with  
record quarterly results and increased profitability  
while growing above market.

cc = constant currency

# Very strong revenue growth in Q1 2006



\* 10% growth at constant currency (cc)

# Dialysis Services Q1 2006

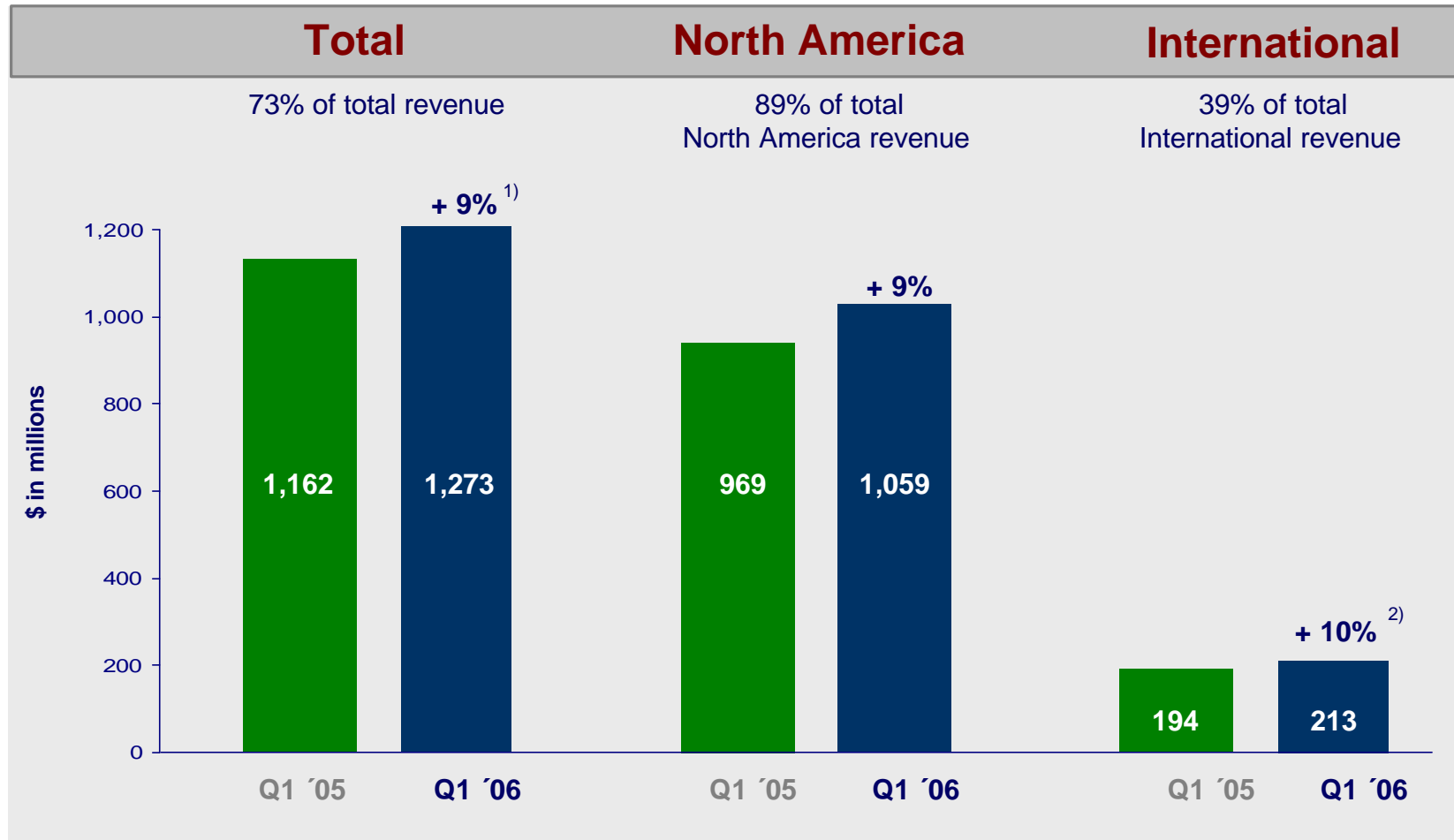
<b>Focus on organic growth and revenue per treatment</b>			
	<b>Total</b>	<b>North America</b>	<b>International</b>
Organic revenue growth	+ 8.6% <sub>occ</sub>	+ 8.1%	+ 11.4% <sub>occ</sub>
Same market treatment growth	+ 4.9%	+ 2.4% <sup>1)</sup>	+ 10.4%
Revenue per treatment	\$ 253	\$ 307 <sup>2)</sup>	\$ 130
Treatments (in million)	5.0	3.4	1.6
Growth	+6%	+ 4%	+ 12%

