



## Health Care Worldwide



Conference Call May 6, 2004

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# Agenda

## **I. Business Update**

- Fresenius Group
- Fresenius Kabi
- Fresenius ProServe
- Fresenius Biotech

## **II. Fresenius Group – 2004 Priorities**

## **III. Fresenius Financials Q1/2004**

## **IV. Outlook**

# Fresenius Group: Excellent start into 2004

Q1/2004	Sales 1,720 €m	EBIT 197 €m	EAT 39 €m
Growth at constant currency rates	+ 8 %	+ 12 %	+ 17 %
Growth at actual currency rates	- 1 %	+ 2 %	+ 8 %

- Impressive earnings performance of Fresenius Medical Care and Fresenius Kabi
- Significant currency translation impact
- Fully in line with 2004 projections

# Business Segments: Key Issues Q1/2004

	Fresenius Medical Care	Fresenius Kabi	Fresenius ProServe
Sales Growth	1,459 \$m + 12 %	362 €m + 2 %	199 €m + 20 %
EBIT Growth	198 \$m + 17 %	41 €m + 17 %	1 €m - 83 %

- Fresenius Medical Care - Excellent top-line growth across all regions  
- Net income up 30 % from Q1/2003
- Fresenius Kabi - Strong 6 % organic revenue growth  
- Continued margin improvement
- Fresenius ProServe - Operational performance impacted by low bed utilization rate and reduced investment activities of the Pharma industry  
- Ongoing process improvement

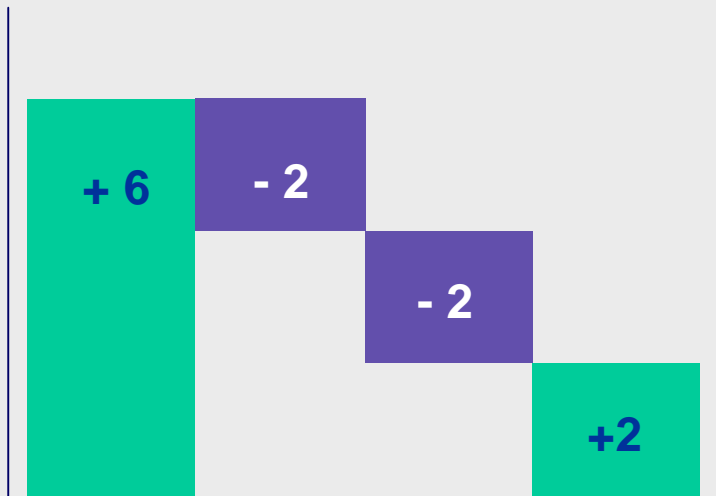
# Fresenius Kabi: Key Figures Q1/2004

€m	Q1/2004	Q1/2003	Change
Sales	362	355	+ 2 %
Hospital Business	298	284	+ 5 %
Ambulatory Care Business	64	71	- 10 %
adjusted for divestiture			- 4 %
EBITDA	58	54	+ 7 %
EBITDA margin	16.0 %	15.2 %	
EBIT	41	35	+ 17 %
EBIT margin	11.3 %	9.9 %	

