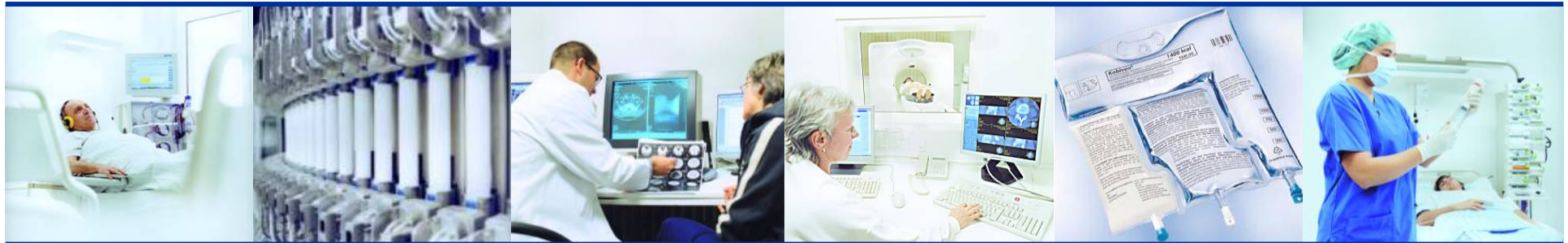




# UBS Best of Germany Conference

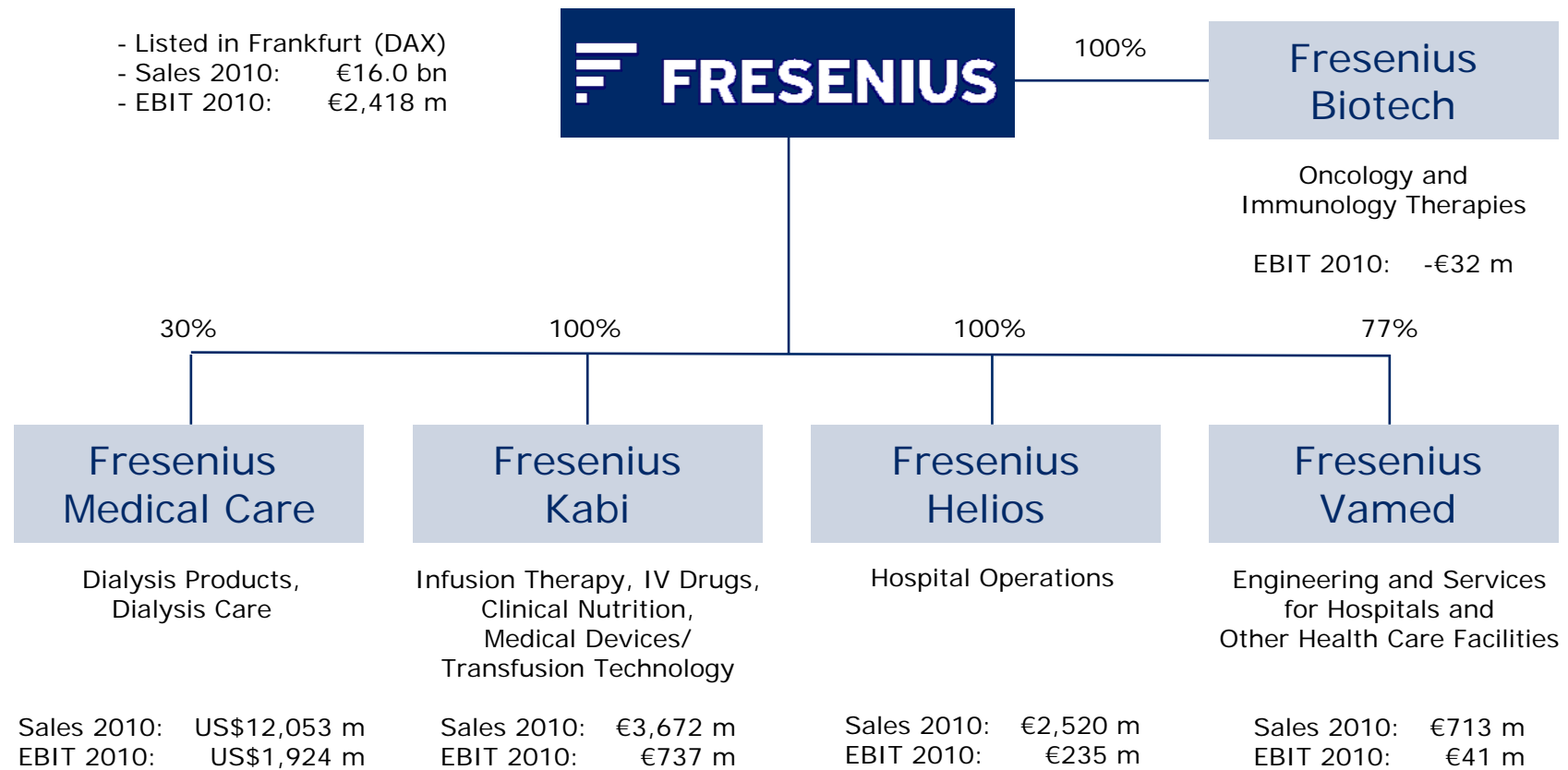
September 14, 2011



## Safe Harbor Statement

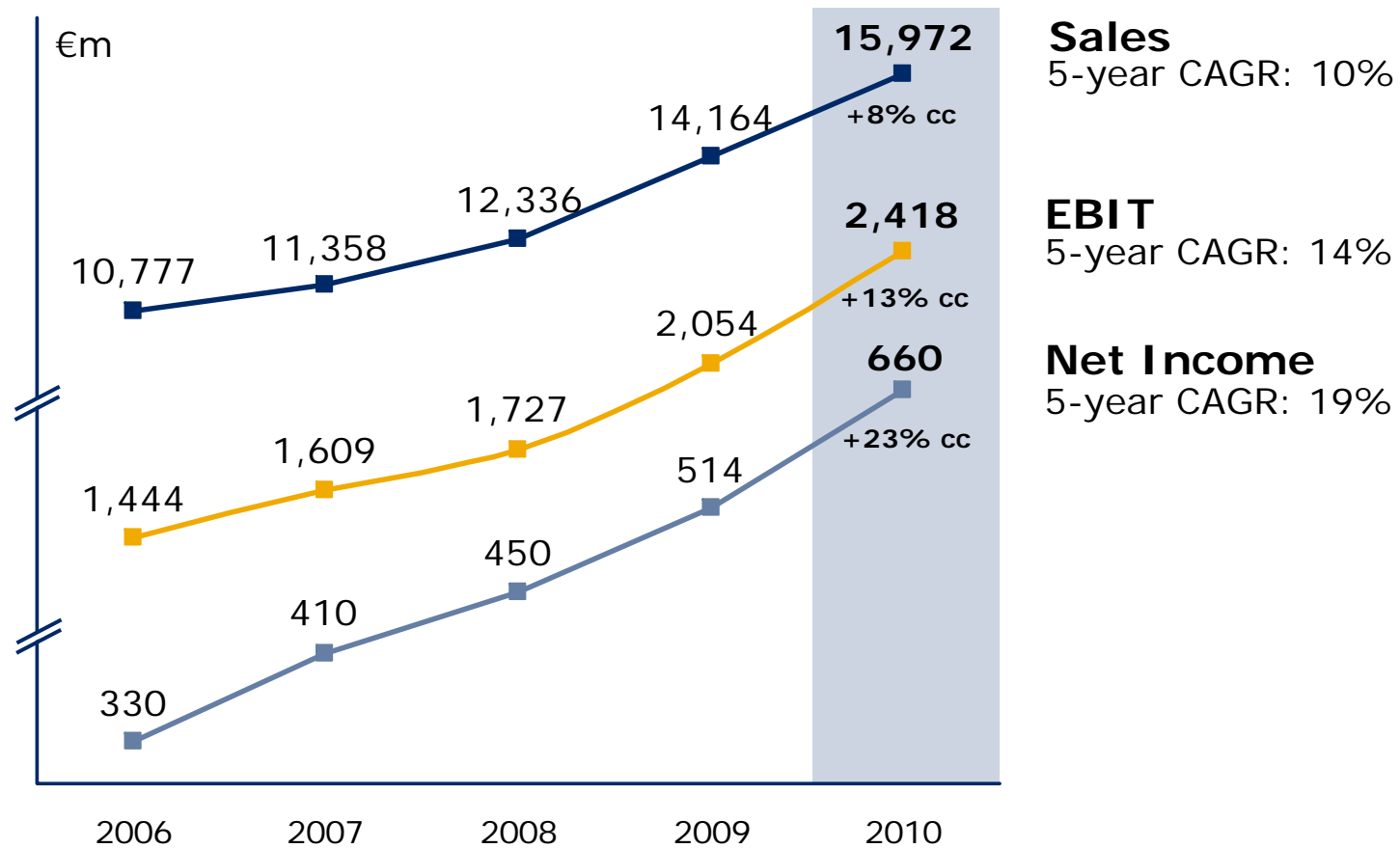
This presentation contains forward-looking statements that are subject to various risks and uncertainties. Future results could differ materially from those described in these forward-looking statements due to certain factors, e.g. changes in business, economic and competitive conditions, regulatory 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



