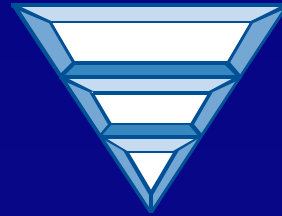


innovating
for a
better life



Fresenius Medical Care



Fresenius Medical Care

The World Leader in Dialysis

Conference Call

October 30, 2001

Third Quarter / Nine Months 2001

Safe Harbor Statement



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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 Securities and Exchange Commission.

Agenda



Fresenius Medical Care

- First Nine Months 2001 Update
- Financials Third Quarter / Nine Months 2001
- Business Update & Outlook

1996 Merger Related Litigation



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- OIG / Former Employees
- Commercial Piggyback Litigation
- W.R. Grace Chapter 11 (Bankruptcy case)
- Impact

1996 Merger Related Litigation: Impact



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INCREASED LEGAL EXPENSES

- **Approximately \$2 million in Q3 '01**
- **Potential \$5 million in Q4 '01**
- **Estimated \$2 - \$3 million per quarter through 2003**

COMPLICATION OF A/R COLLECTION PROCESS

- **Complication of normal collection process mainly due to pending litigation with commercial carriers**
- **Increasing A/R aging for litigants**
- **Preliminary Results of ongoing AR reserve audit in late 3rd Q 2001 appears to confirm these difficulties leading to impact on AR reserve and EBIT**

Achievements Globally 9M 2001



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Strong Patient Care Growth

- **11.2 million treatments (+18%) performed**
- **~103,580 (+15%) patients being treated in owned units**
- **US\$ 235 average revenue per treatment globally**
- **52 new clinics opened and 77 clinics acquired**

Strong Product Growth

- **Worldwide product growth of 8% (currency adjusted), clearly exceeding market growth**

Achievements North America 9M 2001



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Patient Care

- **8.3 million treatments (+16%) performed**
- **US\$ 271 revenue per treatment (US\$ 282 incl. Labs)**
- **6% Same Store Treatment Growth**
- **10% Same Store Revenue Growth**
- **41 De novo units opened**
- **Integration of Everest completed and performing very well**

Products

- **Strong acceptance of new renal products**
- **2008K 50% of new machine sales**
- **Optiflux 10% of Dialyzer sales**

Achievements International 9M 2001



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Patient Care

- **3.0 million treatments (+25%) performed**
- **US\$ 104 revenue per treatment**
- **10% Same Store Treatment Growth**
- **13% Same Store Revenue Growth (constant currency)**
- **11 De novo units opened**

Dialysis Products

- **Strong acceptance of new products (>6000 patient on FX filters)**
- **Strong product sales of 11% (constant currency), 2x market**

Achievements Asia-Pacific 9M 2001

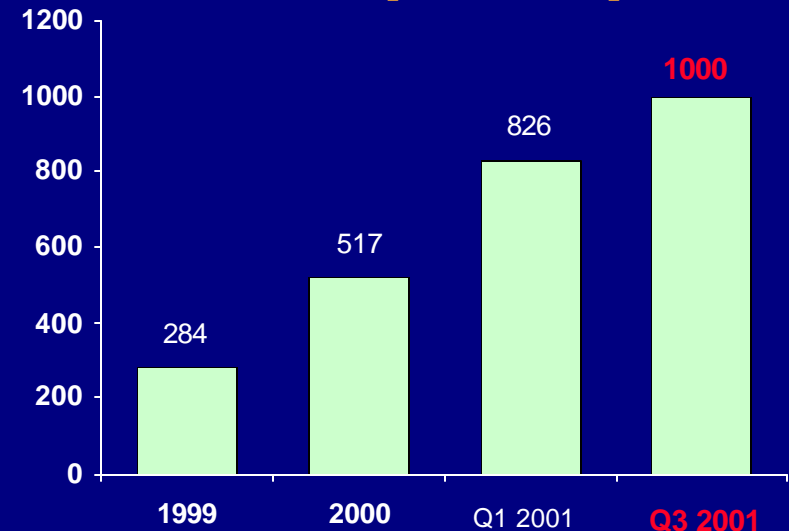


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Dialysis Products / Services