<sup>1)</sup> excl. Mexico 2.2%

<sup>2)</sup> excl. Mexico \$ 310

cc = constant currency

# Dialysis Services Q1 2006



<sup>1)</sup> 10% growth at constant currency

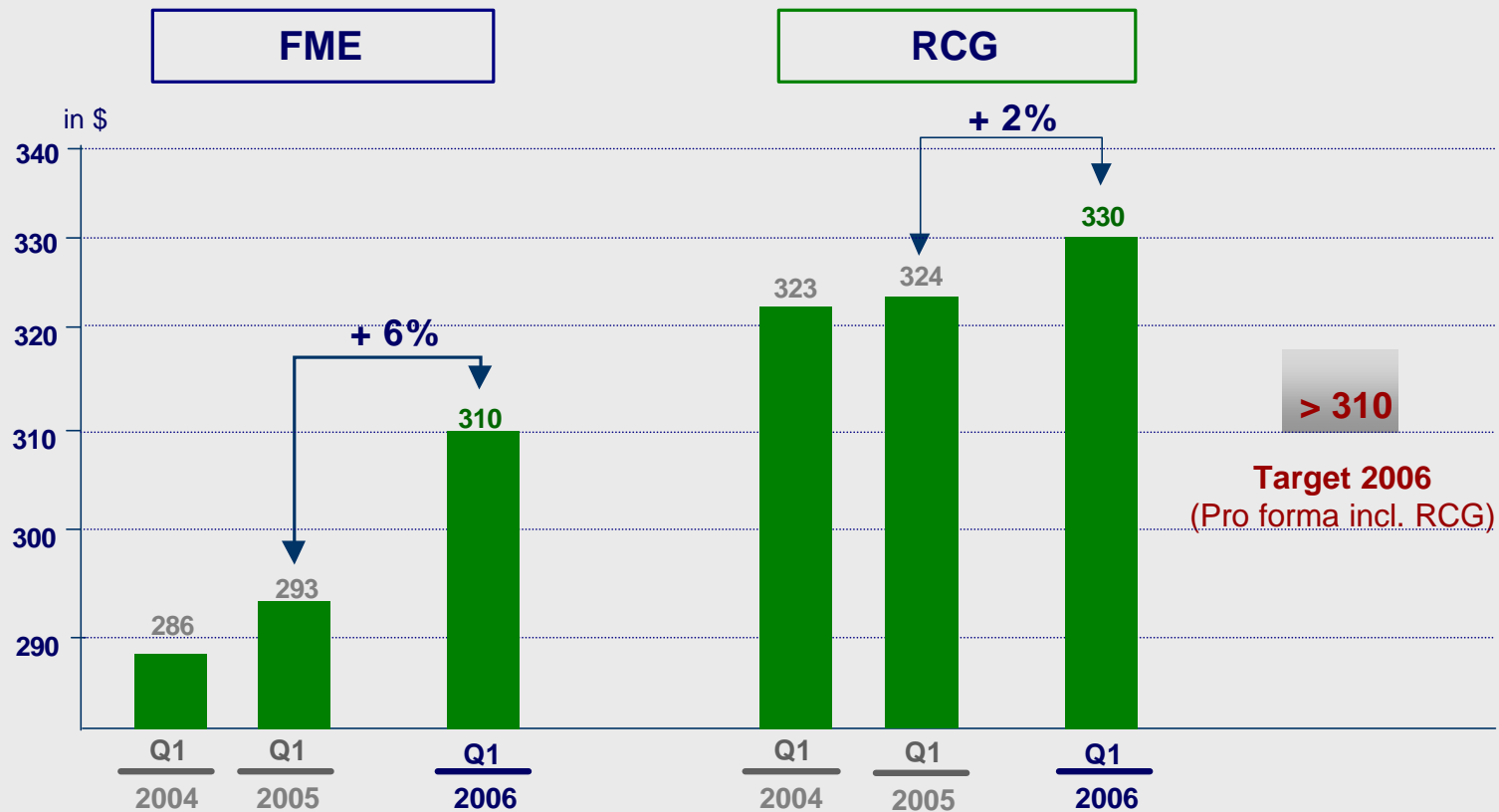
<sup>2)</sup> 15% growth at constant currency