Fresenius Medical Care is fully consolidated in the financial statements of Fresenius SE & Co. KGaA

# Fresenius Group: Financial Results



Group financial results before APP-transaction-related special items

## Fresenius Group: Financial Results

	Sales	EBIT	Net income <sup>1</sup>
H1/11	€8,004 m	€1,207 m	€363 m
Growth at constant currency rates	6%	11%	22%
Growth at actual currency rates	4%	8%	20%

<sup>1</sup> Net income attributable to Fresenius SE & Co. KGaA and before special items due to MEB and CVR accounting

## Fresenius Group: Financial Results by Business Segment

H1/11	Fresenius Medical Care	Fresenius Kabi	Fresenius Helios	Fresenius Vamed
Sales Growth	US\$6,230 m 7%	€1,971 m 13%	€1,293 m 6%	€313 m -7%
EBIT Growth	US\$955 m 7%	€411 m 18%	€123 m 12%	€12 m -20%

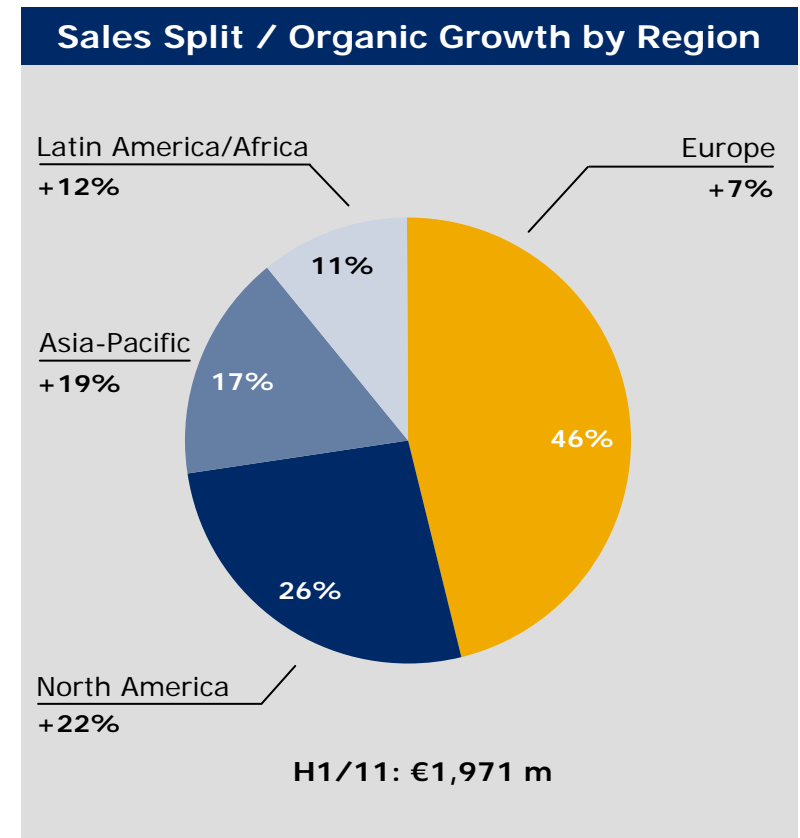
## Fresenius Medical Care: Update H1/11

- Strong operating results – despite the impact of the new prospective U.S. Medicare payment system
- Dialysis products:
  - Excellent sales growth of 17% cc in Asia-Pacific
- Dialysis services – prospective payment system rule for Medicare patients
  - 1.8% increase in dialysis reimbursement for 2012
  - 3.1% transition adjustment eliminated for 2012
- Further expansion of global network – acquisitions of
