



A Leading Global Health Care Group

HSBC Healthcare Day, November 26, 2013



For detailed financial information please see our annual/quarterly reports and/or conference call materials on our website.

Frankfurt stock exchange (DAX30): FRE
US ADR program (OTC): FSNUY

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 At a Glance

A Global Leader in Health Care Products and Services

- Sales >€20 bn, net income >€1 bn in 2013e
- Strong and well-diversified portfolio
- Global presence in approx. 100 countries
- Long-term opportunities in growing markets
- Attractive total shareholder return: 10-year annual average of 24%



Strong and Balanced Health Care Portfolio



Ownership: 31%

Dialysis products and services



Ownership: 100%

Hospital supply



Ownership: 100%

Hospital operations



Ownership: 77%

Hospital projects and services

2012 Group Net Income Contribution

29%

47%

22%

3%

Corporate: -1%

Fresenius Group: Financial Results

	Sales	EBIT¹	Net income¹
Q1-3/13	€15,032 m	€2,202 m	€753 m
Growth at constant currency rates	9%	1%	12%
Growth at actual currency rates	7%	-1%	10%

¹ Before one-time items

Fresenius Group: Financial Results by Business Segment

Q1-3/13

	Fresenius Medical Care	Fresenius Kabi	Fresenius Helios	Fresenius Vamed
Sales Growth	US\$10,743 m 6%	€3,742 m 11%	€2,537 m 8%	€654 m 22%
EBIT Growth	US\$1,595 m -4%	€695 m -1%	€282 m 22%	€25m 4%

Q3 Business Update

Operations & Markets



North America

- 8% organic sales growth in Q3 – exceeding expectations
- Propofol: Maintained 88% IMS market share in September; October shipments >45% over September volumes following de-stocking by U.S. hospitals in August/September

China

- 6% volume growth in Q3; ongoing probes at other drug makers tightened market access
- 2% organic sales decline in Q3 reflecting price cuts
- Underlying growth drivers intact – government plans to triple health care sector spending by 2020

Asia-Pacific excluding China

- 13% organic sales growth in Q3



Q3 Business Update

Operations & Markets



HES blood volume replacement products

- EMA position – HES remains available in restricted patient populations; final decision by European Commission expected soon
- ~30% sales reduction in Q3, ~20% YTD, stabilization expected in 2014



Favorable reimbursement environment in 2014

- 2014 DRG-inflator 2.81%
- Highest increase since introduction of the DRG system in 2003 (2013: 2.0%)



Q3 Business Update

Strategic Initiatives



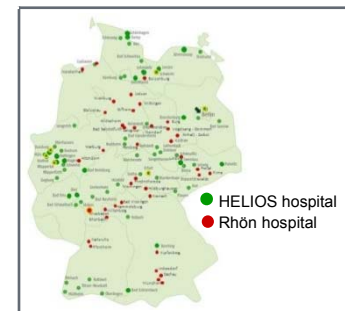
Emerging markets expansion

- Indonesia joint venture – creates market leader in I.V. generics, attractive platform for future Kabi product rollout
- Promising acquisition pipeline to expand presence in fast-growing markets



Acquisition of 43 hospitals from Rhön-Klinikum AG

- Vast majority of transaction expected to close by end of 2013



Fresenius Group: Financial Outlook by Business Segment

Fully Confirmed

		Previous	New	
Fresenius Kabi	Sales growth cc	12% – 14%		✓
	Sales growth organic	3% – 5%		✓
	EBIT margin excl. Fenwal	19% – 20%		✓
	EBIT margin incl. Fenwal	18% – 19%		✓
Fresenius Helios	Sales growth organic	3% – 5%		✓
	EBIT	€370 – €395 m	upper half of range	↑
Fresenius Vamed	Sales growth	8% – 12%	upper end of range	↑
	EBIT growth	5% – 10%		✓

2013 Fresenius Kabi EBIT guidance excluding Fenwal integration costs (~€50 million).

Fresenius Group: Outlook Fully Confirmed

Revenue growth
at constant currency

7% – 10% ✓

Net income growth¹
at constant currency

11% – 14% ✓

¹ Net income attributable to shareholders of Fresenius SE & Co. KGaA; 2013 adjusted for Fenwal integration costs (~€50 million pre-tax); 2012 adjusted for a non-taxable investment gain of €34 million and other one-time costs of €17 million at Fresenius Medical Care and for one-time costs of €29 million related to the offer to RHÖN-KLINIKUM AG shareholders.

Attachments








Fresenius Group: Profit and Loss Statement

€m	Q3/13	Q1-3/13	Growth Q3/13 YoY	
			actual rates	constant rates
Sales	5,045	15,032	4%	9%
EBIT ¹	754	2,202	-4%	0%
Net interest	-136	-449	19%	14%
Income taxes	-173	-496	3%	-3%
Net income ²	271	753	9%	12%

¹ 2013 adjusted for Fenwal integration costs (Q3: €7 million; Q1-3: €34 million)

² Net income attributable to shareholders of Fresenius SE & Co. KGaA, 2013 adjusted for Fenwal integration costs (Q3: €6 million; Q1-3: €26 million), 2012 adjusted for investment gain of €34 million at Fresenius Medical Care and for one-time costs related to the offer to RHÖN-KLINIKUM AG shareholders (Q3: €5 million; Q1-3: €31 million).

