



# Goldman Sachs – European Medtech and Healthcare Services Conference

September 2-3, 2009

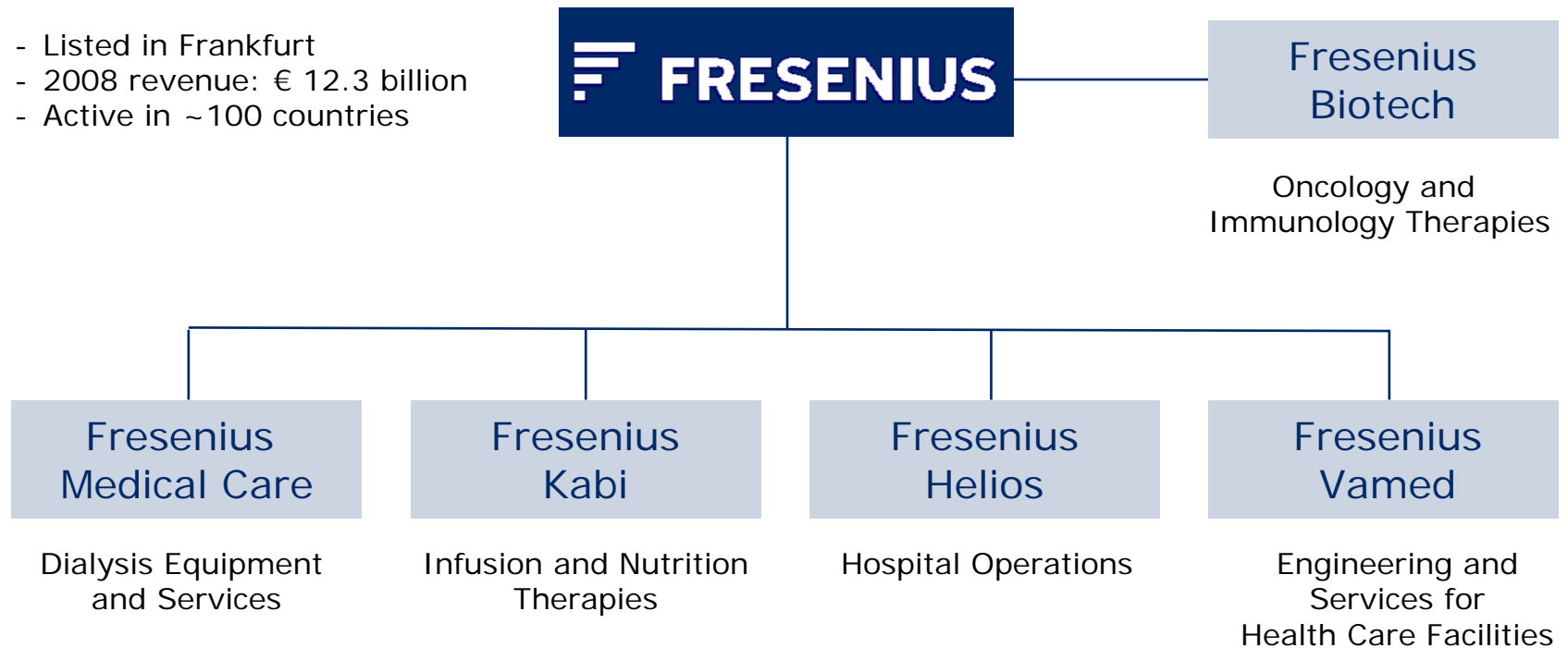


## Safe Harbor Statement

This presentation 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 contained in this presentation.