# Dialysis Services – U.S. operations

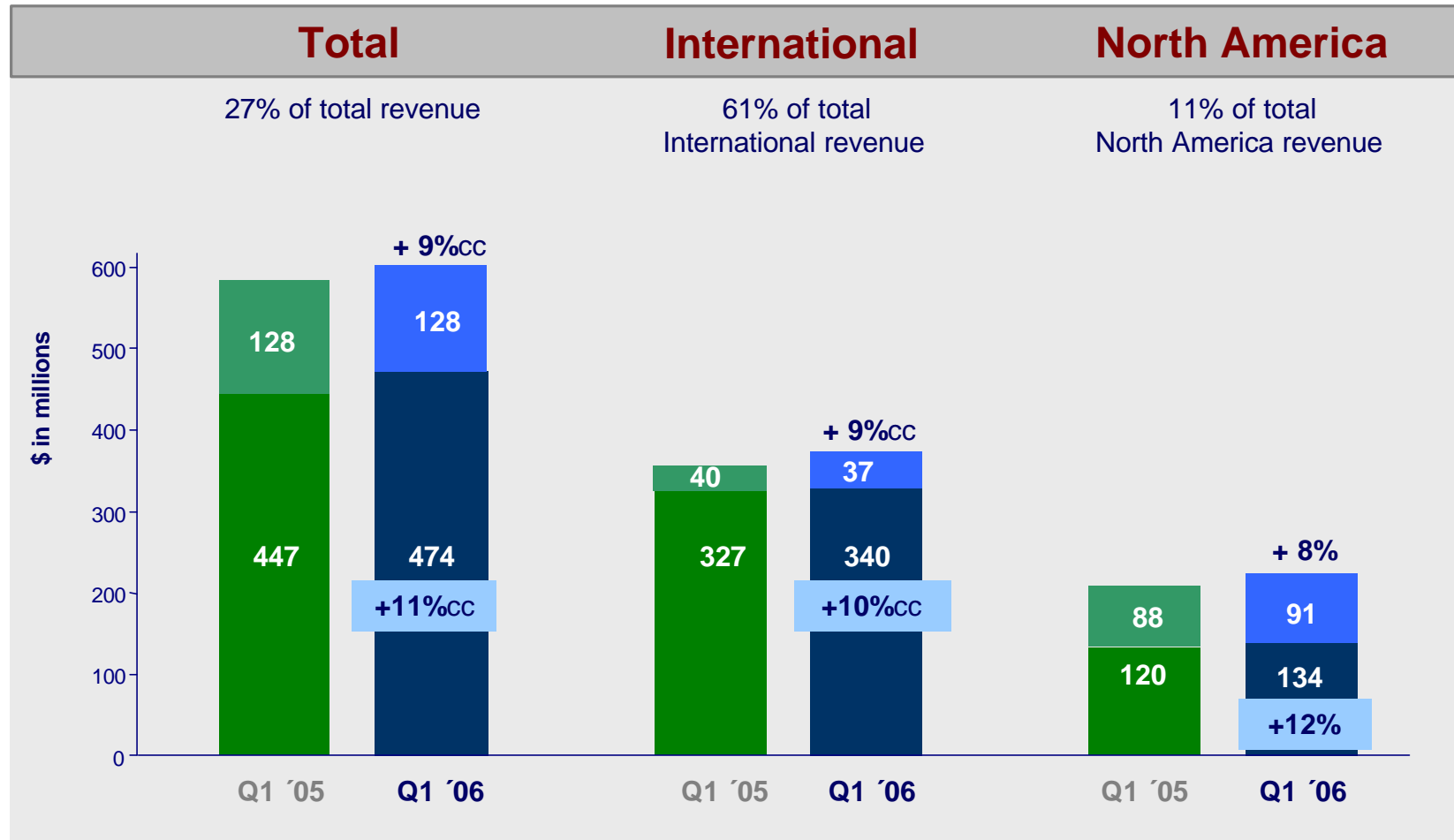
## Revenue per treatment – positive outlook



FME = Fresenius Medical Care

RCG = Renal Care Group

# Dialysis Products Q1 2006



cc = constant currency

External sales Internal sales

# Highlights North America – Q1 2006

## Exceptional revenue growth with increasing profitability

### Products – Exceptional external sales (+12%)

year over year, units

- Excellent demand for HD machines (2008K) + 5%
- Excellent demand for Optiflux single-use dialyzers +11%
  - Carepak™ therapy system (single-use high flux dialyzers)
- Independent market single-use acceptance continuing (Q1: 59%)
- Excellent growth in PD (external market) +8%

### Services – strong clinical & financial performance

year over year

- Organic revenue growth +8%
- Strong nocturnal patient growth +16%



# Highlights Europe – Q1 2006

## Exceptional revenue growth with continued strong profitability

### Products – Exceptional growth above market (8% cc) year over year, units

- Excellent demand for HD machines (new 5008 + 4008 series) +69 %
- Produced 10 million dialyzers in Q1
- Continued strong growth of PD +11%

### Services – strong clinical & financial performance year over year

- Double digit same store treatment growth +12%
- 330 clinics in 14 countries +10%
- Providing service to 23.700 patients +14%

cc = constant currency

# International – Medical

## Hemodiafiltration (HDF) improves survival rates of dialysis patients

### “Kidney International” advance online publication 26 April 2006

B Canaud (1), J L Bragg-Gresham (2), M R Marshall (3), S Desmeules (4), B W Gillespie (5), T Depner (6), P Klassen (7) and F K Port (2)

#### Summary

- “Mortality risk for patients receiving hemodiafiltration versus hemodialysis: European results from the DOPPS”
- Retrospective observational study of 2,165 patients from 1998 – 2001
- Comparison of Hemodiafiltration (HDF) versus Hemodialysis (HD)
- After adjustment, high-efficiency HDF patients had a significant 35% lower mortality risk than those receiving Low-Flux HD (relative risk=0.65, P=0.01)

## The new 5008 machine offers online-HDF as a standard procedure

(1) Department of Nephrology, Lapeyronie University Hospital, Montpellier, France, (2) DOPPS, URREA, Ann Arbor, Michigan, USA,  
(3) Department of Renal Medicine, Middlemore Hospital, Otahuhu, Auckland, New Zealand, (4) Department of Néphrologie, CHUQ-Hôtel Dieu de Québec, Québec, Canada,  
(5) Department of Biostatistics, University of Michigan, Ann Arbor, Michigan, USA, (6) Department of Medicine, University of California, Davis, Sacramento, California, USA,  
(7) Department of Clinical Research, Amgen, Inc., Thousand Oaks, California, USA



# RCG Acquisition

## Update

- Acquisition closed on March 31, 2006
- Divestiture of total 105 dialysis clinics
  - Thereof completed 96 dialysis clinics
  - Nine clinics in Illinois, completion expected for Q2
  - Proceeds of approx. \$512 million
- RCG continues to perform well
- Integration process proceeding smoothly
- Synergy estimates confirmed in detailed integration planning