- **Strong Revenue Growth of 16%**
(28% currency adjusted)
- **High penetration in the Dialyser Market**
with 19% growth over previous year
- **1000 PD Patients in Korea in three years**
achieving 20% market share in the
second largest PD Market in Asia
- **Start of production in July of PD**
Products in Buzen Plant (Japan)

Korea PD patient development



Revenue Growth by Segment – Q3 2001

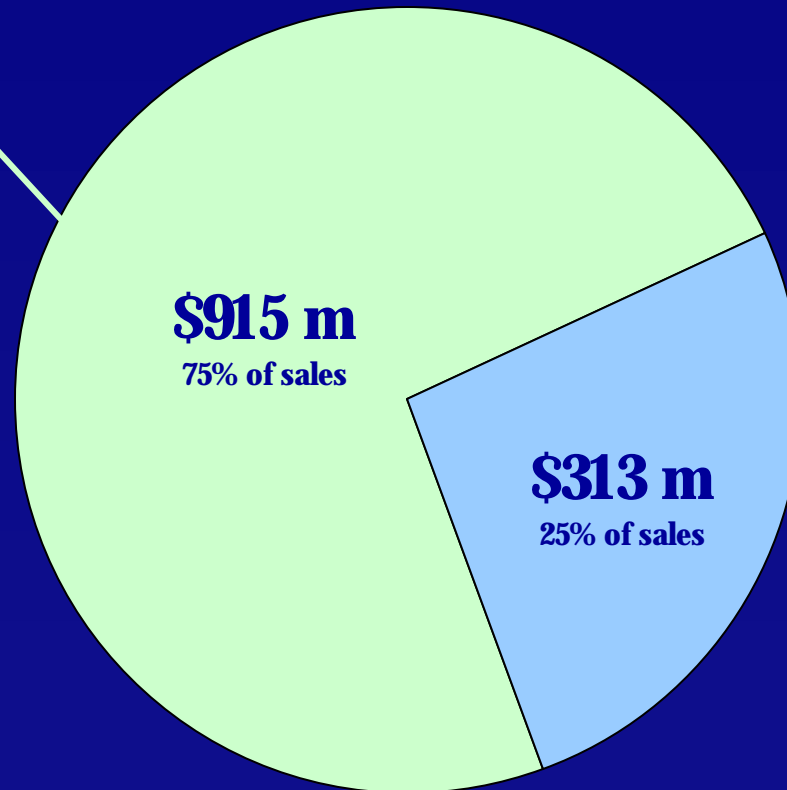


Fresenius Medical Care

Achieved 14% (15% constant currency) revenue growth

North America

+ 15%



International

+ 9% current currency

+ 13% constant currency

74% Dialysis Care

26% Dialysis Products

Total revenues \$ 1,228 million

Revenue Growth by Segment International – Q3 2001

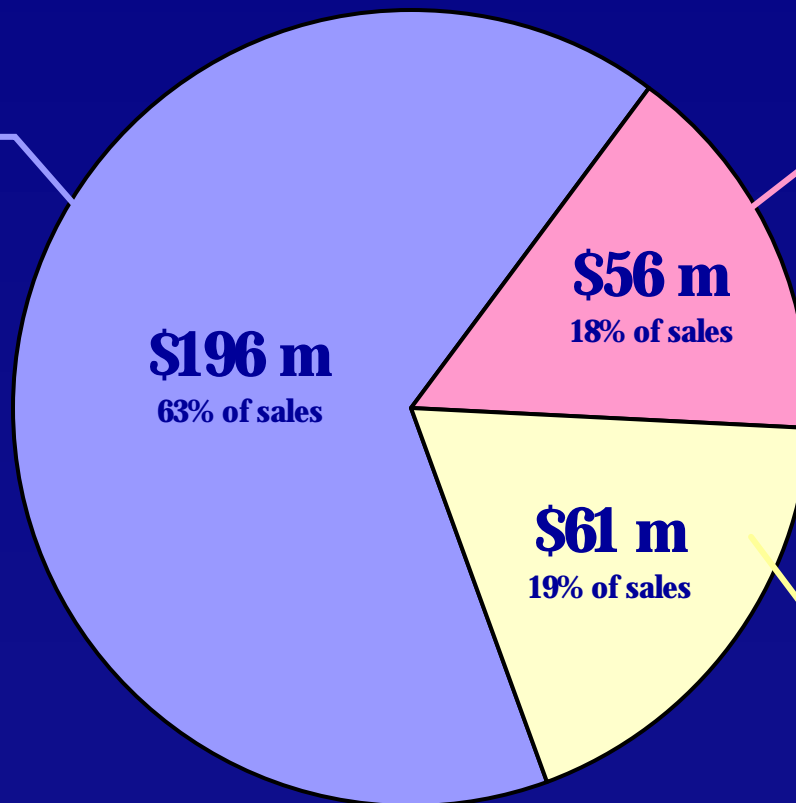


Fresenius Medical Care

International revenue +9% (13% constant currency)

Europe

- + 8% current currency
- + 10% constant currency



Asia-Pacific

- + 17% current currency
- + 30% constant currency