# Fresenius Kabi: Revenue Growth and Distribution

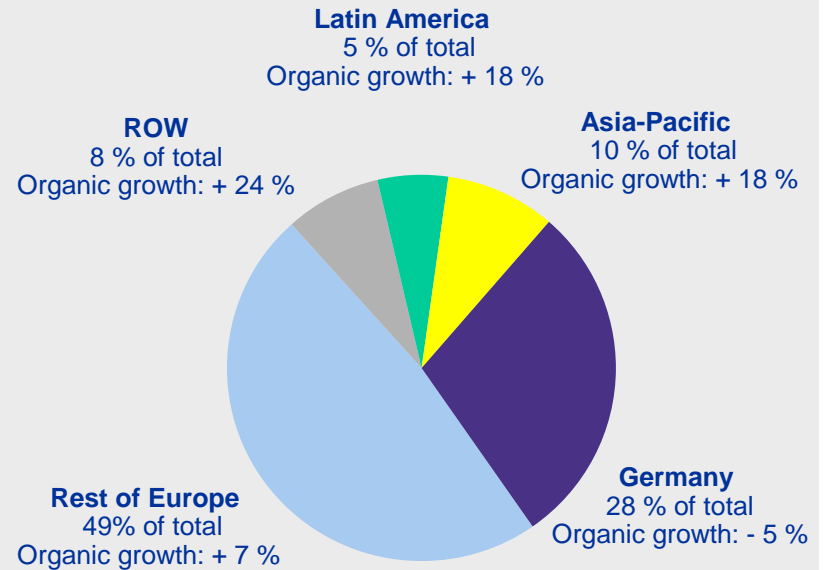
## Strong organic growth

Q1/2004  
Growth yoy (in%)



Organic growth      Currency translation effects      Divestitures      Total growth

## Revenue distribution and growth by region






Q1/2004: 362 €m

# Fresenius ProServe: Key Figures Q1/2004

€m	Q1/2004	Q1/2003	Change
Sales	199	166	+ 20 %
Healthcare Business	179	140	+ 28 %
- Service	122	116	+ 5 %
- Projects	57	24	+ 138 %
Pharma Industry Business	20	26	- 23 %
EBITDA	8	12	- 33 %
EBITDA margin	4.0 %	7.2 %	
EBIT before one-time expenses	2	6	- 67 %
EBIT margin	1.0 %	3.6 %	
EBIT after one-time expenses	1	6	- 83 %
EBIT margin	0.5 %	3.6 %	

# Fresenius Biotech

## Accomplished:

- Manufacturing license to produce genetically modified T-cells for HIV therapy received 
- Orphan Drug Designation for the antibody removab<sup>®</sup> to treat patients with ovarian cancer received 
- A Phase IIa study for the treatment of ovarian cancer starting up 

## To follow in 2004:

- HIV proof of principle go/no go
- NSCLC final report phase I study
- Breast cancer final report phase I study
- Peritoneal CA final report phase I study



# Fresenius Group – 2004 Priorities

## Fresenius Medical Care

- Focus on same-store treatment and revenue per treatment growth
- Fully capture benefits of single-use strategy

## Fresenius Kabi

- Strategic add-on acquisitions in emerging markets
- Continued margin improvement due to plant optimization and improved sourcing

## Fresenius ProServe

- Finalize profit improvement program by the end of 2004

## Fresenius Biotech

- Achieve 2004 clinical study milestones

# **Fresenius**

## **Financials Q1/2004**

# Fresenius Group: Financial Achievements Q1/2004

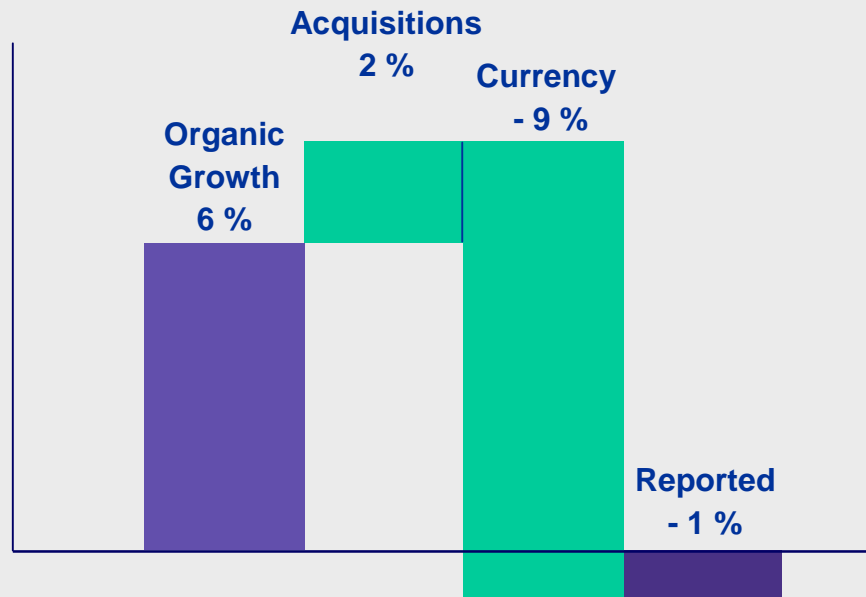
- Strong currency-adjusted sales growth of 8 % and organic growth of 6 %
- Remarkable net income growth of 8 %; currency-adjusted: 17 %
- Strong Free Cashflow (after acquisitions and dividends) of 98 €m (+ 72 %)
- Debt / EBITDA ratio of 2.7