  - International Dialysis Centers (IDC) in Europe
  - Liberty Dialysis Holdings, Inc. in the U.S.
  - American Access Care Holdings, LLC in the U.S.



## Fresenius Kabi: Update H1/11

- Excellent organic sales growth of 13%;  
100 bps EBIT margin increase to 20.9%
- 16% organic sales growth in Emerging Markets
  - representing 28% of total Kabi sales
  - China – 20% growth, mainly attributable to parenteral nutrition
- 22% organic sales growth in North America (Q2: 11%) driven by new products and continued drug shortages
- FY/11 8% organic sales outlook within 7 – 10% mid-term guidance range, H2/11 yoy growth expected at low to mid single-digit rates





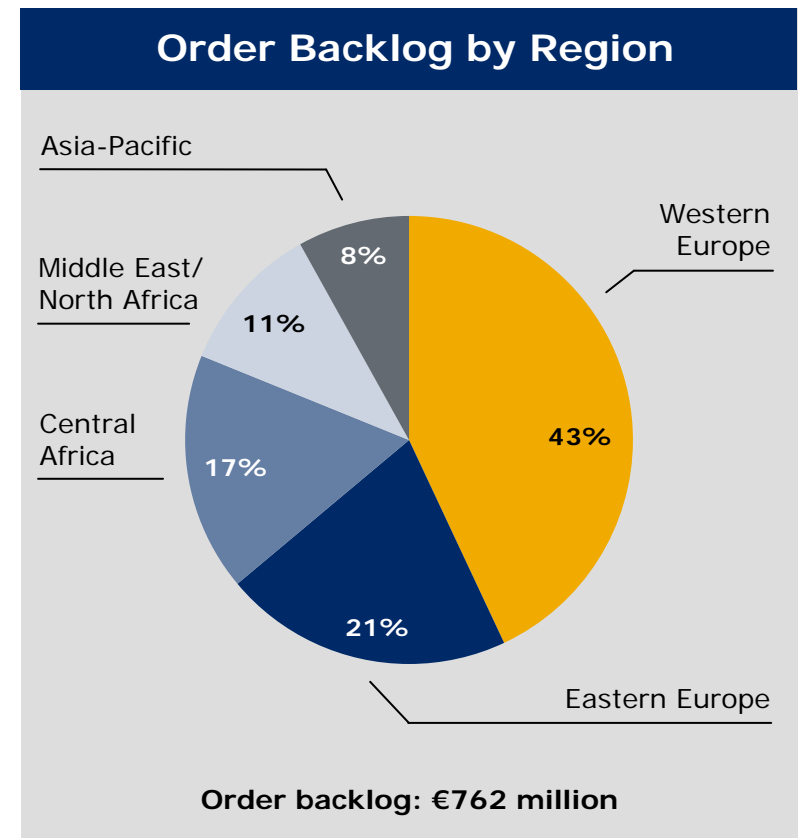
## Fresenius Helios: Update H1/11

- 4% organic sales growth fully in line with guidance; 50 bps EBIT margin increase to 9.5%
- Further revival of hospital privatization activity – ~15 projects YTD pending/concluded
  - Includes 4 larger projects (€100 – 200 million revenue each)
  - Rottweil hospital consolidated as of July 1
- Excellent progress at Krefeld hospital
  - 6% admission CAGR 08–10
  - Construction phase I (654-bed building) completed on schedule; total investment of €180 million (2008 to 2014)