Latin America

- + 2% current currency
- + 9% constant currency

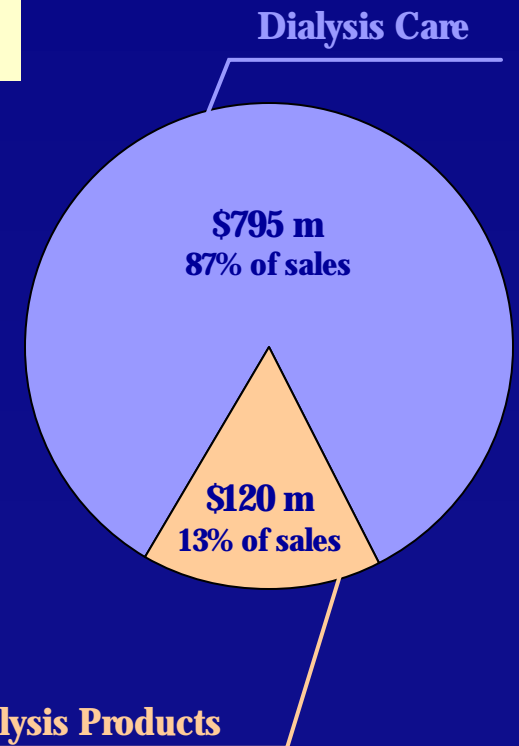
Total revenue \$ 313 million

Revenue by Segment – Q3 2001



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<i>\$ in millions</i>	Q3 '01	Q3 '00	% growth
North America	915	793	15
Dialysis Care	795	669	19
Dialysis Products	190	182	4
Internal sales *	(69)	(58)	



* Included in Dialysis Products

Revenue by Segment – Q3 2001



Fresenius Medical Care

\$ in millions

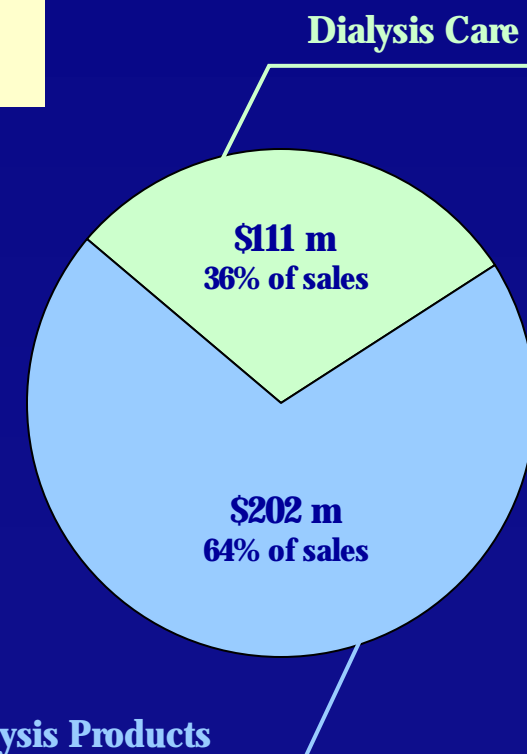
	Q3 '01	Q3 '00	% growth	% growth constant currency
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International	313	288	9	13
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Dialysis Care	111	92	21	25
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Dialysis Products	223	216	4	9
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Internal sales*	(22)	(19)		
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* Included in Dialysis Products