# RCG – very strong performance Q1 2006



**Net revenue** **\$ 410 m** **+ 10%**

**EBIT** **\$ 77 m** **+ 8%**  
(excluding \$37m one-time costs associated with the FME transaction)

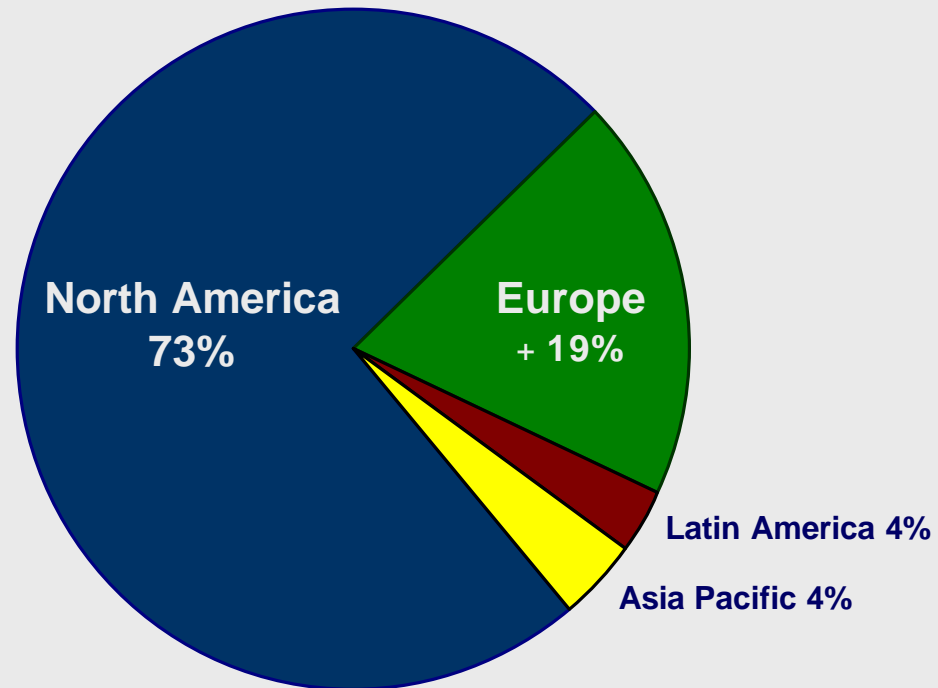
**Net income** **\$ 37 m** **+ 11%**  
(excluding \$35m one-time costs associated with the FME transaction)

- Same-market treatment growth of 3.5%
- Patient revenue per treatment of \$ 330

cc = constant currency

# FME and RCG – pro forma

**Total Revenue would be \$ 2,057 m (after divestitures)**





# Continued growth momentum

**2006**

## North America focus on:

- Above market patient growth and quality outcomes
- Successful integration of RCG – improve operating margin and rev. / tmt
- Expansion of Medicare integrated care (Demo)
- Expansion of Carepak™ to external market

## Europe focus on:

- Expansion of vertical integrated business model in Europe
- Acceleration of Denovo clinic program
- Innovation – Sales expansion of 5008 machine
- Maintaining high profitability (ROI)

**2007 ff.**

Revenue    **6 - 9% p.a. expected** (at constant currency)

Earnings    **Sustainable double digit growth p.a. expected**

Cash Flow    **Strong and stable**



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## Q1 – Excellent top and bottom line growth