## Fresenius Vamed: Update H1/11

- H1/11 sales and EBIT on track, but negative growth rates due to Ukraine project in H1/10
- Full-year 2011 sales and EBIT growth guidance revised – Middle East/North Africa unrest leading to project delays in H2/11
- Continued sales/earnings growth opportunities following the temporary project delays
  - €164 million order intake in H1/11
  - Expect significant increase in order intake in H2/11



## Fresenius Biotech: Update H1/11

### **Removab:**

- 29% sales growth to €1.8 million
- Launched in Austria, France, Germany, Scandinavia, UK; obtained reimbursement approval in Italy in July
- Three-hour vs. six-hour infusion recommended by CHMP<sup>1</sup> – facilitates use in out-patient setting
- 1-year survival rate – fourfold in Removab-treated patients vs. control group (11.4% vs. 2.6%)<sup>2</sup>; CHMP recommendation allows marketing of survival data

### **ATG:**

- 9% sales growth to €12.8 million
- First company in Germany with approval in stem cell transplantation; received approval in Austria in June

**EBIT outlook 2011 of -€30 million confirmed**

<sup>1</sup> CHMP (EMA's Committee for Medicinal Products for Human Use); <sup>2</sup> Follow-up results for the pivotal study Removab (catumaxomab) – trifunctional antibody; ATG Fresenius S – immunosuppressive agent



## Fresenius Group: 2011 Outlook Raised or Fully Confirmed

		Previous	New	
<b>Fresenius Medical Care</b>	Sales growth	>US\$13.0 bn	confirmed	✓ ✓
	Net income	US\$1,070 – 1,090 m	confirmed	
<b>Fresenius Kabi</b>	Sales growth	>5% organic	~8% organic	↑ ↑
	EBIT margin	19 – 20%	~20%	
<b>Fresenius Helios</b>	Sales growth	3 – 5% organic	confirmed	✓ ↑
	EBIT	€250 – <u>260</u> m	~€260 m	
<b>Fresenius Vamed</b>	Sales growth	5 – 10%	0 – 5%	↓ ↓
	EBIT growth	5 – 10%	0 – 5%	
<b>Fresenius Biotech</b>	EBIT	~ -€30 m	confirmed	✓

"\_" → upper half of range

## Fresenius Group: 2011 Outlook Raised or Fully Confirmed

	Previous	New
Revenue growth at constant currency	7 – 8%	confirmed ✓
Net income growth <sup>1</sup> at constant currency	12 – 16%	15 – 18% ↑
Capex	~5% of Group sales	confirmed ✓

<sup>1</sup> Net income attributable to Fresenius SE & Co. KGaA and before special items due to MEB and CVR accounting

## Fresenius Group: Where are we Heading Mid term?

Average organic revenue growth of 6 – 9%

Additional growth through small / mid-sized acquisitions

Focus on quality and cost leadership



Mid-term stretch financial goal: Group net income >€1 bn by 2014

## Attachments



## Fresenius Group: Profit and Loss Statement

€m	Q2/11	H1/11	Growth at constant rates	
			Q2/11	H1/11
Sales	4,042	8,004	6%	6%
EBIT	632	1,207	8%	11%
Net interest	-141	-276	-10%	-1%
Income taxes	-153	-288	-9%	-11%
Net income <sup>1</sup>	193	363	10%	22%






<sup>1</sup> Net income attributable to Fresenius SE & Co. KGaA and before special items due to MEB and CVR accounting



## Fresenius Group: Cash Flow

€m	Q2/11	LTM Margin	Q2/10	LTM Margin	Growth YoY
<b>Operating Cash Flow</b>	<b>372</b>	<b>10.8%</b>	<b>367</b>	<b>11.8%</b>	<b>1%</b>
Capex (net)	-145	-4.3%	-190	-4.6%	24%
<b>Free Cash Flow</b> (before acquisitions and dividends)	<b>227</b>	<b>6.5%</b>	<b>177</b>	<b>7.1%</b>	<b>28%</b>
Acquisitions (net)	-597		-65		
Dividends	-288		-272		6%
<b>Free Cash Flow</b> (after acquisitions and dividends)	<b>-658</b>	<b>-3.1%</b>	<b>-160</b>	<b>3.5%</b>	