Revenue Growth by Segment – 9M 2001

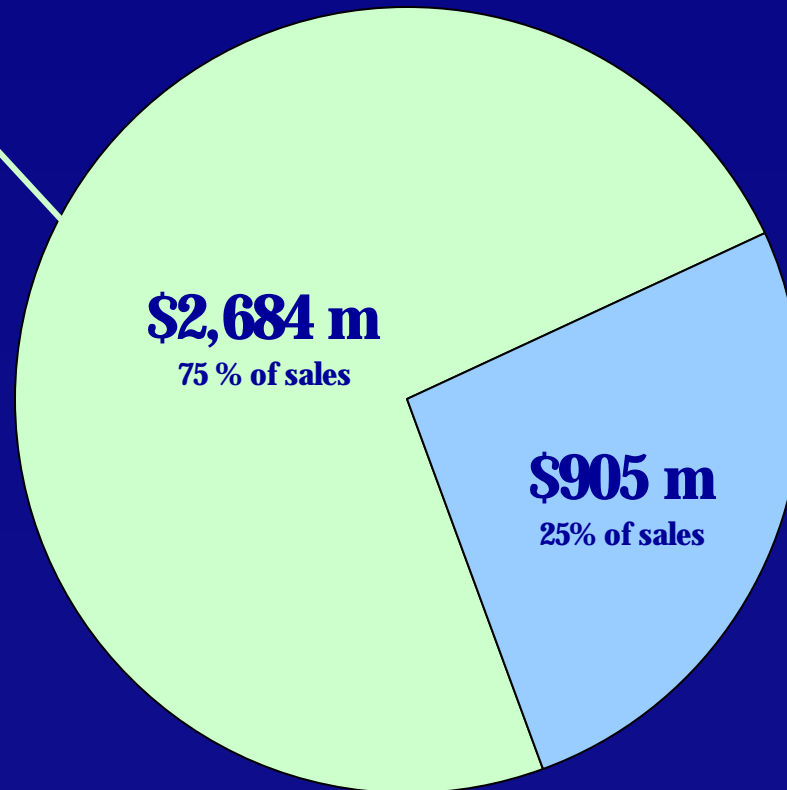


Fresenius Medical Care

Achieved 15% (17% constant currency) revenue growth

North America

+ 17%



International

+ 10% current currency
+ 16% constant currency

74% Dialysis Care

26% Dialysis Products

Total revenues \$ 3,589 million

Revenue Growth by Segment International – 9M 2001

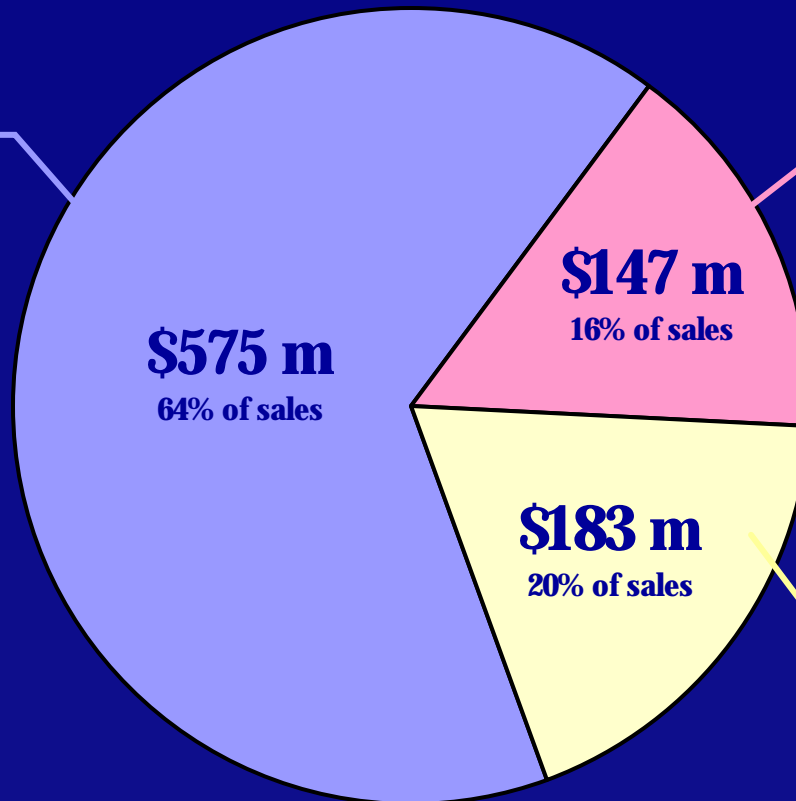


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International revenue +10 % (16% constant currency)

Europe

+ **6%** current currency
+ **11%** constant currency



Asia Pacific

+ **16%** current currency
+ **28%** constant currency

Latin America

+ **19%** current currency
+ **25%** constant currency

Total revenue \$ 905 million

Revenue by Business Cross Segments – 9M 2001



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<i>\$ in millions</i>	9M '01	9M '00	<i>% growth</i>	<i>% growth constant currency</i>
Dialysis Care	2,639	2,184	21	21
Dialysis Products	1,212	1,164	4	8
Internal sales [*]	(262)	(228)		

* Included in Dialysis Products



Financials Third quarter / Nine Months 2001

Financial Highlights – Q3 2001



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<i>\$ in millions</i>	Q3 '01⁽¹⁾	<i>% growth</i>	<i>% growth constant currency</i>
Revenues	1,228	14	15
EBITDA	244	1	2
EBIT	163	- 3	- 2
Net Income	64	9	10
EPS per Ord.(\$)	0.66	5	6