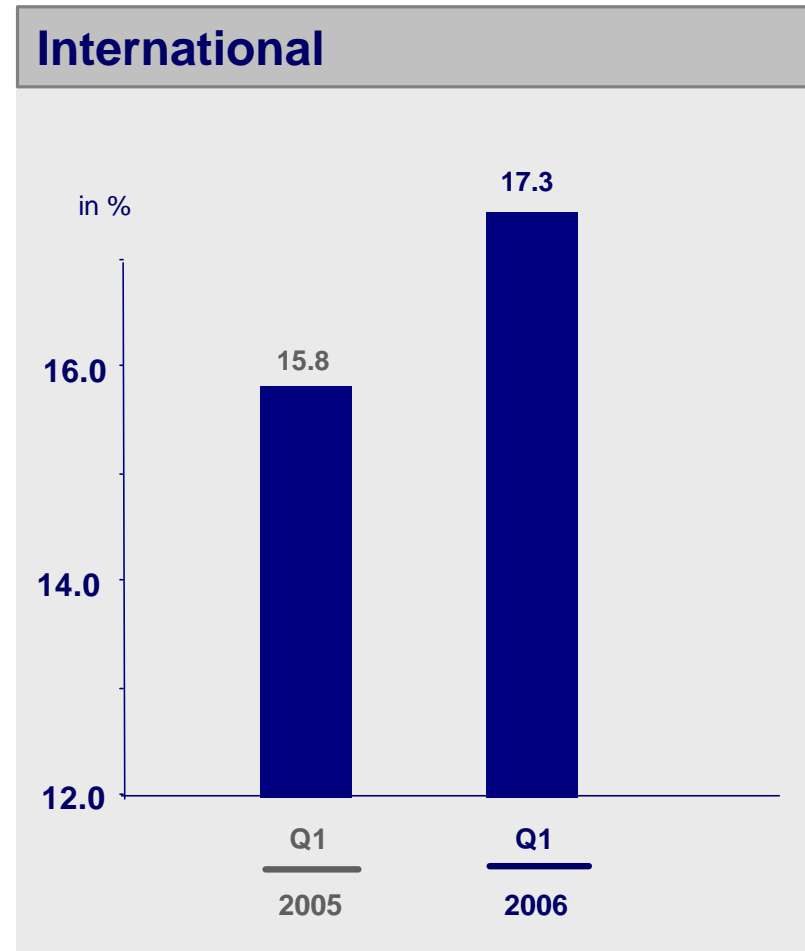
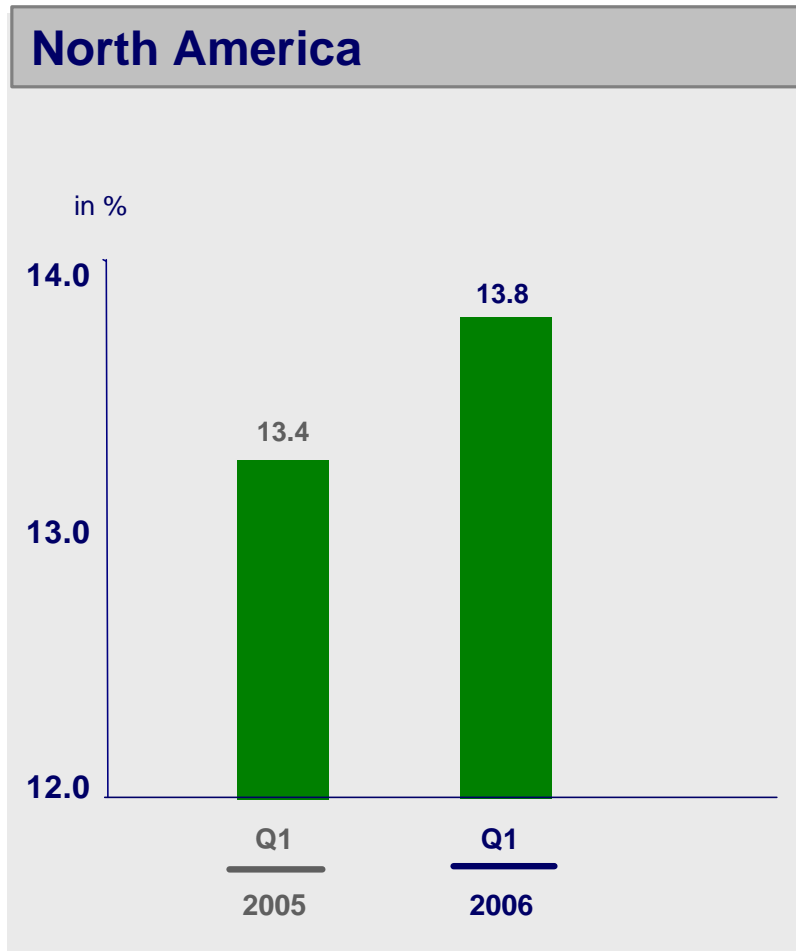
\$ in millions	Q1 2005	Q1 2006	%
Net revenue	1,609	<b>1,747</b>	+ 9 *
<u>Excluding one-time costs and SFAS 123R</u>			
Operating income (EBIT) <sup>1)</sup>	220	<b>247</b>	+ 12
EBIT margin in %	13.7	14.2	
Net income <sup>1)</sup>	107	<b>127</b>	+ 18
Operating income (EBIT)	220	<b>244</b>	+ 11
EBIT margin in %	13.7	14.0	
Net income	107	<b>116</b>	+ 8

\* 10% growth at constant currency

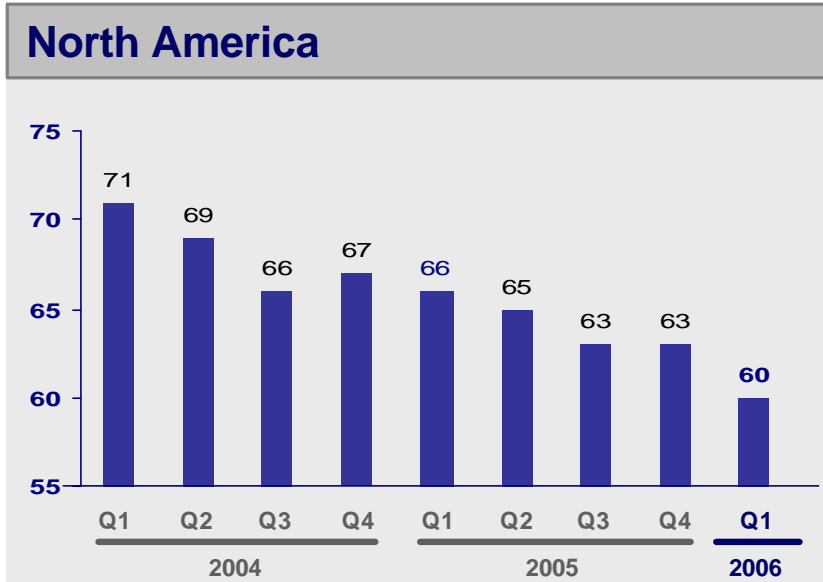
<sup>1)</sup> A reconciliation to the most directly comparable US-GAAP financial measure is provided in the attachment.