# Achieving Profitable Growth in Attractive Health Care Segments

- Listed in Frankfurt
- 2008 revenue: € 12.3 billion
- Active in ~100 countries



## Fresenius Group: Financial Results

	Sales	EBIT	Net income*
H1/09	€ 6,895 m	€ 985 m	€ 240 m
Growth at constant currency rates	15 %	20 %	10 %
Growth at actual currency rates	21 %	26 %	13 %

\* Net income attributable to Fresenius SE and before special items due to MEB and CVR accounting

## Fresenius Group: Financial Results by Business Segment

H1/09	Fresenius Medical Care	Fresenius Kabi	Fresenius Helios	Fresenius Vamed
Sales Growth	US\$ 5,323 m 3 %	€ 1,500 m 34 %	€ 1,164 m 12 %	€ 247 m 40 %
EBIT Growth	US\$ 813 m -1 %	€ 290 m 60 %	€ 100 m 20 %	€ 9 m 0 %

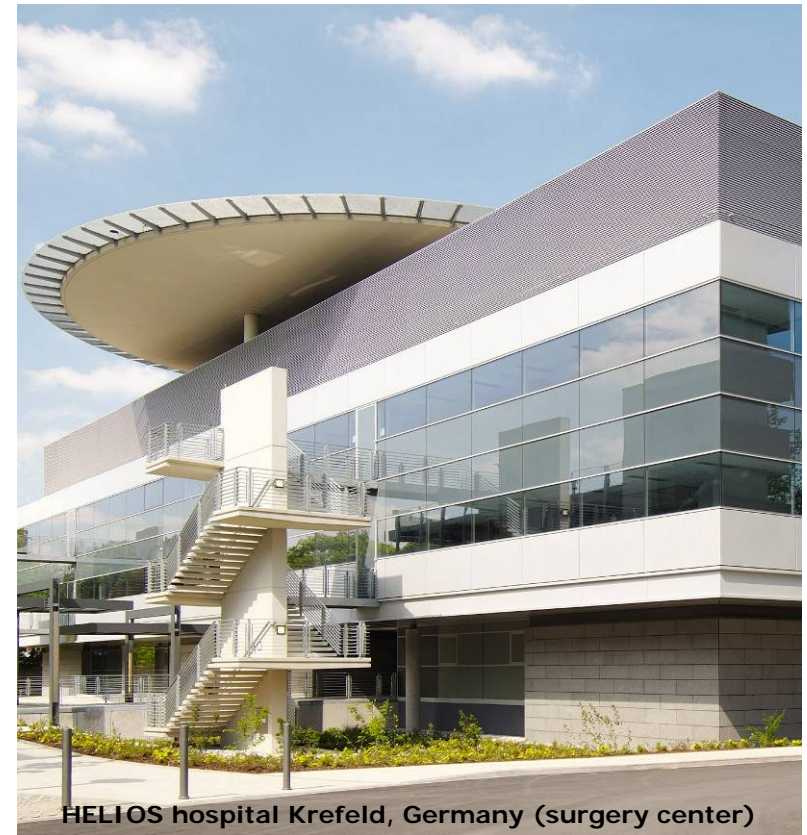
## Fresenius Kabi: Update H1/09

- Strong organic sales growth of 7 % (excl. APP + Dabur)
  - Emerging markets accelerating slightly
  - German market performing well at 4 %
- APP Pharmaceuticals
  - 18 % sales growth in USD, EBIT margin expansion to 31.7 %
  - Modest growth in FY/09 in non-Heparin portfolio expected
  - Product launches behind business plan
  - 34 ANDA's pending with the FDA (2008: 31); in total, over 70 product candidates under development



## Fresenius Helios: Update H1/09

- Strong organic sales growth of 5 %; 130 bps EBIT margin increase in established clinic portfolio
- Krefeld/Huels hospital confirmed to achieve positive EBIT in 2009; integration of newly acquired hospitals in Northeim and Mansfeld on track
- Privatization activity expected to pick-up in 2010; management capacity determines rate of acquisition growth
- Management team expanded