EPS per Pref.(\$)	0.67	5	6

⁽¹⁾ based on 96.1 million shares (weighted average)

Financial Highlights – 9M 2001



Fresenius Medical Care

<i>\$ in millions</i>	9M '01⁽¹⁾	<i>% growth</i>	<i>% growth constant currency</i>
Revenues	3,589	15	17
EBITDA	728	6	8
EBIT	485	4	6
Net Income	180	17	20
EPS per Ord.(\$)	1.86	7	10
EPS per Pref.(\$)	1.90	6	9

⁽¹⁾ based on 96 million shares (weighted average)

EBIT margin impact – Q3 2001



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	<u>Q3' 01</u>		<u>Q3' 00</u>
			<u>15.5%</u>
Currency impact 2000			- 0.8%
EBIT margin (adjusted)	<u>14.7%</u>	↔	<u>14.7%</u>
Higher litigation related expenses	- 1.0%		
Changes in Regional mix and higher portion of ancillaries	- 0.3%		
Japan PD expansion	- 0.2%		
<u>Actual</u>	<u>13.2%</u>		



EBITDA margin impact – Q3 2001



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	<u>Q3' 01</u>		<u>Q3' 00</u>
			<u>22.3%</u>
Currency impact 2000			- 0.8%
EBITDA margin (adjusted)	<u>21.5%</u>	↔	<u>21.5%</u>
Higher litigation related expenses	- 1.0%		
Changes in Regional mix and higher portion of ancillaries	- 0.3%		
Japan PD expansion	- 0.2%		
<u>Actual</u>	<u>19.9%</u>		



Cash Flow Q3 and 9M 2001



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<i>\$ in millions</i>	Q3 2001	9M 2001
Net cash provided by operating activities	113	259
CAPEX (net) ⁽¹⁾	51	169
Free cash flow	62	90
Acquisitions ⁽²⁾	29	183