# EBIT margin – strong development in both regions



# Days Sales Outstanding (DSO) – impressive development



## Cash Flow – excluding RCG acquisition

\$ in millions	Q1 2005	Q1 2006	%
<b>Net cash provided by operating activities</b>	138	<b>162</b> 9.3% of revenue	17
<b>Capital expenditures (net)</b> <sup>1)</sup>	(40)	<b>(65)</b>	
<b>Free Cash Flow</b>	98	<b>97</b>	(2)
<b>Acquisitions</b>	(22)	<b>(10)</b>	
<b>Free Cash Flow after acquisitions</b>	76	<b>87</b>	14

<sup>1)</sup> A reconciliation to the most directly comparable US-GAAP financial measure is provided in the attachment.



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<b>Capital expenditures (net)</b> <sup>1)</sup>	(40)	<b>(65)</b>	
<b>Free Cash Flow</b>	98	<b>97</b>	(2)
<b>Acquisitions</b>	(22)	<b>(3,951)</b>	
<b>Free Cash Flow after acquisitions</b>	76	<b>(3,854)</b>	

<sup>1)</sup> A reconciliation to the most directly comparable US-GAAP financial measure is provided in the attachment.



## Debt / EBITDA

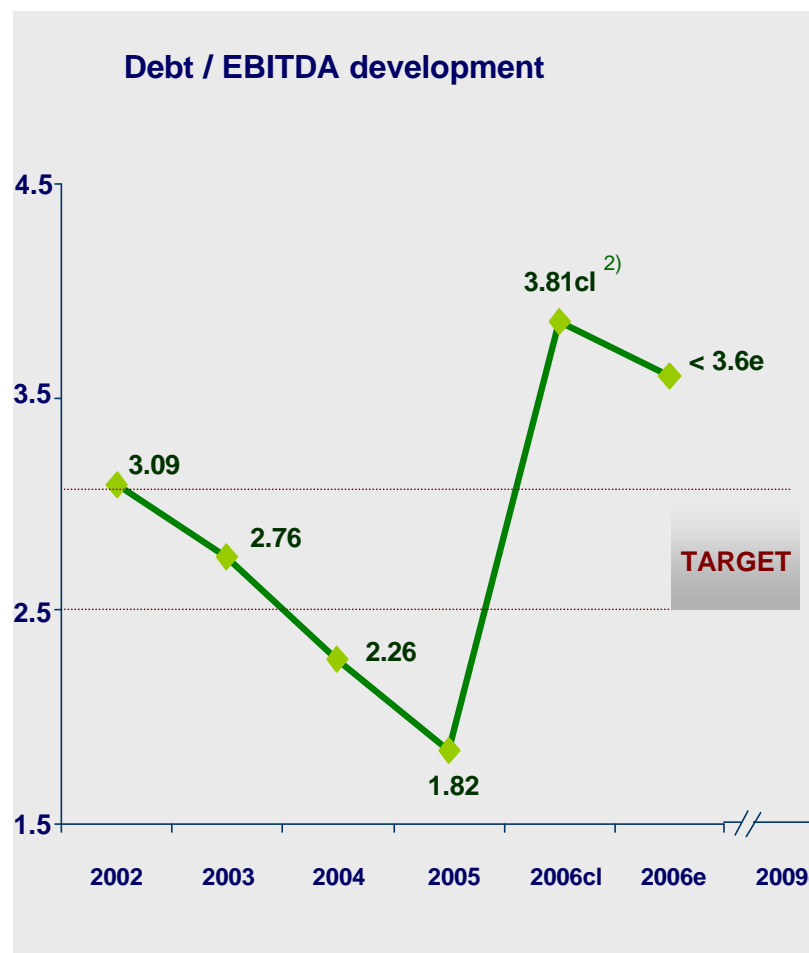
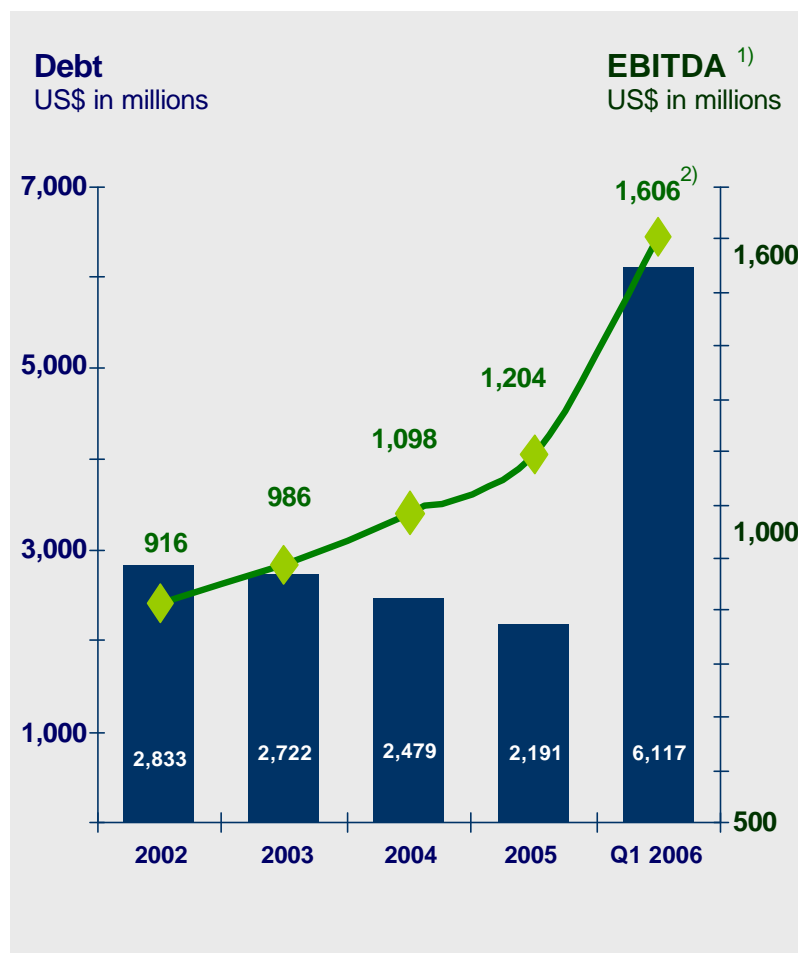
<b>\$ in millions</b>	<b>December 31, 2005</b>	<b>March 31, 2006</b>
EBITDA (annualized) <sup>1)</sup>	1,204	1,606
<b>Dec. 31, 2005 Debt</b> <sup>1)</sup>		<b>2,191</b>
+ CapEx <sup>1)</sup>		<b>65</b>
+ Acquisitions		<b>3,951</b>
+ Cost of credit agreement		<b>85</b>
+ Cash		<b>279</b>
+ Others		<b>10</b>
+ FX-debt translation effects		<b>21</b>
- Proceeds from exercising stock options		<b>14</b>
- Cash inflow from conversion		<b>309</b>
- Cash from operating activities		<b>162</b>
<b>March 31, 2006 Debt</b> <sup>1)</sup>	<b>2,191</b>	<b>6,117</b>
<b>Total Debt / EBITDA</b>	<b>1.82</b>	<b>3.81</b>