## Cash Flow Development LTM

€m	Operating CF		Capex (net)		Free Cash Flow <sup>1</sup>	
	LTM H1/11	LTM Margin	LTM H1/11	LTM Margin	LTM H1/11	LTM Margin
	583	15.0%	(182)	(4.7%)	401	10.3%
	299	11.5%	(117)	(4.5%)	182	7.0% <sup>3</sup>
	19	2.8%	(7)	(1.0%)	12	1.7%
Corporate/ Other	-39	n/a	(16)	n/a	-55	n/a
 excl. FMC	<b>862</b>	<b>12.8%<sup>2</sup></b>	<b>(322)</b>	<b>(4.5%)</b>	<b>540</b>	<b>8.3%<sup>2</sup></b>
 Group	<b>1,756</b>	<b>10.8%</b>	<b>(705)</b>	<b>(4.3%)</b>	<b>1,051</b>	<b>6.5%</b>

<sup>1</sup> Before Acquisitions and Dividends

<sup>2</sup> Incl. FMC dividend

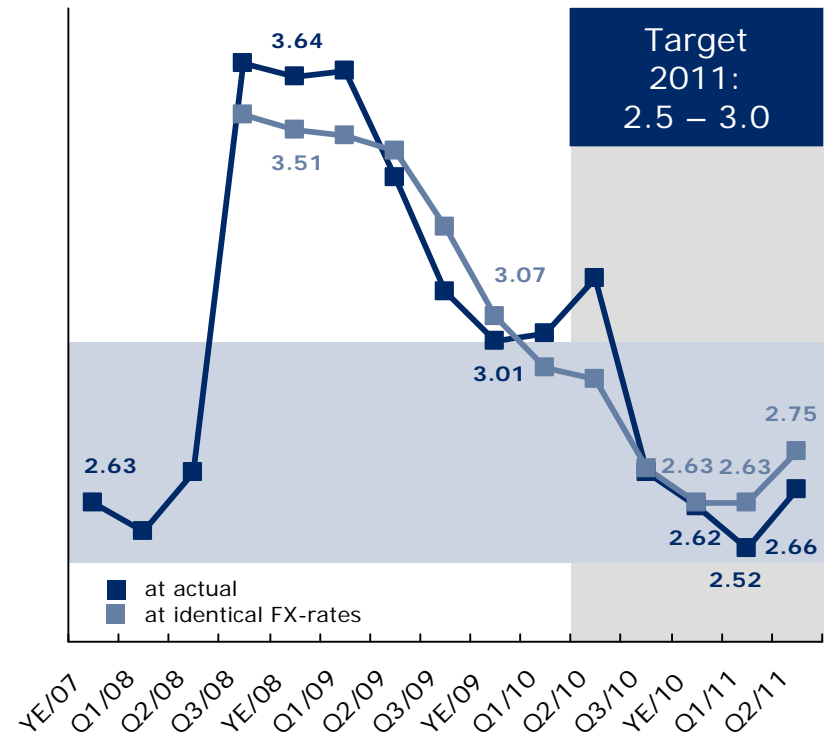
<sup>3</sup> Understated: 9.3% excluding €58 million of Capex commitments from acquisitions

Margin = in % of sales

# Fresenius Group: Debt and Interest Ratios

	Jun 30, 2011	Dec 31, 2010
Debt (€m) thereof 56% US\$ denominated	9,012	8,784
Net debt (€m)	8,404	8,015
Net debt/EBITDA	2.66	2.62
EBITDA/Interest	5.5	5.4

## Net debt/EBITDA



Debt excludes Mandatory Exchangeable Bonds

## Fresenius Kabi: Strong Organic Sales Growth

€m	H1/11	H1/10	Organic Growth
Infusion Therapy	443	412	5%
I.V. Drugs	732	607	24%
Clinical Nutrition	560	512	9%
Medical Devices/ Transfusion Technology	236	214	9%
<b>Total sales</b>	<b>1,971</b>	<b>1,745</b>	<b>13%</b>

## Fresenius Kabi: Strong Organic Sales Growth

€m	H1/11	H1/10	Organic Growth
Europe	909	836	7%
North America	519	445	22%
Asia-Pacific	332	279	19%
Latin America/Africa	211	185	12%
<b>Total sales</b>	<b>1,971</b>	<b>1,745</b>	<b>13%</b>