# Fresenius Group: Key Figures

		Q1/2004	Q1/2003	Change actual rates	Change constant rates
Sales	€m	1,720	1,729	- 1 %	+ 8 %
EBITDA	€m	269	271	- 1 %	+ 8 %
EBIT	€m	197	194	+ 2 %	+ 12 %
Interest result	€m	- 52	- 64	+ 19 %	+ 11 %
Taxes	€m	- 58	- 51	- 14 %	- 25 %
Minority interest	€m	- 48	- 43	- 12 %	- 26 %
Net income	€m	39	36	+ 8 %	+ 17 %
EPS ordinary share	€m	0.94	0.87	+ 8 %	+ 17 %
EPS preference share	€m	0.95	0.88	+ 8 %	+ 17 %

# Fresenius Group: Sales Analysis Q1/2004

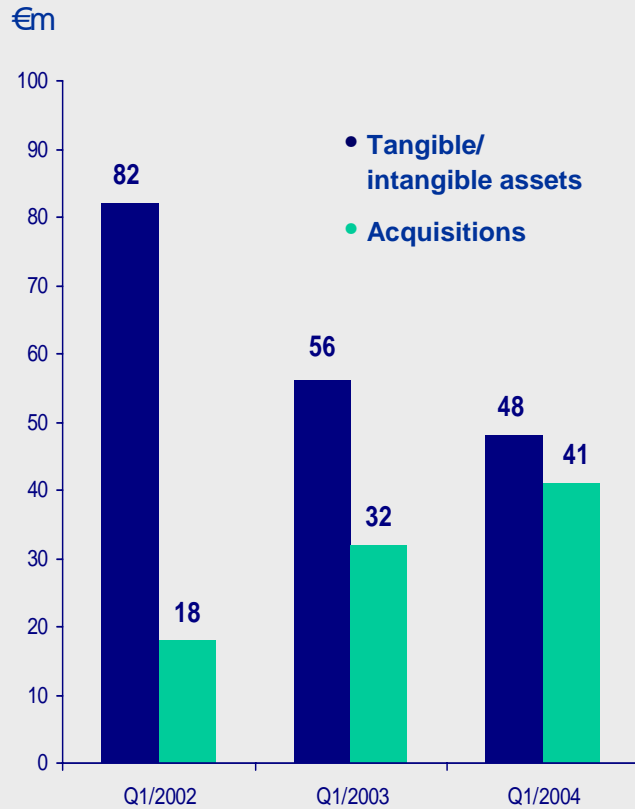
## Sales Growth



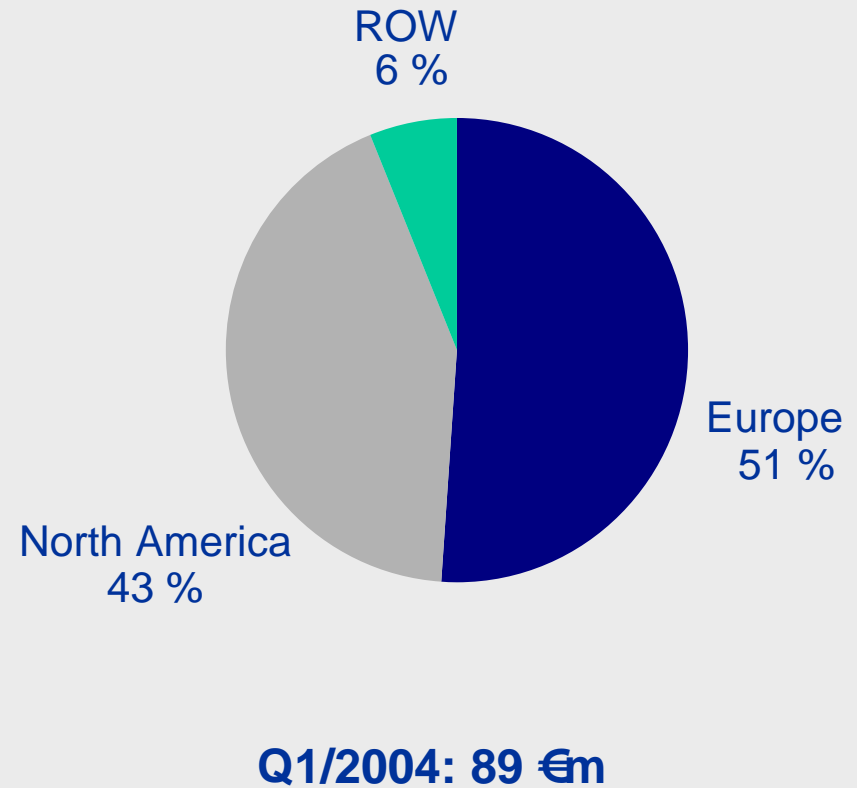
- Organic growth + 6 %
- Acquisitions contributing + 2 %
- Strong currency impact of - 9 %