<sup>1)</sup> A reconciliation to the most directly comparable US-GAAP financial measure is provided in the attachment.





# Debt / EBITDA development 2002-Q1 2006



<sup>1)</sup> including non-cash charges

<sup>2)</sup> pro-forma

cl = closing RCG

e = expected year end



# Impact of one-time items and SFAS 123R

\$ in millions	Q1 2006	FY 2006e
<b>EBIT impact</b>		
Transformation & Settlement	(0.4)	(1)
RCG restructuring costs		(50)
Impact from FTC-related clinic divestment		38
Change in stock option compensation expense (SFAS 123R)	(3.2)	(14)
<b>Total</b>	<b>(4)</b>	<b>(27)</b>
<b>Earnings after tax impact</b>		
Transformation & Settlement		(1)
RCG restructuring costs		(30)
Write-off FME prepaid financing fees	(9)	(9)
Impact from FTC-related clinic divestment		(6)
Change in stock option compensation expense (SFAS 123R)	(2)	(14)
<b>Total</b>	<b>(11)</b>	<b>(60)</b>

FTC = Federal Trade Commission



# Key Accounting/Financial Statement Matters

## Intangible Amortization (US)

	<u>Old FMC</u>	<u>Old RCG</u>	<u>As of 1/1/06 New FMC</u>
Patient Relationships	In	Out	Out
Non-Compete Agreements	Out	In	In
Acute Care Contracts	In	In	In

**Net Effect:** Neutral vs. Pre-acquisition stand-alone Financial Statements

## SG&A / COGS Classification

All location expenses now in COGS <sup>1)</sup>

(\$ in million)	<u>2005 Reported</u>	<u>2005 Restated</u>	<u>Q1 2006</u>
COGS	4,439	4,564	1,169
SG&A	1,343	1,218	322
SG&A %	19.8%	18.0%	18.4%

<sup>1)</sup> costs related to rent, renovation, maintenance and operation of buildings



# Key Accounting/Financial Statement Matters (continued)

## Gain/Loss on FTC Divestitures

- Proceeds of approx. \$ 512 million
- Associated tax payment ~ \$ 150 million
- Loss of \$ 6 million due to non-tax deductible goodwill

## Restructuring Costs

- \$ 50 million estimated

## Transaction Costs

- \$ 140 million estimated
  - M&A advisory, legal advisory (purchase accounting)
  - Credit facility fees (amortize over life)

## Synergies

- approx. \$ 30 million estimate for 2006 (incl. effect of later closing)



## Guidance FY 2006 – confirmed

	FY 2005 In US\$ m	<i>Pro forma</i> <sup>1)</sup> <b>Full Year 2006</b> <sup>2)</sup>	As reported and after divestitures <sup>2)</sup> <b>March 31, 2006</b> closing of RCG
<b>Net revenue growth</b> (at constant currency)	6.772	~ \$ 8.4 bn <b>+ 25%</b>	~ \$ 8.1 bn
<b>Net income growth</b>	472	\$520-540 m <b>+ 10-15%</b>	\$515-535 m
<b>Capital expenditure</b>	297	~ 450 m	
<b>Acquisition budget</b>	125	~ 100 m	
<b>Leverage ratio</b> (Debt/EBITDA)	1.82	<b>&lt; 3.6</b>	

<sup>1)</sup> pro forma = RCG consolidation for 12 months after divestitures

<sup>2)</sup> excl. one-time items and SFAS 123R such as Transformation and Settlement costs, RCG integration costs, write-off FME prepaid financing fees, the net impact of the sale of dialysis clinics, and the change in stock option compensation expense (SFAS 123R) (see slide on page 26)



# Perspectives on Net income Guidance

## Pro-forma Net income growth guidance for FY 2006 of +10-15%

(based on \$ 472 m EAT 2005)

### Basis:

RCG acquisition neutral to slightly accretive in 2006 (pro-forma excluding one-time items)

