

# Commerzbank German Investment Seminar

January 11 - 13, 2010





#### 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.

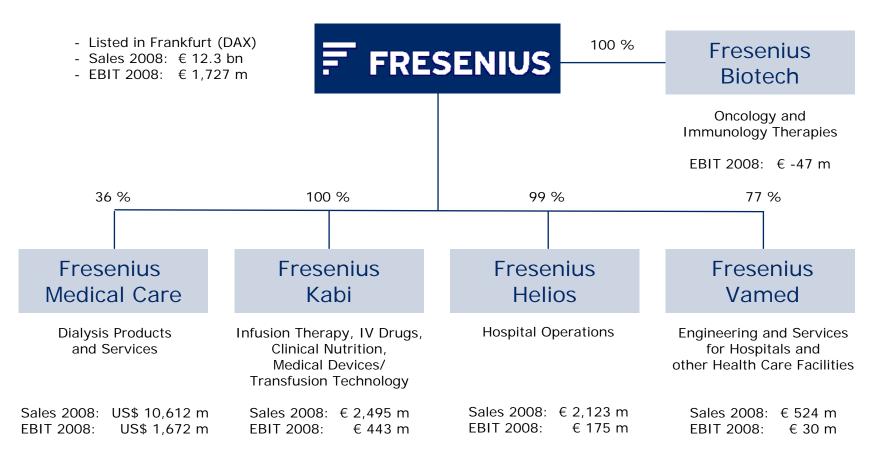


#### Fresenius Group: Poised for Continued Profitable Growth

- Leading positions in non-cyclical healthcare markets with predictable growth
- Diversified revenue and earnings base
- Successful management structure decentralized, entrepreneurial, close to operations
- Negligible currency transaction risks due to international production/logistics network
- Prudent financial management



# Achieving Profitable Growth in Attractive Health Care Segments



Fresenius Medical Care is fully consolidated in the financial statements of Fresenius SE



## Fresenius Group: Financial Results

	Sales	EBIT	Net income*
Q1-3/09	€ 10,429 m	€ 1,496 m	€ 368 m
Growth at constant currency rates	15 %	19 %	12 %
Growth at actual currency rates	19 %	24 %	14 %

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

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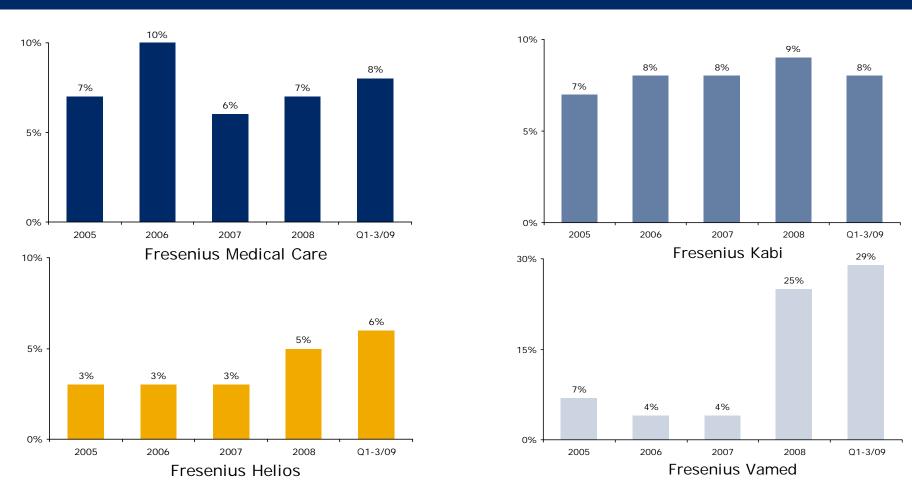


## Fresenius Group: Financial Results by Business Segment

Q1-3/09	Fresenius	Fresenius	Fresenius	Fresenius
	Medical Care	Kabi	Helios	Vamed
Sales	US\$ 8,212 m	€ 2,274 m	€ 1,768 m	€ 393 m
Growth	4 %	31 %	13 %	36 %
EBIT	US\$ 1,265 m	€ 441 m	€ 152 m	€ 15 m
Growth	2 %	52 %	20 %	7 %