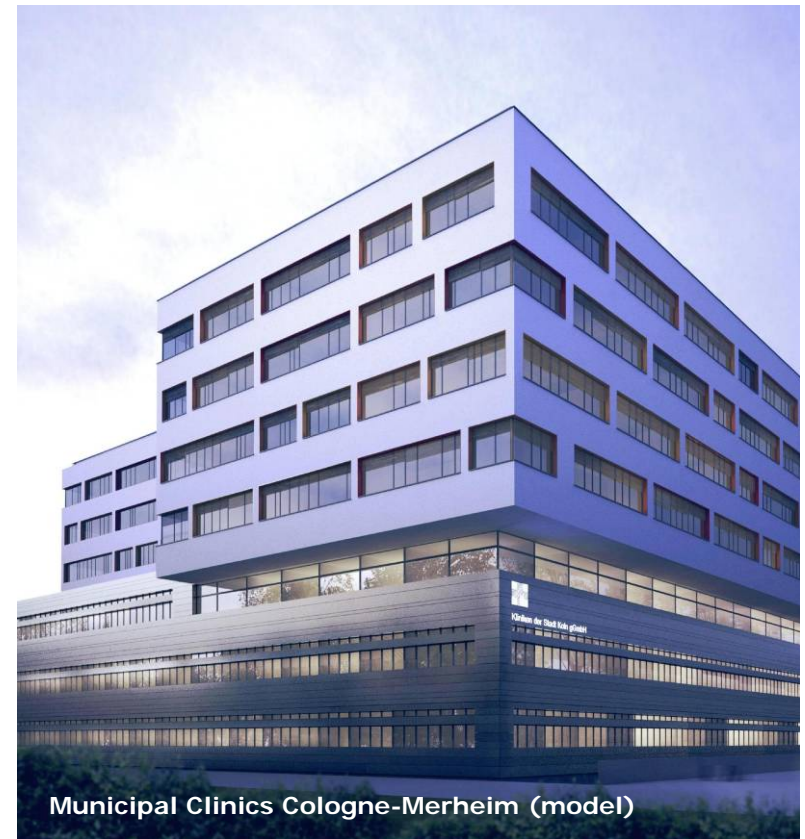


HELIOS hospital Krefeld, Germany (surgery center)



## Fresenius Vamed: Update H1/09

- Strong sales growth driven by project and service businesses
- Project business: € 50 million contract signed to upgrade the maximum care hospital in Cologne-Merheim
- Service business: technical management contract with university clinic Charité Berlin prolonged until end of 2012
- Q2/09 order intake: +51 % to 68 €m





## Fresenius Group: 2009 Financial Outlook Raised/Confirmed

		Previous	New
<b>Fresenius Kabi</b>	Sales growth	25 – 30 % at constant currency	✓
	EBIT margin*	19.5 – 20.5 %	✓
<b>Fresenius Helios</b>	Sales	> € 2.3 bn	✓
	EBIT	€ 180 – 200 m	€ 190 – 200 m ↑
<b>Fresenius Vamed</b>	Sales growth	5 – 10 %	~ 10 % ↑
	EBIT growth	5 – 10 %	~ 10 % ↑
<b>Fresenius Biotech</b>	EBIT	€ -40 – -50 m	€ -40 – -45 m ↑

\* Translation effects may impact Fresenius Kabi's margin as APP provides a significant earnings contribution from the US\$ area. This guidance is based on the US\$/€ exchange rate from the beginning of 2009.

## Fresenius Group: Positive Outlook 2009 Confirmed

	<b>Guidance 2009</b>
Revenue growth at constant currency organic	> 10 % ✓
	6 – 8 % ✓
Net income growth* at constant currency	~ 10 % ✓
Capex	~ € 700 – 750 m ✓

\* Net income attributable to Fresenius SE and before special items due to MEB and CVR accounting

# Attachments



## Fresenius Group: Profit and Loss Statement, Adjusted for Special Items





€m	Q2/09	H1/09	H1/09 actual rates	YoY constant rates	Remarks
Sales	3,522	6,895	21 %	15 %	Organic growth: 8 %
EBIT	508	985	26 %	20 %	Incl. € 14 m amortization of APP intangible assets
Interest result	-149	-294	-76 %	-71 %	
Taxes	-104	-211	0 %	6 %	Tax rate: 30.5 %, positive one-time effect from FMC
Net income*	130	240	13 %	10 %	

\* Net income attributable to Fresenius SE and before special items due to MEB and CVR accounting