¹⁾ compares to \$125 m in 9M 2000

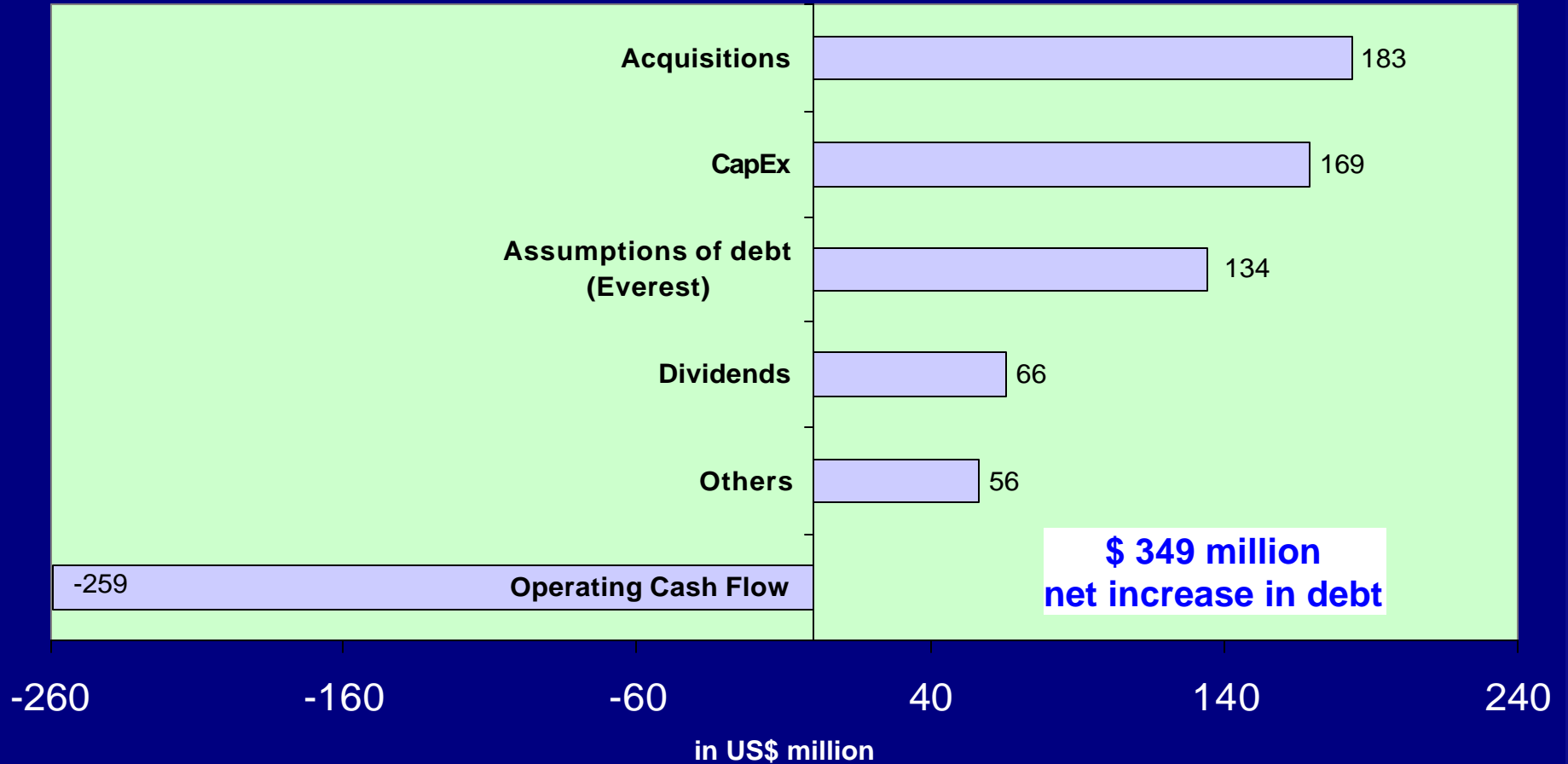
²⁾ excl. assumed debt from Everest \$134 m

