

## Factsheet Q1/2012



### COMPANY PROFILE

Fresenius is a health care group providing products and services for dialysis, hospitals and the medical care of patients at home. In addition, Fresenius focuses on hospital operation, as well as on engineering and services for hospitals and other health care facilities. More than 160,000 employees have dedicated themselves to the service of health in about 100 countries worldwide.

### FRESENIUS GROUP IN FIGURES

€ in millions	Q1/2012	2011	2010	2009
<b>Sales and Earnings</b>				
Sales	4,419	16,522	15,972	14,164
EBIT	661	2,563	2,418	2,054
Net income <sup>1,2</sup>	200	770	660	514
Earnings per ordinary share in € <sup>1</sup>	1.23	4.73	4.08	3.18
<b>Balance sheet and cash flow</b>				
Total assets	28,542	26,321	23,577	20,882
Non-current assets	20,860	19,170	17,142	15,519
Equity <sup>3</sup>	10,829	10,577	8,844	7,491
Equity ratio <sup>3</sup>	38%	40%	38%	36%
Net debt/EBITDA	3.0	2.8	2.6	3.0
Investments <sup>4</sup>	2,078	2,395	1,402	931
Operating cash flow	538	1,689	1,911	1,553
Operating cash flow in % of sales	12.2%	10.2%	12.0%	11.0%
<b>Profitability</b>				
EBIT margin	15.0%	15.5%	15.1%	14.5%
Return on equity after taxes (ROE) <sup>5</sup>	13.1%	12.9%	13.3%	12.1%
Return on operating assets (ROOA)	10.9%	10.9%	11.6%	10.5%
Return on invested capital (ROIC)	8.9%	8.8%	8.9%	8.2%
<b>Employees (December 31)</b>	<b>160,249</b>	<b>149,351</b>	<b>137,552</b>	<b>130,510</b>

<sup>1</sup> 2011, 2010 and 2009 adjusted for the effects of the mark-to-market accounting of the MEB and the CVR. Both are non-cash items. 2012 adjusted for a non-taxable investment gain at Fresenius Medical Care

<sup>2</sup> Net income attributable to Fresenius SE & Co. KGaA

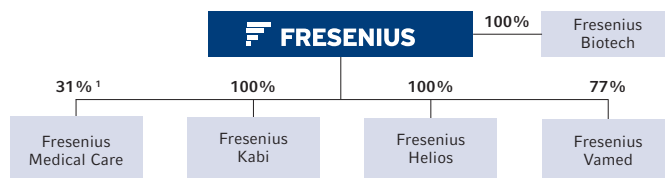
<sup>3</sup> Equity including noncontrolling interest

<sup>4</sup> Investments in property, plant and equipment and intangible assets, acquisitions

<sup>5</sup> 2011, 2010 and 2009 adjusted for the effects of the mark-to-market accounting of the MEB and the CVR.

### GROUP STRUCTURE

The operating business comprises the four business segments Fresenius Medical Care, Fresenius Kabi, Fresenius Helios and Fresenius Vamed, all of which are legally independent entities managed by the operating parent company Fresenius SE & Co. KGaA. In addition, with the Fresenius Biotech Fresenius is active in research and development in the field of antibody therapies.