## Fresenius Group: Cash Flow

€m	Q2/09	H1/09	H1/09 YoY	Remarks
Cash flow	386	799	27 %	
Change in working capital	12	-165	-12 %	
Change in mark-to-market valuation MEB and CVR	20	-34	--	
<b>Operating Cash flow</b>	<b>418</b>	<b>600</b>	<b>25 %</b>	Margin: 8.7 %
Capex (net)	-145	-292	12 %	
<b>Cash flow</b> (before acquisitions and dividends)	<b>273</b>	<b>308</b>	<b>107 %</b>	
Acquisitions (net)	-46	-132	41 %	
Dividends	-241	-252	-16 %	
Free Cash flow (after acquisitions and dividends)	-14	-76	74 %	

## Fresenius Group: Cash Flow Q2/09 (excl. FMC)

€m	 FRESENIUS KABI	 FRESENIUS HELIOS	 FRESENIUS VAMED	Corporate/ Other	 FRESENIUS excl. FMC
Cash Flow	86	55	6	-29*	118*
Change in Working Capital	40	29	-2	24*	91*
Operating Cash Flow	126	84	4	-5	209
Capex (net)	-19	-22	-1	-4	-46
Free Cash Flow**	107	62	3	-9	163

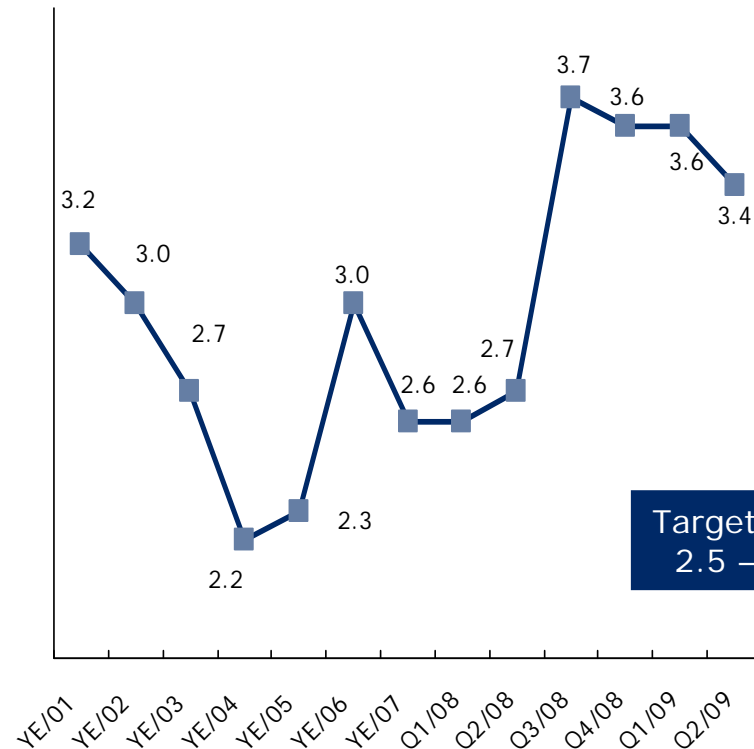
\* Includes changes for the effects of mark-to-market accounting of the MEB and CVR relating to the acquisition of APP Pharmaceuticals of € 20 million

\*\* Before acquisitions and dividends

# Fresenius Group: Debt and Interest Ratios

	June 30, 2009	Dec 31, 2008
Debt (€m) thereof 58 % US\$ denominated	<b>8,859</b>	8,787
Net debt (€m)	<b>8,498</b>	8,417
Net debt/EBITDA	<b>3.4</b>	3.6*
EBITDA/Interest	<b>4.3</b>	4.0*