## Fresenius Group: Sustainable Organic Sales Growth in All Business Segments





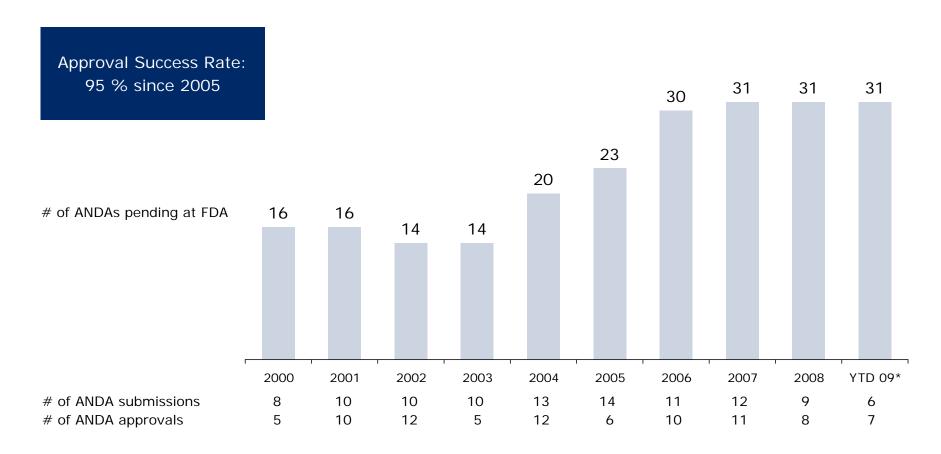
#### Fresenius Kabi: Update Q1-3/09

- Organic sales growth accelerated to 8 %
  - Asia-Pacific +15 % compared to +11 % in H1/09, mainly driven by sales in China
- APP Pharmaceuticals
  - Achieved sales growth in non-Heparin portfolio of 18 % in Q3 and 4 % in Q1-3/09
    - greater market penetration of pre-existing products
    - new product launches
  - Expect to achieve single-digit sales growth in non-Heparin portfolio in FY09
  - Expect to keep significant Heparin market share in FY09





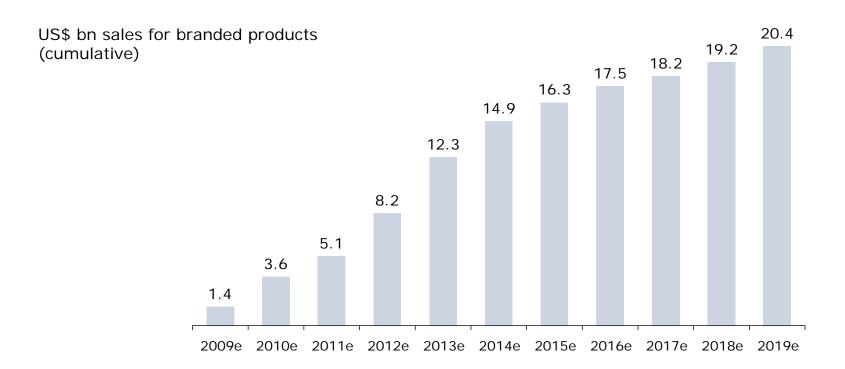
#### APP Pharmaceuticals: ANDA Track Record



<sup>\*</sup> As of Q3/09 conference call



# Growth in New Product Development: Expected Patent Expirations 2009 - 2019



It is expected that drugs of > US\$ 20 bn branded sales will have gone off-patent by 2019 (based on 2008 revenues)

Source: IMS, FDA Orange Book, internal research

Note: Market size relates to current branded sales before patent expiry



#### Fresenius Helios: Update Q1-3/09

- Excellent organic sales growth of 6 %, driven primarily by increased hospital admissions
- 130 bps EBIT margin increase in established clinic portfolio; restructuring of newly-acquired clinics fully on track
- 2010 German budget change rate ('Veränderungsrate') increased to 1.54 % (2009: 1.41 %)
- Privatization pick-up expected in 2010 following sluggish market activities in 2008/2009





#### Fresenius Vamed: Update Q1-3/09

- Fully on track for 2009 sales and EBIT guidance
- Excellent growth in a challenging global economic environment
  - Project business sales Q1-3/09: +46 %, contributing 62 % to total sales (Q1-3/08: 58 %)
  - Order intake Q1-3/09: +29 % to
    € 313 million;
    Q3 more than doubled to € 157 million mainly driven by a turnkey contract for a general hospital in Gabon