## Fresenius Kabi: Excellent EBIT Growth

€m	H1/11	H1/10	Growth
Europe Margin	191 21.0%	178 21.3%	7%
North America Margin	200 38.5%	138 31.0%	45%
Asia-Pacific/Latin America/Africa Margin	104 19.2%	81 17.5%	28%
Corporate and Corporate R&D	-84	-50	-68%
<b>Total EBIT Margin</b>	<b>411 20.9%</b>	<b>347 19.9%</b>	<b>18%</b>

## Fresenius Helios: Excellent Sales and EBIT Growth

€m	H1/11	H1/10	Growth
<b>Total sales</b>	<b>1,293</b>	<b>1,223</b>	<b>6%</b>
<b>EBIT</b>			
Established clinic portfolio	124	110	13%
Margin	9.7%	9.0%	
Acquisitions (consolidation < 1 yr)	-1	0	
<b>Total EBIT</b>	<b>123</b>	<b>110</b>	<b>12%</b>
<b>Margin</b>	<b>9.5%</b>	<b>9.0%</b>	

## Fresenius Helios: 2010 Restructuring Plan

	Years in portfolio							Total
	<1	1	2	3	4	5	>5	
No. of clinics	-	-	6	4	7	-	25	42
Revenue (€m)	-	-	186	261	175	-	1,607	2,229
<b>Target</b>								
EBITDA margin (%)	-	3.0	6.0	9.0	12.0	15.0	15.0	
EBITDA (€m)	-	-	11.2	23.5	20.9	-	241.1	296.7
<b>Reported</b>								
EBITDA margin (%)	-	-	4.0	10.8	11.9	-	15.8	13.9
EBITDA (€m)	-	-	7.5	28.2	20.8	-	254.2	310.7
No. of clinics > target	-	-	3	3	4	-	14	24
No. of clinics < target	-	-	3	1	3	-	11	18

IFRS



## Fresenius Helios: Performance Indicators

	H1/11	H1/10	Change
<b>No. of hospitals<sup>1</sup></b>	63	62	2%
- Acute care clinics	43	42	2%
- Post-acute care clinics	20	20	0%
<b>No. of beds<sup>1</sup></b>	18,904	18,564	2%
- Acute care clinics	15,437	15,097	2%
- Post-acute care clinics	3,467	3,467	0%
<b>Admissions<sup>2</sup></b>			
- Acute care (inpatient)	314,724	302,570	4%
<b>Occupancy<sup>2</sup></b>			
- Post-acute care	79%	80%	
<b>Average length of stay (days)<sup>2</sup></b>			
- Acute care	6.7	6.9	
- Post-acute care	29.6	29.9	

<sup>1</sup> Dec 31, 2010

<sup>2</sup> Clinics in Germany

## Fresenius Vamed: Sales and EBIT in Line with Expectations

€m	H1/11	H1/10	Growth
Project business	202	230	-12%
Service business	111	108	3%
<b>Total sales</b>	<b>313</b>	<b>338</b>	<b>-7%</b>
<b>Total EBIT</b>	<b>12</b>	<b>15</b>	<b>-20%</b>
Margin	3.8%	4.4%	
<b>Order intake<sup>1</sup></b>	<b>164</b>	<b>328</b>	<b>-50%</b>
<b>Order backlog<sup>1</sup></b>	<b>762</b>	<b>801<sup>2</sup></b>	<b>-5%</b>

<sup>1</sup> Project business only

<sup>2</sup> Dec 31, 2010

## Financial Calendar

02.11.2011	Report on 1 <sup>st</sup> – 3 <sup>rd</sup> quarter 2011
21.02.2012	Report on Fiscal Year 2011
03.05.2012	Report on 1 <sup>st</sup> quarter 2012
11.05.2012	Annual General Meeting, Frankfurt/Main
01.08.2012	Report on 1 <sup>st</sup> half 2012
31.10.2012	Report on 1 <sup>st</sup> – 3 <sup>rd</sup> quarter 2012

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