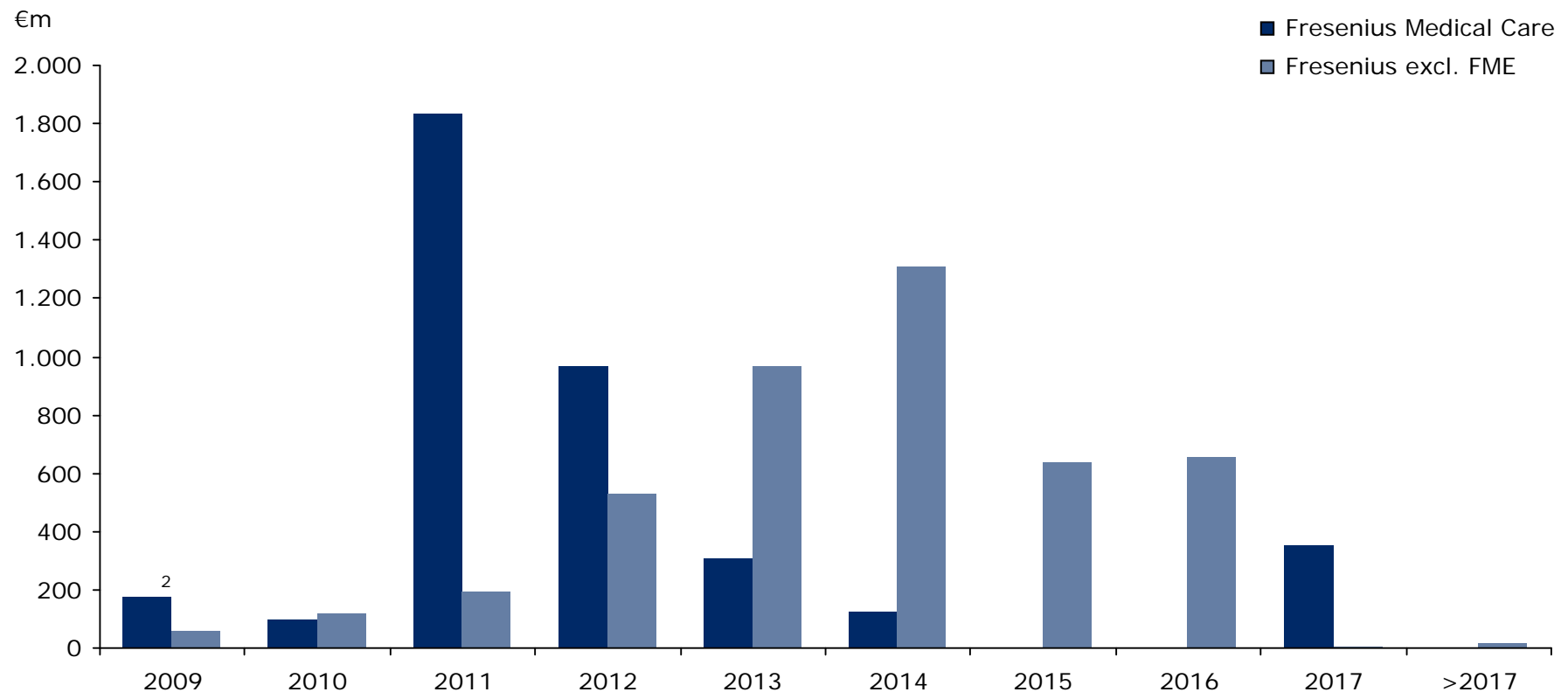
### Net debt/EBITDA



Debt excludes Mandatory Exchangeable Bonds  
 \* Pro forma APP acquisition and before special items



# Fresenius Group: Debt Maturity Profile<sup>1</sup> June 30, 2009



<sup>1</sup> Based on utilization of major financing instruments; excl. Fresenius Medical Care's Accounts Receivable Facility

<sup>2</sup> Major part already refinanced (maturity 2012/2014)

## Fresenius Kabi: Organic Sales Growth Fully in Line with Expectations

€m	H1/09	H1/08	Organic Growth
Infusion Therapy	341	355	2 %
I.V. Drugs	500	157	14 %*
Clinical Nutrition	451	409	10 %
Medical Devices/ Transfusion Technology	208	200	5 %
<b>Total sales</b>	<b>1,500</b>	<b>1,121</b>	<b>7 %</b>

