

## Factsheet Q1/2013



### 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. Approximately 170,000 employees have dedicated themselves to the service of health in about 100 countries worldwide.

### FRESENIUS GROUP IN FIGURES

€ in millions	Q1/2013	Change	2012	Change
<b>Sales and Earnings</b>				
Sales	4,890	11%	19,290	18%
EBIT <sup>1</sup>	696	5%	3,075	20%
Net income (before special items) <sup>2</sup>	224	12%	938	22%
Earnings per ord. share in € (before special items) <sup>2</sup>	1.26	2%	5.42	15%
<b>Balance sheet and cash flow</b>				
Total assets	31,311	2%	30,664	17%
Non-current assets	23,044	2%	22,551	18%
Equity <sup>3</sup>	13,298	4%	12,758	21%
Equity ratio <sup>3</sup>	43%	--	42%	--
Net debt/EBITDA <sup>4</sup>	2.57	--	2.56	--
Investments <sup>5</sup>	258	-88%	4,179	74%
Operating cash flow	444	-17%	2,438	44%
Operating cash flow in % of sales	9.1%	--	12.6%	--
<b>Profitability</b>				
EBIT margin <sup>1</sup>	14.2%	--	15.9%	--
Return on equity after taxes (ROE) <sup>2</sup>	12.1%	--	12.3%	--
Return on operating assets (ROOA) <sup>1</sup>	10.9%	--	11.0%	--
Return on invested capital (ROIC) <sup>1</sup>	8.8%	--	9.0%	--
Employees (Mar 31/Dec 31)	171,764	7%	169,324	13%

<sup>1</sup> 2013 adjusted for one-time integration costs of Fenwal Holdings, Inc. of €7 million. 2012 adjusted for one-time costs related to the offer to the shareholders of RHÖNKLINIKUM AG as well as for other one-time costs at Fresenius Medical Care.

<sup>2</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA. 2013 adjusted for one-time integration costs of Fenwal of €5 million after tax. 2012 adjusted for a non-taxable investment gain and other one-time costs at Fresenius Medical Care as well as for one-time costs related to the offer to the shareholders of RHÖN-KLINIKUM AG.

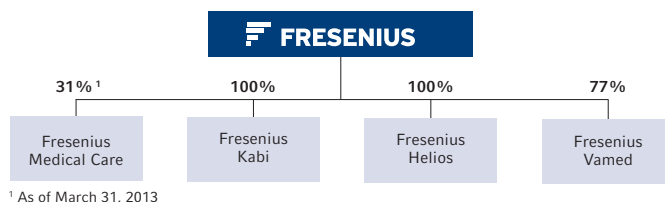
<sup>3</sup> Including noncontrolling interest

<sup>4</sup> 2013 and 2012 before special items

<sup>5</sup> Investments in property, plant and equipment and intangible assets, acquisitions

### 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.

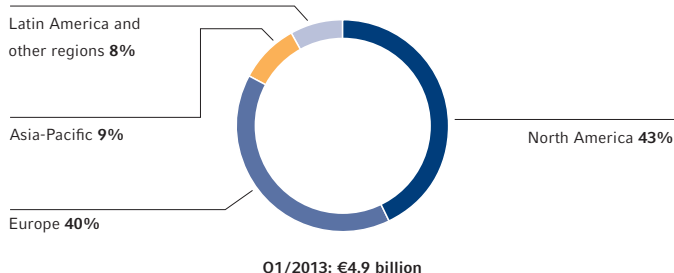


### BUSINESS SEGMENTS

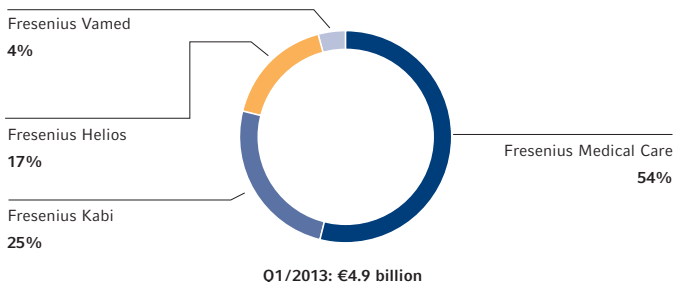
€ in millions		Q1/2013	Change	2012	Change
FRESENIUS MEDICAL CARE	Umsatz	2.623	6%	10.741	19%
	EBIT	374	-3%	1.813	22%
FRESENIUS KABI	Umsatz	1.260	15%	4.539	15%
	EBIT	237	10%	934	16%
FRESENIUS HELIOS	Umsatz	841	18%	3.200	20%
	EBIT	87	28%	322	19%
FRESENIUS VAMED	Umsatz	184	23%	846	15%
	EBIT	5	0%	51	16%

- ▶ **Fresenius Medical Care** is the world's leading provider of services and products for patients with chronic kidney failure. As of March 31, 2013, Fresenius Medical Care was treating 261,648 patients in 3,180 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 one of the largest private hospital operators in Germany. HELIOS owns 74 hospitals, including 6 maximum care hospitals in Berlin-Buch, Duisburg, Erfurt, Krefeld, Schwerin and Wuppertal. HELIOS treats more than 2.9 million patients per year, thereof more than 780,000 inpatients, and operates more than 23,000 beds.
- ▶ **Fresenius Vamed** offers engineering and services for hospitals and other health care facilities.