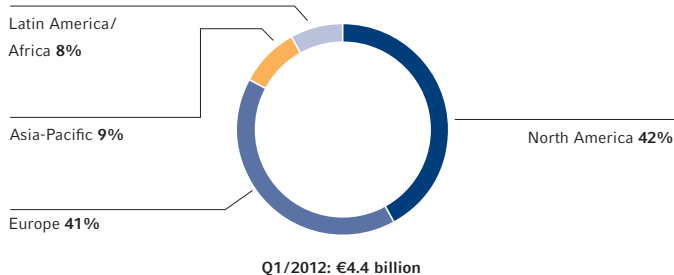
<sup>1</sup> as of February 29, 2012

### BUSINESS SEGMENTS

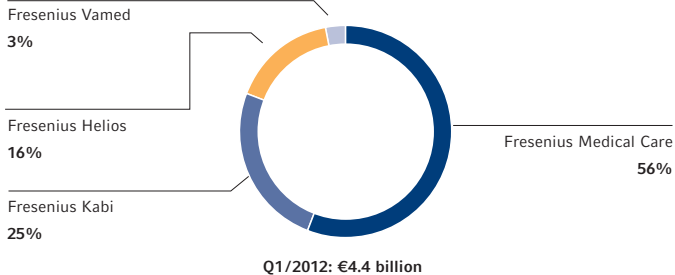
€ in millions	Q1/2012		2011	
	Sales	EBIT	Sales	EBIT
<b>FRESENIUS MEDICAL CARE</b>	2,478	384	9,192	1,491
<b>FRESENIUS KABI</b>	1,092	215	3,964	803
<b>FRESENIUS HELIOS</b>	717	68	2,665	270
<b>FRESENIUS VAMED</b>	142	5	737	44

- ▶ **Fresenius Medical Care** is the world's leading provider of services and products for patients with chronic kidney failure. As of March 31, 2012, Fresenius Medical Care was treating 253,041 patients in 3,119 dialysis clinics.
- ▶ **Fresenius Kabi** offers infusion therapies, intravenously administered generic drugs and clinical nutrition for seriously and chronically ill patients in the hospital and outpatient environments. The company is also a leading supplier of medical devices and transfusion technology products in Germany.
- ▶ **Fresenius Helios** is the largest private hospital operator in Germany. HELIOS owns 75 hospitals, including 6 maximum care hospitals in Berlin-Buch, Duisburg, Erfurt, Krefeld, Schwerin and Wuppertal. HELIOS treats more than 2.7 million patients per year, thereof more than 750,000 inpatients, and operates more than 23,000 beds.
- ▶ **Fresenius Vamed** offers engineering and services for hospitals and other health care facilities.
- ▶ **Fresenius Biotech** develops innovative therapies with trifunctional antibodies for the treatment of cancer.

### SALES BY REGION



### SALES BY BUSINESS SEGMENT



## FRESENIUS SHARE/ADR

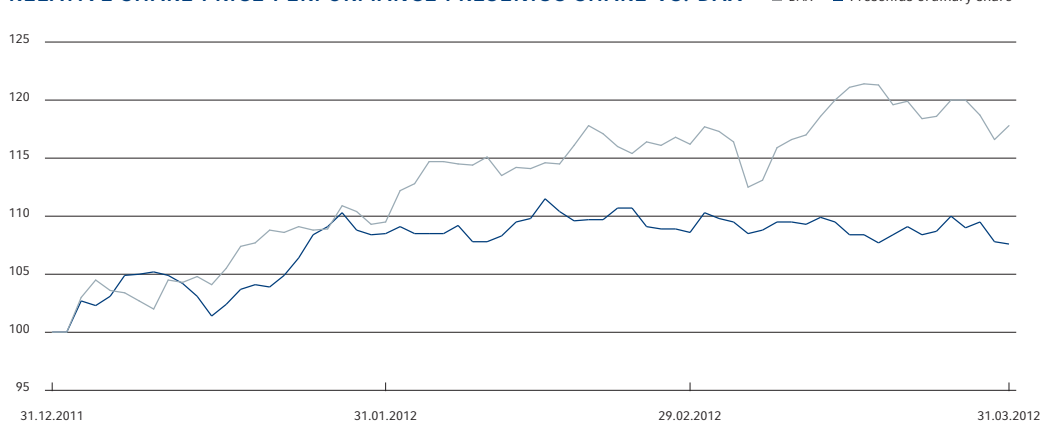
	Ordinary share
Securities code no.	578 560
ISIN	DE0005785604
Ticker symbol	FRE
ADR CUSIP	35804M105
ADR Ticker symbol	FSNUY
Number of ordinary shares (March 31, 2012)	163,334,670
Market capitalization (March 31, 2012)	€12.6 billion