\* excl. APP and Dabur; businesses were consolidated as of September 1, 2008

## Fresenius Kabi: Organic Sales Growth Fully in Line with Expectations

€m	H1/09	H1/08	Organic Growth*
Europe	772	749	5 %
North America	347	63	2 %*
Asia-Pacific	235	180	11 %
Latin America/Africa	146	129	19 %
<b>Total sales</b>	<b>1,500</b>	<b>1,121</b>	<b>7 %</b>

\* excl. APP and Dabur; businesses were only consolidated as of September 1, 2008

## Fresenius Kabi: Strong EBIT Growth

€m	H1/09	H1/08	Growth
Europe	165	162	2 %
Margin	21.4 %	21.6 %	
North America	104	6	--
Margin	30.0 %	9.5 %	
Asia-Pacific/Latin America/Africa	65	54	20 %
Margin	17.1 %	17.5 %	
Corporate and Corporate R&D	-44	-41	-7 %
<b>Total EBIT</b>	<b>290</b>	<b>181</b>	<b>60 %</b>
<b>Margin</b>	<b>19.3 %</b>	<b>16.1 %</b>	

## Fresenius Helios: Excellent Sales and Earnings Development

€m	H1/09	H1/08	Growth
<b>Total sales</b>	<b>1,164</b>	<b>1,040</b>	<b>12 %</b>
<b>EBIT</b>			
Established clinic portfolio	100	82*	22 %
Margin	9.3 %	8.0 %	
Acquisitions/Divestitures (consolidation/deconsolidation < 1 yr)	0	1*	
<b>Total EBIT</b>	<b>100</b>	<b>83</b>	<b>20 %</b>
<b>Margin</b>	<b>8.6 %</b>	<b>8.0 %</b>	

\* Prior year EBIT split adjusted to current portfolio

## Fresenius Helios: Strong Sales Growth

€m	H1/09	H1/08	Growth
Established clinic portfolio	1,081	1,028*	5 %
Acquisitions (consolidation < 1 yr)	83		
Divestitures (deconsolidation < 1 yr)		12*	
<b>Total sales</b>	<b>1,164</b>	<b>1,040</b>	<b>12 %</b>

\* Prior year sales split adjusted to current portfolio

## Fresenius Helios: Performance Indicators

	H1/09	H1/08	Change
<b>No. of hospitals<sup>1</sup></b>	62	57	
- Acute clinics	43	38	
- Post-acute care clinics	19	19	
<b>No. of beds<sup>1</sup></b>	18,505	17,249	7 %
- Acute clinics	15,059	13,733	10 %
- Post-acute care clinics	3,446	3,516	-2 %
<b>Admissions<sup>2</sup></b>			
- Acute care (in-patient)	292,321	255,924	14 %
<b>Occupancy<sup>2</sup></b>			
- Post-acute care	83 %	79 %	
<b>Average length of stay (days)<sup>2</sup></b>			
- Acute care <sup>3</sup>	7.0	7.1	
- Post-acute care <sup>3</sup>	30.0	30.1	

<sup>1</sup> Dec 31, 2008

<sup>2</sup> Clinics in Germany

<sup>3</sup> 2008 cumulated



## Fresenius Vamed: Strong Sales Growth

€m	H1/09	H1/08	Change
Project business	150	99	52 %
Service business	97	78	24 %
<b>Total sales</b>	<b>247</b>	<b>177</b>	<b>40 %</b>
<b>Total EBIT</b>	<b>9</b>	<b>9</b>	<b>0 %</b>
Margin	3.6 %	5.1 %	
<b>Order intake<sup>1</sup></b>	<b>156</b>	<b>170</b>	<b>-8 %</b>
<b>Order backlog<sup>1</sup></b>	<b>577</b>	<b>571<sup>2</sup></b>	<b>1 %</b>

<sup>1</sup> Project business only

<sup>2</sup> Dec 31, 2008

## Financial Calendar

3.11.2009          Report on 1<sup>st</sup>-3<sup>rd</sup> quarters 2009

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