### 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, 2013)	178,271,131
Market capitalization (March 31, 2013)	€17.2 billion

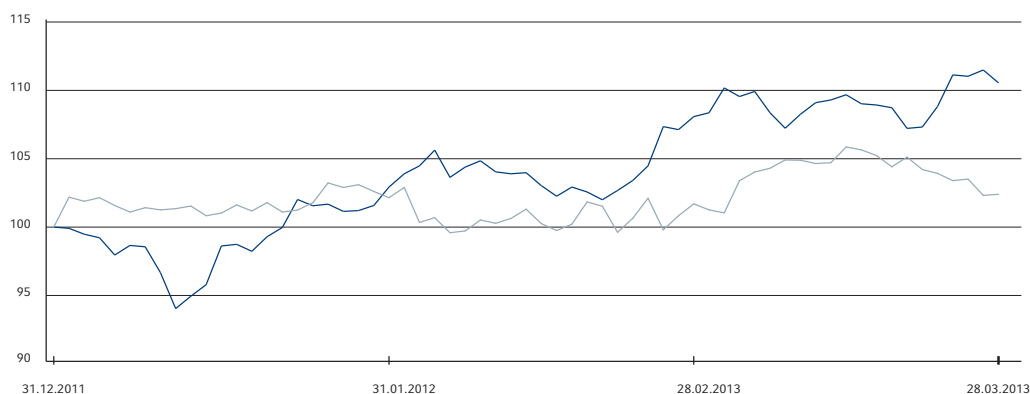
## FRESENIUS GROUP'S SENIOR NOTES

Issuer	ISIN	Volume in million	Coupon	Maturity
Fresenius Finance B. V.	XS0759200321	€500	4.25%	2019
Fresenius Finance B. V.	XS0873432511	€500	2.875%	2020
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

■ DAX ■ Fresenius ordinary share

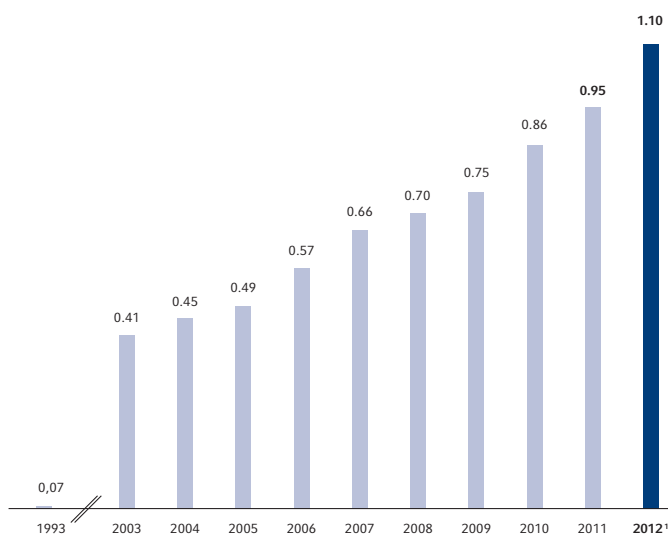


## SHARE PERFORMANCE<sup>1</sup>

1 month	+2.3 %
4 <sup>th</sup> quarter	+10.6 %
1 year	+25.2 %
5 years	+78.7 %
10 years	+615.0 %

<sup>1</sup> Effective date/closing price: March 31, 2013

## 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), Mats Henriksson, Dr. Francesco De Meco, Dr. Jürgen Götz, Rice Powell, Stephan Sturm, Dr. Ernst Wastler  
Chairman of the Supervisory Board: Dr. Gerd Krick

## GROUP OUTLOOK 2013

	Targets 2013
Sales growth (in constant currency)	7% – 10%
Net income <sup>1</sup> , growth (in constant currency)	7% – 12%
Capital expenditure	~5% of group sales

<sup>1</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA; 2013 adjusted for one-time integration costs of Fenwal, Inc. (–€50 million pre tax); 2012 adjusted for an investment gain and other one-time costs at Fresenius Medical Care as well as for one-time costs related to the offer to the shareholders of RHÖN-KLINIKUM AG.

For the outlook of the business segments please see the Investor News of April 30, 2013.

## FINANCIAL CALENDAR

	Dates
Annual General Meeting, Frankfurt/Main	May 17, 2013
Payment of dividend <sup>1</sup>	May 20, 2013
Report on 1 <sup>st</sup> half 2013	July 30, 2013
Report on 1 <sup>st</sup> –3 <sup>rd</sup> quarter 2013	November 5, 2013

<sup>1</sup> Subject to prior approval by the Annual General Meeting

## CONTACT

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