### Certainties

Missing Q1 2006 synergies due to later closing (3/31/06)	-
Higher than expected divestitures	-
Regulatory environment	+
Patients relationship/amortization of intangibles	+ vs. original guidance / neutral vs. 2005

### Overall

**neutral to slight +**

### Uncertainties

International product pricing (incl. Japan)

Initial HMA implementation - 2006 only



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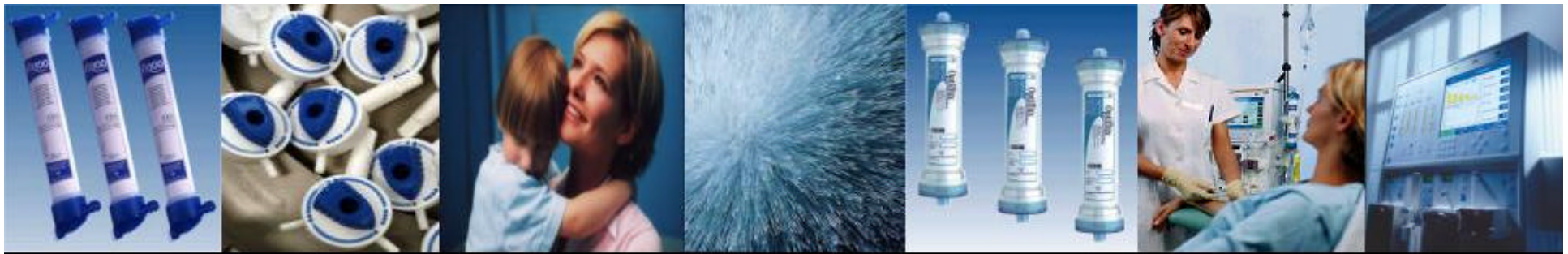
III. Q&A Session





# Fresenius Medical Care

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**Conference Call, May 03, 2006**



# Attachment I

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

All numbers are in \$ millions

<b>Capital expenditure (net)</b>	<b>Q1 2006</b>	<b>Q1 2005</b>			
Purchase of property, plant and equipment	70	44			
- Proceeds from sale of property, plant and equipment	(5)	(4)			
<b>= Capital expenditure (net)</b>	<b>65</b>	<b>40</b>			
<b>Debt</b>	<b>Q1 2006</b>	<b>FY 2005</b>	<b>FY 2004</b>	<b>FY 2003</b>	<b>FY2002</b>
Short term borrowings (incl. A/R program) <sup>1)</sup>	442	151	419	90	125
+ Short term borrowings from related parties	242	19	6	30	6
+ Current portion of long-term debt and capital lease obligations	161	126	230	90	23
+ Long-term debt and capital lease obligations, less current portion	4,067	707	545	1,112	1,089
+ Trust Preferred Securities	1,205	1,188	1,279	1,242	1,145
+ Accounts receivable securitization program	0	0	0	158	445
<b>Total debt</b>	<b>6,117</b>	<b>2,191</b>	<b>2,479</b>	<b>2,722</b>	<b>2,833</b>
<b>EBITDA</b>	<b>Q1 2006 (pro forma)</b>	<b>FY 2005</b>	<b>FY 2004</b>	<b>FY 2003</b>	<b>FY 2002</b>
Last twelve months operating income (EBIT)	1,256	939	852	757	695
+ Last twelve months depreciation and amortization	333	251	233	216	211
+ Non-cash charges	17	14	13	13	10
<b>= EBITDA (annualized)</b>	<b>1,606<sup>2)</sup></b>	<b>1,204</b>	<b>1,098</b>	<b>986</b>	<b>916</b>

1) A/R securitization program off-balance sheet in 2003 and included in short term borrowings in 2004

2) Including earnings of divested clinics



# Attachment II

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

All numbers are in \$ millions

<b>External Revenue</b>	<b>Q1 2006</b>	<b>Q1 2005</b>	<b>growth</b>	<b>constant currency</b>
<b>International</b> product revenue	377	367	+3%	+ 9%
- Internal revenue	(37)	(40)	- 8%	- 3%
<b>= External revenue</b>	<b>340</b>	<b>327</b>	<b>+4%</b>	<b>+ 10%</b>
<b>North America</b> product revenue	225	208	+ 8%	
- Internal revenue	(91)	(88)	+ 3%	
<b>= External revenue</b>	<b>134</b>	<b>120</b>	<b>+ 12%</b>	
<b>Operating performance before one-time costs</b>	<b>Q1 2006</b>	<b>Q1 2005</b>	<b>growth</b>	
<b>Operating income (EBIT)</b>	<b>244</b>	<b>220</b>	<b>11%</b>	
Transformation, settlement and SFAS 123R	3	0		
<b>Operating income (EBIT) before one-time-costs</b>	<b>247</b>	<b>220</b>	<b>12%</b>	
<b>Net income</b>	<b>116</b>	<b>107</b>	<b>8%</b>	
Transformation, settlement and SFAS 123R	2	0		
Write-off FME prepaid financing fees	9	0		
<b>Net income before one-time-costs</b>	<b>127</b>	<b>107</b>	<b>18%</b>	



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**Ordinary shares 96.6 million**

WKN 578 580  
ISIN DE0005785802  
SEDOL1 5129074 DE

**Preference shares 1.1 million**

WKN 578 583  
ISIN DE0005785836  
SEDOL1 5160073 DE





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