

# Factsheet Q3/2011



#### **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 145,000 employees have dedicated themselves to the service of health in about 100 countries worldwide.

#### FRESENIUS GROUP IN FIGURES

€ in millions	Q1-3/11	2010	2009	2008
Sales and Earnings				
Sales	12,089	15,972	14,164	12,336
EBIT	1,862	2,418	2,054	1,727 ¹
Net income 1, 2	565	660	514	450
Earnings per ordinary share in €¹	3.47	4.08	3.18	2.85
Balance sheet and cash flow				
Total assets	24,707	23,577	20,882	20,544
Non-current assets	17,871	17,142	15,519	15,466
Equity <sup>3</sup>	10,049	8,844	7,491	6,943
Equity ratio <sup>3</sup>	41%	38%	36%	34%
Net debt/EBITDA <sup>4</sup>	2.7	2.6	3.0	3.6
Investments <sup>5</sup>	1,388	1,402	931	4,617
Operating cash flow	1,156	1,911	1,553	1,074
Operating cash flow in % of sales	9.6%	12.0%	11.0%	8.7%
Profitability				
EBIT margin	15.4%	15.1%	14.5%	14.0% 1
Return on equity after taxes (ROE) 4,6	12.8%	13.3%	12.1%	10.5%
Return on operating assets (ROOA) 4	11.2%	11.6%	10.5%	9.8%
Return on invested capital (ROIC) <sup>4</sup>	9.0%	8.9%	8.2%	7.3%
Employees (December 31)	145,118	137,552	130,510	122,217

- <sup>1</sup> 2008 before special items from the APP acquisition;
- 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.

  Net income attributable to Fresenius SE & Co. KGaA
- <sup>3</sup> Equity including noncontrolling interest <sup>4</sup> 2008 pro forma APP Pharmaceuticals and excluding special items from the APP-acquisition <sup>5</sup> Investments in property, plant and equipment and intangible assets, acquisitions
- 6 2011, 2010 and 2009 adjusted for the effects of the mark-to-market accounting of the MEB and the

#### **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.

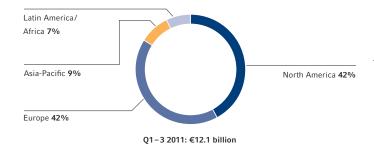


#### **BUSINESS SEGMENTS**

	Q1-3/2011		2010	
€ in millions	Sales	EBIT	Sales	EBIT
FRESENIUS MEDICAL CARE	6,735	1,058	9,091	1,451
FRESENIUS KABI	2,950	613	3,672	737
FRESENIUS HELIOS	1,950	195	2,520	235
FRESENIUS VAMED	480	22	713	41

- Fresenius Medical Care is the world's leading provider of services and products for patients with chronic kidney failure. As of September 30, 2011, Fresenius Medical Care was treating 228,239 patients in 2,874 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
- Fresenius Helios is one of the largest private hospital operators in Germany. HELIOS owns 64 hospitals, including five maximum care hospitals in Berlin-Buch, Erfurt, Krefeld, Schwerin and Wuppertal. HELIOS treats more than 2 million patients per year, thereof approximately 650,000 inpatients, and operates about 19,000 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 (October 31, 2011)	163,041,829
Market capitalization (October 31, 2011)	€10.9 billion

## FRESENIUS GROUP'S SENIOR NOTES

Issuer	ISIN	Volume in million	Coupon	Matu- rity
Fresenius Finance B. V.	XS0240918218	€500	5.00%	2013
Fresenius Finance B.V.	XS0240919372	€650	5.50%	2016
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.

## RELATIVE SHARE PRICE PERFORMANCE FRESENIUS SHARE VS. DAX DE DAX Fresenius ordinary share



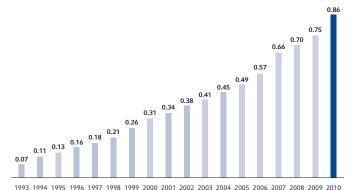
# SHARE PERFORMANCE 1

1 month	-8.1%
3 <sup>rd</sup> quarter	-6.9 %
1 year	+13.5 %
5 years	+44.8%
10 years	+123.4%

<sup>&</sup>lt;sup>1</sup> Effective date/closing price: September 30, 2011



# **DEVELOPMENT ORDINARY SHARE DIVIDENDS IN €**



#### **GROUP OUTLOOK 2011**

	Targets 2011
Sales growth (in constant currency)	~6%
Net income, growth (in constant currency) 1	15% – 18% ²
Capital expenditure	~5% of group sales

<sup>&</sup>lt;sup>1</sup> Net income attributable to Fresenius SE & Co. KGaA; adjusted for the effects of the mark-to-market accounting of the MEB and the CVR.

For the outlook of the business segments please see the Investor News of November 2, 2011.

# FINANCIAL CALENDAR

	Dates
Report on Fiscal Year 2011	February 21, 2012
Report on 1st quarter 2012	May 3, 2012
Annual General Meeting, Frankfurt/Main	May 11, 2012
Capital Market Day Fresenius Kabi	June 12, 2012
Report on 1st half 2012	August 1, 2012
Report on 1st-3rd quarter 2012	October 31, 2012

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

## CONTACT

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<sup>&</sup>lt;sup>2</sup> Upper half of range expected