

## Factsheet Q3/2016



### COMPANY PROFILE

Fresenius is a global health care group providing products and services for dialysis, hospitals and outpatient medical care. In addition, Fresenius focuses on hospital operations. We also manage projects and provide services for hospitals and other health care facilities. More than 230,000 employees have dedicated themselves to the service of health in over 100 countries worldwide.

### FRESENIUS GROUP IN FIGURES

€ in millions	Q1-3/ 2016	Q1-3/ 2015	Change	FY/2015
<b>Sales and Earnings</b>				
Sales	21,345	20,369	5%	27,626
EBIT <sup>1</sup>	3,092	2,849	9%	3,958
Net income <sup>1,2</sup>	1,154	1,009	14%	1,423
Earnings per ord. share in € <sup>1,2</sup>	2.11	1.86	13%	2.61
<b>Balance sheet and cash flow</b>				
Total assets	44,075		3%	42,959
Non-current assets	32,940		1%	32,480
Equity <sup>3</sup>	19,086		6%	18,003
Equity ratio <sup>3</sup>	43%		--	42%
Net debt/EBITDA <sup>1,4,6</sup>	2.50		--	2.68
Investments <sup>5</sup>	1,636	1,222	34%	2,029
Operating cash flow	2,259	2,151	5%	3,327
Operating cash flow in % of sales	10.6%	10.6%	--	12.0%
<b>Profitability</b>				
EBIT margin <sup>1</sup>	14.5%	14.0%	--	14.3%
Return on equity after taxes (ROE) <sup>1,2</sup>	13.4%	12.8%	--	13.0%
Return on operating assets (ROOA) <sup>1,6</sup>	10.3%	9.9%	--	10.1%
Return on invested capital (ROIC) <sup>1,6</sup>	8.6%	8.0%	--	8.3%
<b>Employees</b>	<b>231,432</b>		4%	222,305

<sup>1</sup> 2015 before special items

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

<sup>3</sup> Including noncontrolling interest

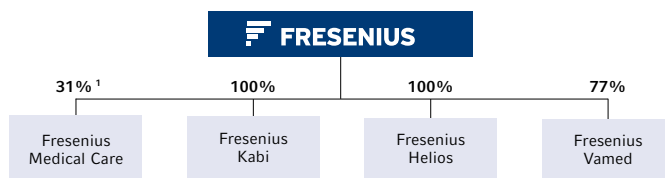
<sup>4</sup> At LTM average exchange rates for both net debt and EBITDA

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

<sup>6</sup> Pro forma 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.



<sup>1</sup> As of September 30, 2016

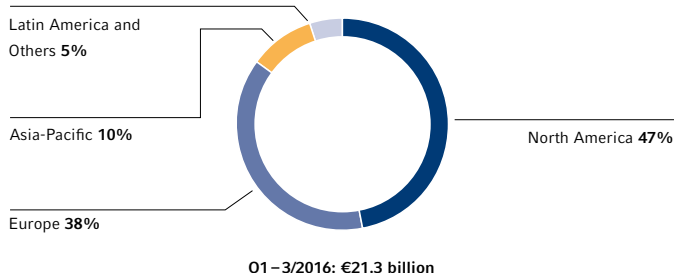
### BUSINESS SEGMENTS

€ in millions		Q1-3/ 2016	Q1-3/ 2015	Change	FY/2015
	Sales	11,847	11,118	7%	15,086
	EBIT	1,659	1,494	11%	2,097
	Sales	4,457	4,431	1%	5,950
	EBIT <sup>1</sup>	916	872	5%	1,189
	Sales	4,382	4,167	5%	5,578
	EBIT <sup>1</sup>	507	472	7%	640
	Sales	740	731	1%	1,118
	EBIT	31	30	3%	64

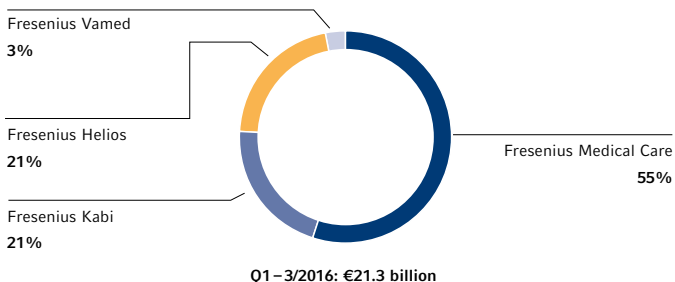
<sup>1</sup> 2015 before special items

- ▶ **Fresenius Medical Care** is the world's largest integrated provider of products and services for individuals undergoing dialysis because of chronic kidney failure. As of September 30, 2016, Fresenius Medical Care was treating 306,366 patients in 3,579 dialysis clinics.
- ▶ **Fresenius Kabi** Fresenius Kabi offers intravenously administered generic drugs, clinical nutrition and infusion therapies 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.
- ▶ **Fresenius Helios** is Germany's largest hospital operator. HELIOS operates 112 hospitals, thereof 88 acute care clinics (including seven maximum care hospitals in Berlin-Buch, Duisburg, Erfurt, Krefeld, Schwerin, Wiesbaden and Wuppertal) and 24 post-acute care clinics. HELIOS treats more than 4.7 million patients per year, thereof approximately 1.3 million inpatients, and operates approximately 35,000 beds.
- ▶ **Fresenius Vamed** manages projects and provides services for hospitals and other health care facilities worldwide. The portfolio ranges along the entire value chain: from project development, planning, and turnkey construction, via maintenance and technical management, to total operational management.