#### Fresenius Group: 2009 Financial Outlook Raised/Confirmed

		Previous	New <sup>1)</sup>
Fresenius	Sales	> US\$ 11,100 m	~ US\$ 11,200 m
Medical Care	Net Income	US\$ 850 – 890 m	US\$ 865 – 890 m
Fresenius	Sales growth	25 – 30 % at constant currency	
Kabi	EBIT margin <sup>2)</sup>	19.5 – 20.5 %	
Fresenius	Sales	> € 2.3 bn	> € 200 m
Helios	EBIT	€ 190 – 200 m	
Fresenius	Sales growth	~ 10 %	
Vamed	EBIT growth	~ 10 %	
Fresenius Biotech	EBIT	€ -40 – -45 m	

<sup>1)</sup> As of Q3/09 conference call

<sup>&</sup>lt;sup>2)</sup> 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

#### Guidance 2009<sup>1)</sup>

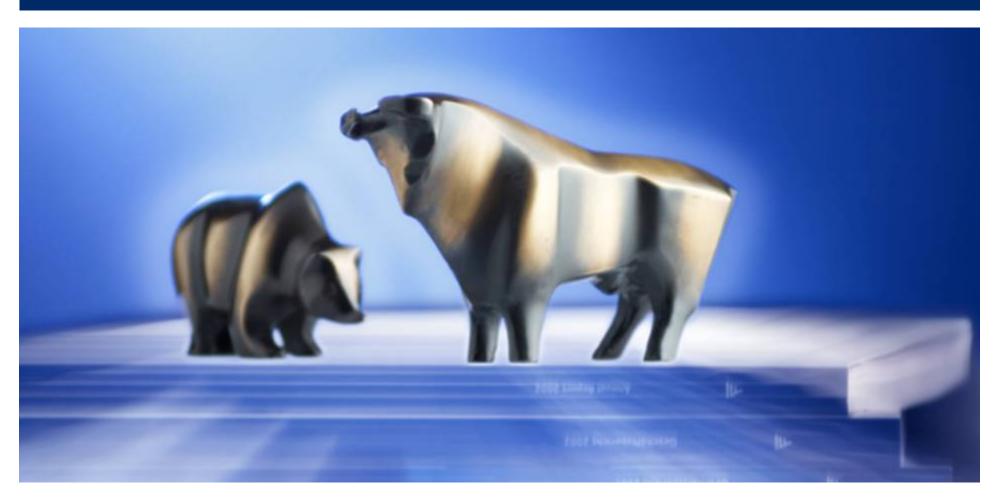
Revenue growth at constant currency organic	> 10 % <b>✓</b> 6 – 8 % <b>✓</b>
Net income growth <sup>2)</sup> at constant currency	~ 10 % 🗸
Capex	~ € 700 – 750 m 🗸

<sup>1)</sup> As of Q3/09 conference call

<sup>2)</sup> 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	Q3/09	Q1-3/09	Q1-3/0 actual rates	09 YoY constant rates
Sales	3,534	10,429	19 %	15 %
EBIT	511	1,496	24 %	19 %
Interest result	-145	-439	-62 %	-58 %
Taxes	-115	-326	-2 %	3 %
Net income*	128	368	14 %	12 %

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



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

€m	Q1-3/09	Q1-3/08	Organic Growth
Infusion Therapy	520	524	3 %
I.V. Drugs	751	287	11 %*
Clinical Nutrition	688	625	10 %
Medical Devices/ Transfusion Technology	315	298	6 %
Total sales	2,274	1,734	8 %

<sup>\*</sup> Organic growth calculation for I.V. drugs includes APP and Dabur just for the month of September as these businesses where consolidated as of September 1, 2008. January to August calculation is based on pre-existing I.V. drug business of Fresenius Kabi.