Debt development 9M 2001



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\$ 2,639 million  \$ 2,988 million



Decrease in debt

Increase in debt

Financial Ratios



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Sept. 30, '01

June 30, '01

EBITDA*

967

964

Debt

2,988

2,976

Total Debt/EBITDA*

3.1

3.1

* annualized



Business Update & Outlook

North America Successful Focus – 2001



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Continued Revenue Per Treatment Growth



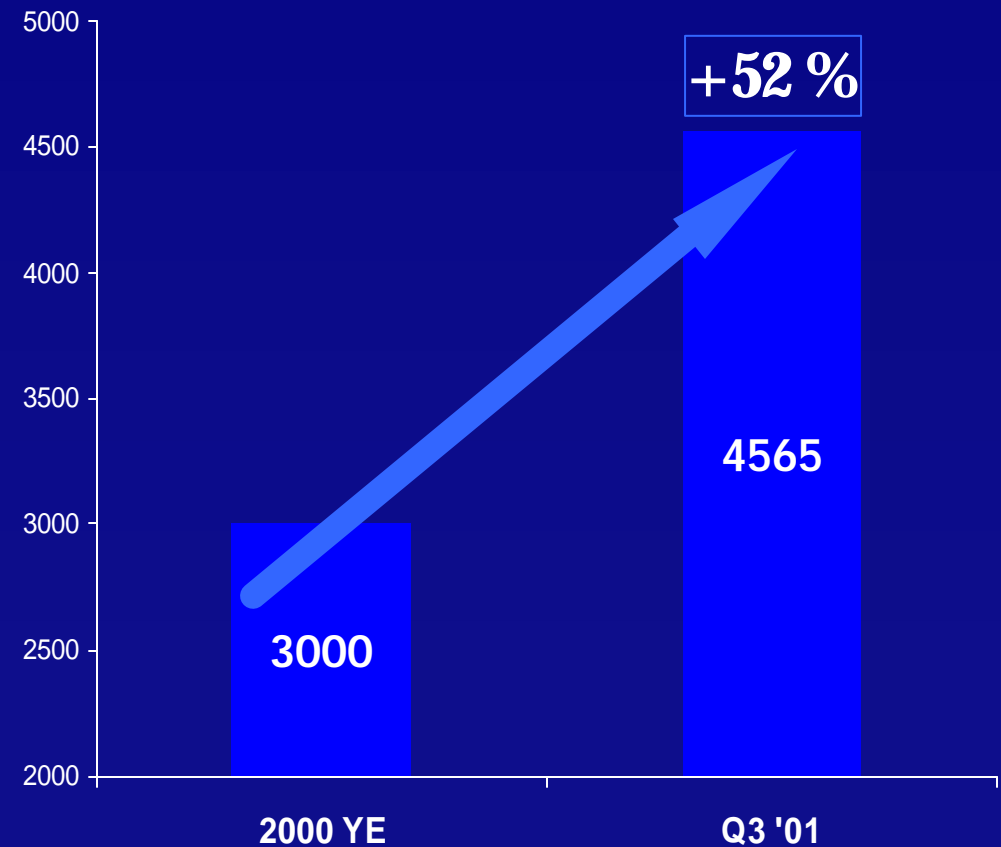
North America - Patient Care Disease Management - JV Companies