## FRESENIUS GROUP'S SENIOR NOTES

Issuer	ISIN	Volume in million	Coupon	Maturity
Fresenius Finance B. V.	XS0240918218	€500	5.00%	2013
Fresenius Finance B. V.	XS0240919372	€650	5.50%	2016
Fresenius Finance B. V.	XS0759200321	€500	4.25%	2019
Fresenius US Finance II, Inc.	USU31436AD72	US\$500	9.00%	2015
Fresenius US Finance II, Inc.	XS0390398344	€275	8.75%	2015

Bonds of Fresenius Medical Care can be found under [www.fmc-ag.com/Credit Relations](http://www.fmc-ag.com/Credit_Relations).

## RELATIVE SHARE PRICE PERFORMANCE FRESENIUS SHARE VS. DAX

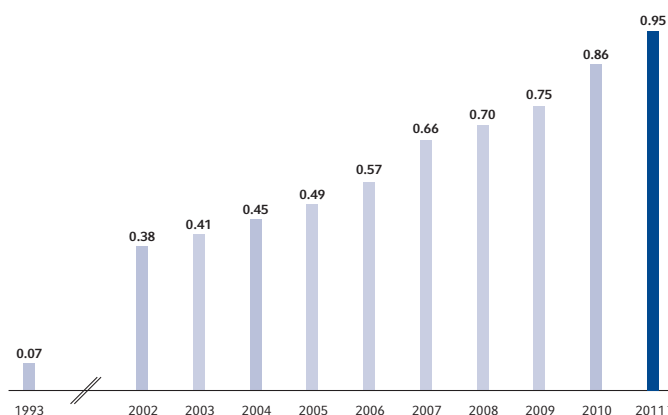


## SHARE PERFORMANCE<sup>1</sup>

1 month	-2.4%
1 <sup>st</sup> quarter	+7.6%
1 year	+16.2%
5 years	+27.9%
10 years	+193.1%

<sup>1</sup> Effective date/closing price: March 31, 2012

## DEVELOPMENT ORDINARY SHARE DIVIDENDS IN €



<sup>1</sup> Proposal

This release contains forward-looking statements that are subject to various risks and uncertainties. Future results could differ materially from those described in these forward-looking statements due to certain factors, e.g. changes in business, economic and competitive conditions, regulatory reforms, results of clinical trials, foreign exchange rate fluctuations, uncertainties in litigation or investigative proceedings, and the availability of financing. Fresenius does not undertake any responsibility to update the forward-looking statements in this release.

Fresenius SE & Co. KGaA  
Registered Office: Bad Homburg, Germany  
Commercial Register: Amtsgericht Bad Homburg, HRB 11852  
Chairman of the Supervisory Board: Dr. Gerd Krick

General Partner: Fresenius Management SE  
Registered Office: Bad Homburg, Germany  
Commercial Register: Amtsgericht Bad Homburg, HRB 11673  
Management Board: Dr. Ulf M. Schneider (Chairman), Rainer Baule, Dr. Francesco De Meo, Dr. Jürgen Götz, Dr. Ben Lipps, Stephan Sturm, Dr. Ernst Wastler  
Chairman of the Supervisory Board: Dr. Gerd Krick

## GROUP OUTLOOK 2012

	Targets 2012
Sales growth (in constant currency)	10% – 13% <sup>1</sup>
Net income, growth (in constant currency)	12% – 15%
Capital expenditure	~5% of group sales

<sup>1</sup> Upper end of range

For the outlook of the business segments please see the Investor News of May 3, 2012.

## FINANCIAL CALENDAR

	Dates
Annual General Meeting, Frankfurt/Main	May 11, 2012
Capital Market Day Fresenius Kabi	June 12, 2012
Report on 1 <sup>st</sup> half 2012	August 1, 2012
Report on 1 <sup>st</sup> –3 <sup>rd</sup> quarter 2012	October 31, 2012

## CONTACT

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