### SALES BY REGION



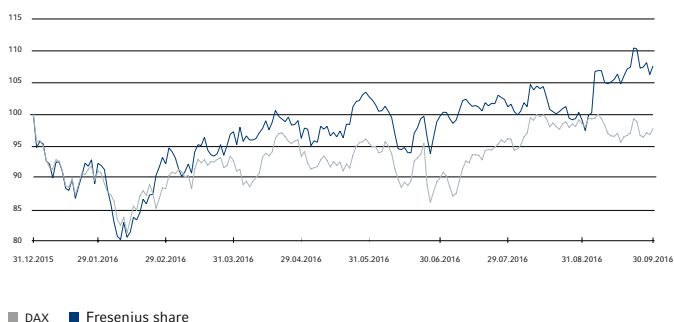
### SALES BY BUSINESS SEGMENT



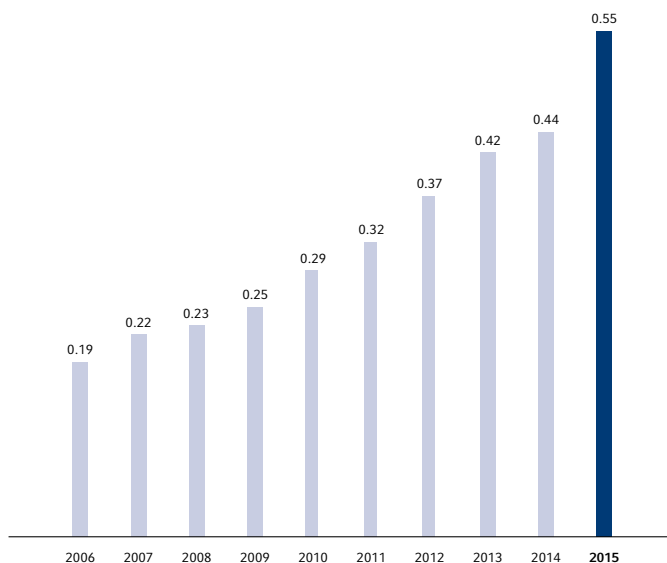
## FRESENIUS SHARE/ADR

	Share
Securities code no.	578 560
ISIN	DE0005785604
Ticker symbol	FRE
ADR CUSIP	35804M105
ADR Ticker symbol	FSNUY
Number of shares (September 30, 2016)	546.932.731
Market capitalization (September 30, 2016)	€38.8 billion

## RELATIVE SHARE PRICE PERFORMANCE FRESENIUS SHARE VS. DAX



## DEVELOPMENT SHARE DIVIDENDS IN €



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

## FRESENIUS GROUP'S SENIOR NOTES

Issuer	ISIN	Volume in million	Coupon	Maturity
Fresenius SE & Co. KGaA <sup>1</sup>	XS1013954646	€300	2.375%	2019
Fresenius SE & Co. KGaA <sup>1</sup>	XS0759200321	€500	4.25%	2019
Fresenius SE & Co. KGaA <sup>1</sup>	XS0873432511	€500	2.875%	2020
Fresenius SE & Co. KGaA <sup>1</sup>	XS1013955379	€450	3.00%	2021
Fresenius SE & Co. KGaA <sup>1</sup>	XS1026109204	€450	4.00%	2024
Fresenius US Finance II, Inc.	USU31436AG04	US\$300	4.25%	2021
Fresenius US Finance II, Inc.	USU31436AH86	US\$300	4.50%	2023
Convertible bonds				
Fresenius SE & Co. KGaA	DE000A1YC3T6	€500	0.00%	2019

Bonds of Fresenius Medical Care can be found under [www.freseniusmedicalcare.com/en/home/investors/credit-relations](http://www.freseniusmedicalcare.com/en/home/investors/credit-relations)

<sup>1</sup> Issuer substitution as of July 29, 2016, previously Fresenius Finance B.V.

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

1 month	+9%
9 month	+8%
1 year	+18%
5 years	+220%
10 years	+363%

<sup>1</sup> Effective date/closing price: September 30, 2016

## GROUP OUTLOOK 2016

	Targets 2016
Sales, growth (in constant currency)	6% – 8%
Net income <sup>1</sup> , growth (in constant currency)	12% – 14%
Capital expenditure	~6% of group sales

<sup>1</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA; 2015 before integration costs (€12 million before tax for hospitals acquired from Rhön-Klinikum AG), before costs for the efficiency program at Fresenius Kabi (€105 million before tax) and before disposal gains from the divestment of two HELIOS hospitals (€34 million before tax)

For the outlook of the business segments please see our Investor News of October 27, 2016.

## FINANCIAL CALENDAR

	Dates
Report on Fiscal Year 2016	February 22, 2017
Report on 1st quarter 2017	May 3, 2017
Annual General Meeting, Frankfurt/Main	May 12, 2017
Report on 2nd quarter 2017	August 1, 2017
Report on 3rd quarter 2017	November 2, 2017

Please note that these dates could be subject to modifications.

## CONTACT

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