# Fresenius Group: Capital Expenditure and Acquisitions

## Capex + acquisitions

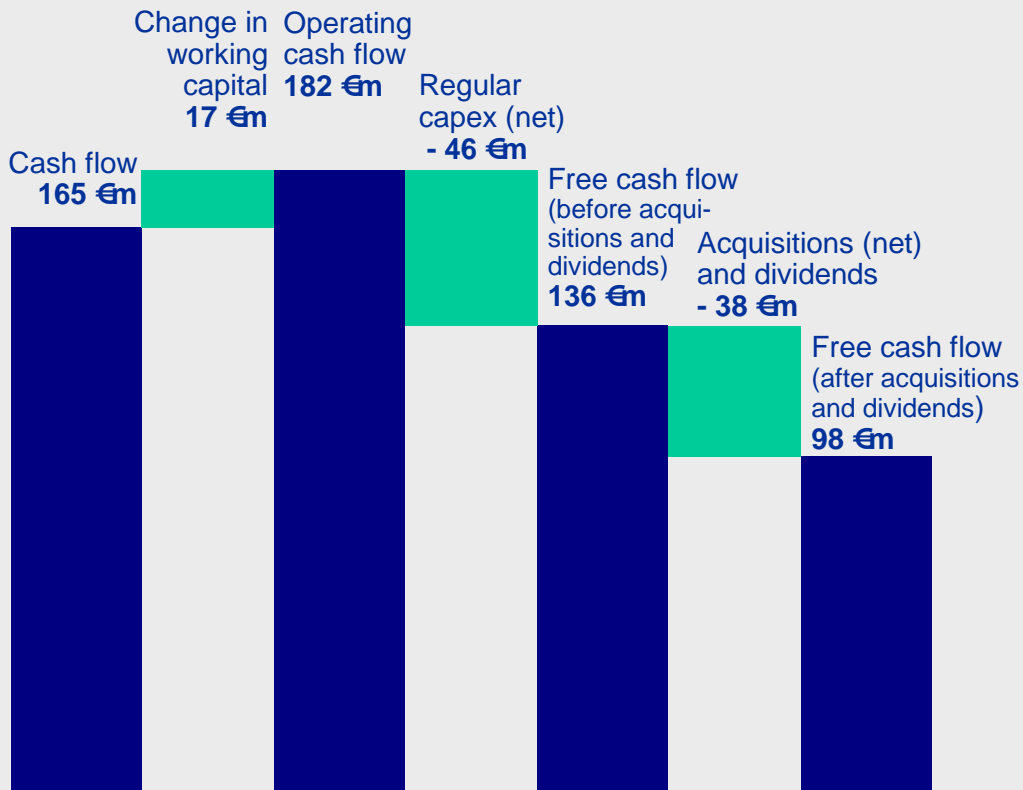


## Regional distribution



# Fresenius Group: Cash Flow Statement

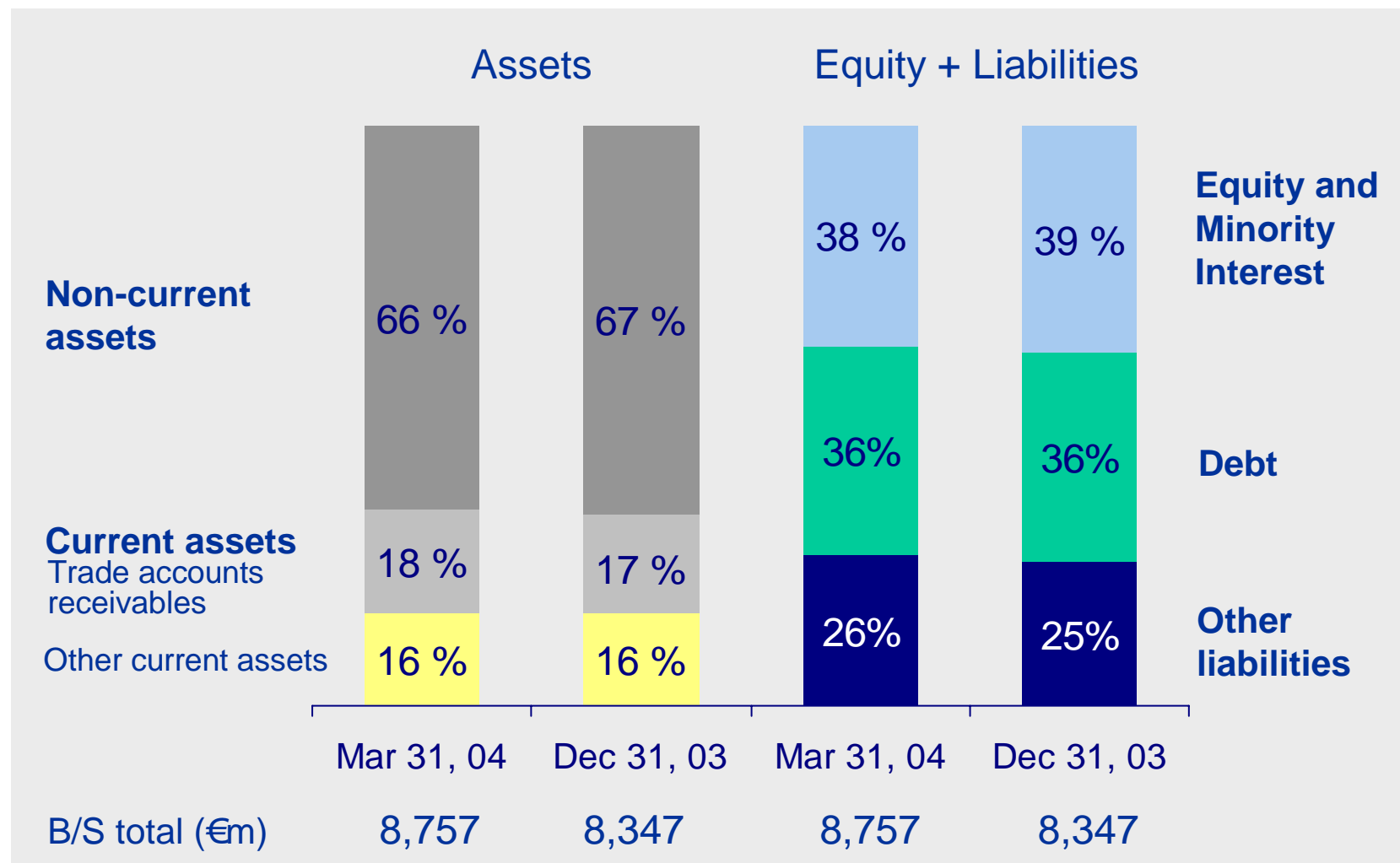
## Strong cash flow performance



- Operating CF: + 33 %
- FCF (after acquisitions and dividends): + 72 %
- Positive development in working capital

Q1/2004

# Fresenius Group: Solid Balance Sheet Structure





# Fresenius Group: Debt and Debt Ratios

€m	31.3.2004	31.12.2003
Debt*	3,155	3,148
Net debt	3,003	3,023
Net debt/EBITDA	2.7	2.7

\* incl. A/R liabilities

# Fresenius Group: 2004 Outlook Confirmed

Revenue growth at constant currency	Mid-single digit
Net income growth rate at constant currency	25 – 30 %
Capital expenditure	~ 300 €m
Acquisitions	~ 120 €m

# Fresenius

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