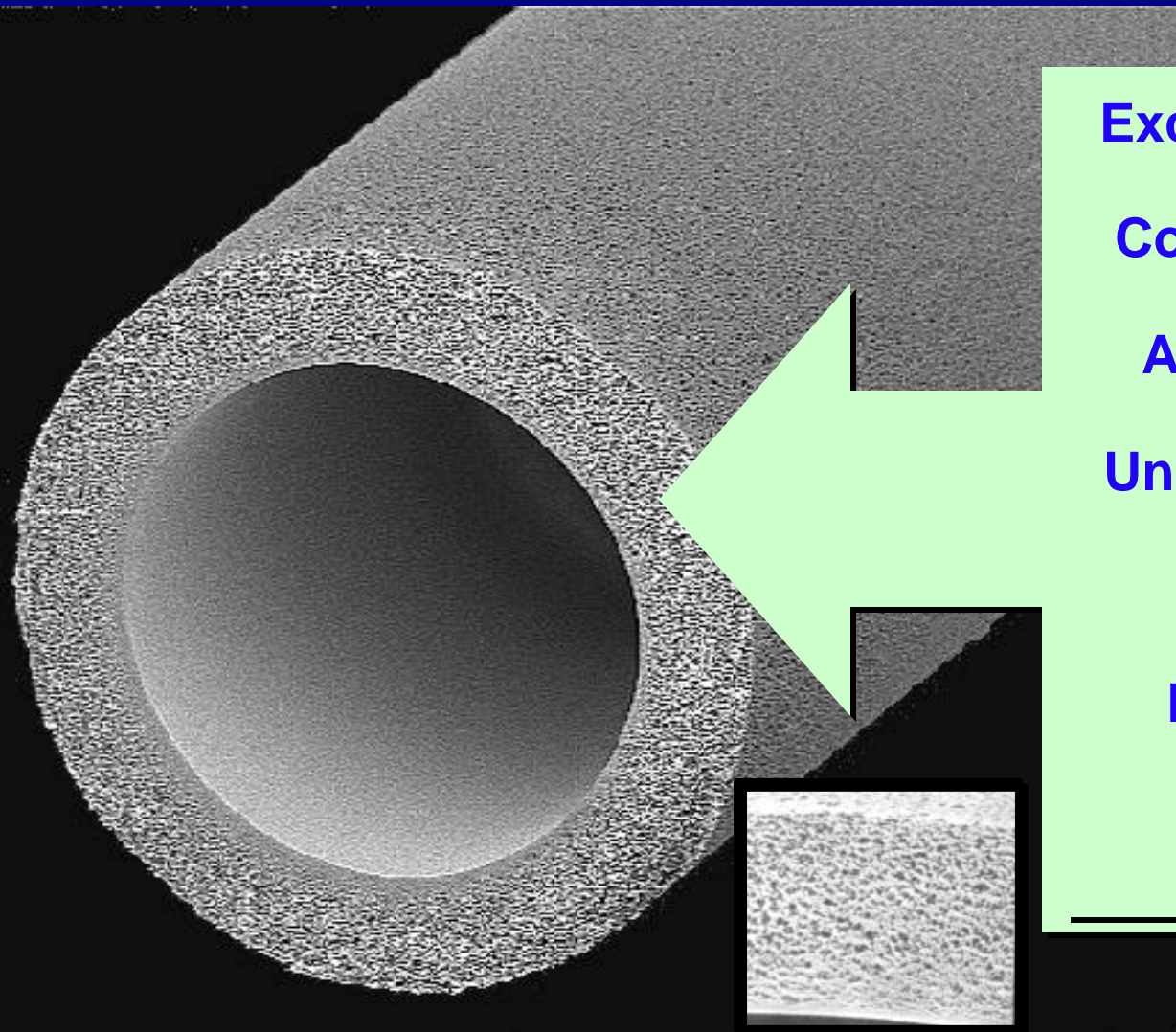


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- **+ 52 % Patient Growth**
- **Quarterly Revenue Run Rate
\$50 Million**
- **Excellent Clinical Results**
- **Improving Financial Margins**

Renaissance Healthcare and Optimal Renal Care total Patient Under Contract





Excellent Process Control

Concentric Fiber Lumen

Asymmetric Pore Size

Uniform Pore Distribution

Tortuous Pathway

**Excellent Endotoxin
Retention**

40um Wall



Targets for 2001 based on increase in the allowance for doubtful accounts

- Sales growth of ~14%
- Earnings after tax growth low to mid teens

Excluding the increase in the allowance for doubtful accounts

- Sales growth of ~14%
- Earnings after tax of ~20%