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

€m	Q1-3/09	Q1-3/08	Organic Growth
Europe	1,159	1,120	5 %
North America	527	134	n/a
Asia-Pacific	361	275	15 %
Latin America/Africa	227	205	16 %
Total sales	2,274	1,734	8 %



# Fresenius Kabi: Strong EBIT Growth

€m	Q1-3/09	Q1-3/08	Growth
Europe Margin	<b>248</b> 21.4 %	<b>240</b> 21.4 %	3 %
North America Margin	157 29.8 %	<b>24</b> 17.9 %	
Asia-Pacific/Latin America/Africa	109 18.5 %	<b>84</b> 17.5 %	30 %
Corporate and Corporate R&D	-73	-58	-26 %
Total EBIT	441	290	52 %
Margin	19.4 %	16.7 %	



## Fresenius Helios: Excellent Sales and Earnings Development Continued

€m	Q1-3/09	Q1-3/08	Growth
Total sales	1,768	1,568	13 %
EBIT			
Established clinic portfolio Margin	154 9.4 %	<b>126</b> * 8.1 %	22 %
Acquisitions/Divestitures (consolidation/deconsolidation < 1 yr)	-2	1*	
Total EBIT	152	127	20 %
Margin	8.6 %	8.1 %	

<sup>\*</sup> Prior year EBIT split adjusted to current portfolio



#### Fresenius Vamed: Excellent Sales Growth

€m	Q1-3/09	Q1-3/08	Change
Project business Service business	244 149	167 123	46 % 21 %
Total sales	393	290	36 %
Total EBIT  Margin	<b>15</b> 3.8 %	<b>14</b> 4.8 %	7 %
Order intake <sup>1</sup> Order backlog <sup>1</sup>	313 640	242 571 <sup>2</sup>	29 % 12 %

<sup>&</sup>lt;sup>1</sup> Project business only

<sup>&</sup>lt;sup>2</sup> Dec 31, 2008



# Fresenius Group: Cash Flow

€m	Q3/09	Q1-3/09	Q1-3/09 YoY
Operating Cash Flow	520	1,120	52 %
Capex (net)	-154	-446	10 %
Free Cash Flow (before acquisitions and dividends)	366	674	181 %
Acquisitions (net)	-28	-160	94 %
Dividends	-11	-263	-12 %
Free Cash Flow (after acquisitions and dividends)	327	251	109 %



#### Fresenius Group: Debt and Interest Ratios

	Sept 30, 2009	Dec 31, 2008
Debt (€m) thereof 58 % US\$ denominated	8,476	8,787
Net debt (€m)	8,032	8,417
Net debt/EBITDA	3.1	3.6*
EBITDA/Interest	4.4	4.0*

#### Net debt/EBITDA

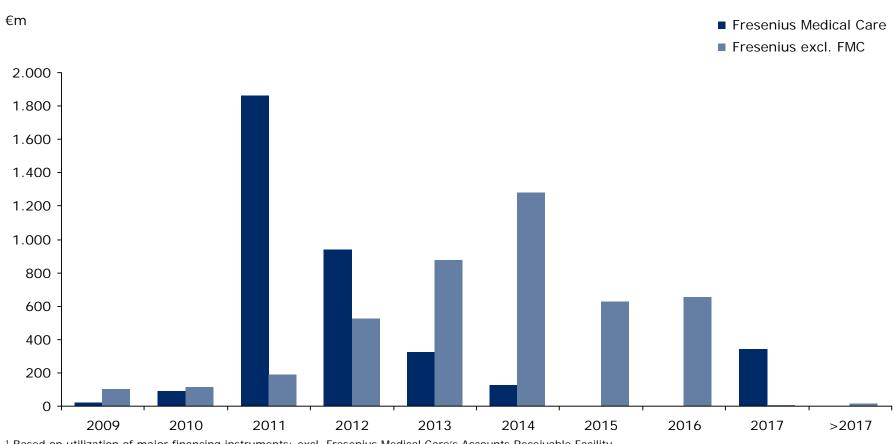


Debt excludes Mandatory Exchangeable Bonds

<sup>\*</sup> Pro forma APP acquisition and before special items



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



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



#### Financial Calendar

24.02.2010 Report on Fiscal Year 2009

04.05.2010 Report on 1<sup>st</sup> quarter 2010

12.05.2010 Annual General Meeting, Frankfurt/Main

03.08.2010 Report on 1<sup>st</sup> half 2010

02.11.2010 Report on 1<sup>st</sup>-3<sup>rd</sup> quarters 2010

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