Cash Flow Development LTM

€m	Operating CF		Capex (net)		Free Cash Flow ¹	
	LTM Q1-3/13	LTM Margin	LTM Q1-3/13	LTM Margin	LTM Q1-3/13	LTM Margin
	447	9.1%	-298	-6.1%	149	3.0%
	269	7.9%	-174	-5.1%	95	2.8% ³
	-46	-4.8%	-13	-1.3%	-59	-6.1%
Corporate/ Other	-12	n/a	-12	n/a	-24	n/a
 excl. FMC	658	7.9%²	-497	-5.4%	161	2.5%²
 Group	2,197	10.9%	-1,047	-5.2%	1,150	5.7%

¹ Before Acquisitions and Dividends

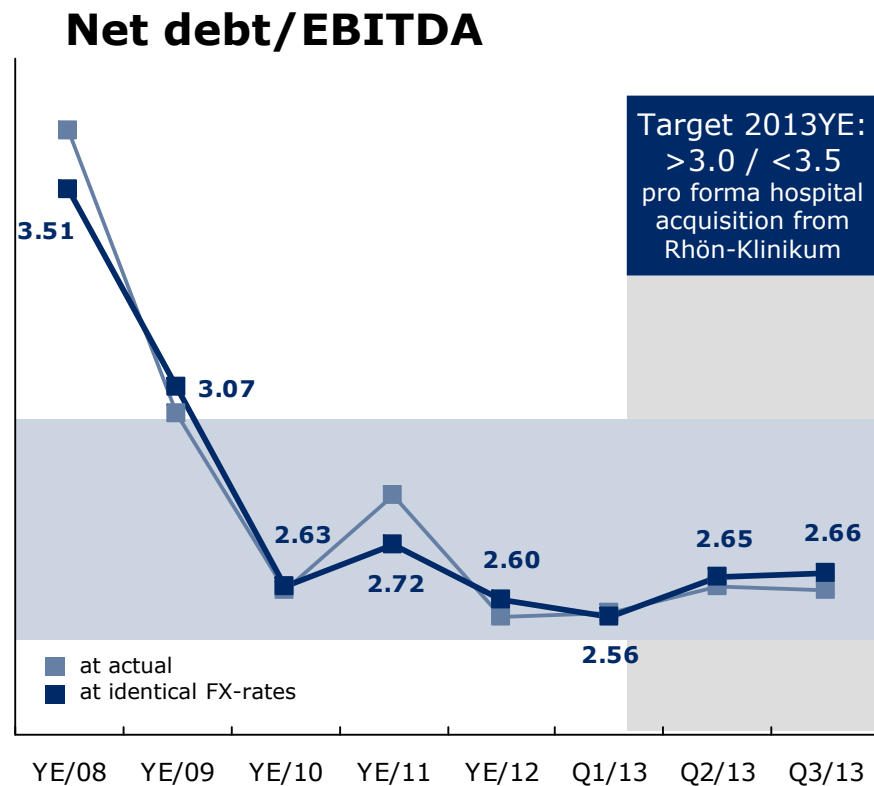
² Incl. FMC dividend

³ Understated: 3.8% excluding €34 million of capex commitments from acquisitions

Margin = in % of sales

Fresenius Group: Debt and Interest Ratios

	Sep 30, 2013	Dec 31, 2012
Debt (€m)	11,079	11,028
thereof 53% US\$ denominated		
Net debt (€m)	10,206	10,143
Net debt/EBITDA	2.62^{1,2}	2.56^{3,4}
EBITDA/Interest	6.3	5.8



¹ Pro forma Fenwal

² Adjusted for one-time costs (-€1 million) related to the offer to the shareholders of RHÖN-KLINIKUM AG, for other one-time costs (€86 million) at Fresenius Medical Care as well as one-time integration costs (€34 million) at Fenwal

³ Pro forma including Liberty Dialysis Holdings, Inc., Damp Group, and Fenwal

⁴ Adjusted for one-time costs (€6 million) related to the offer to the shareholders of RHÖN-KLINIKUM AG and for other one-time costs (€86 million) at Fresenius Medical Care.

Fresenius Kabi: Organic Sales Growth at Upper End of Guidance

€m	Q1-3/13	Q1-3/12	Organic Growth
Europe	1,524	1,449	2%
North America	1,158	910	7%
Asia-Pacific	689	642	6%
Latin America/Africa	371	362	8%
Total sales	3,742	3,363	5%

Fresenius Kabi: Organic Sales Growth at Upper End of Guidance

€m	Q1-3/13	Q1-3/12	Organic Growth
Infusion Therapy	741	754	3%
I.V. Drugs	1,308	1,273	6%
Clinical Nutrition	995	984	4%
Medical Devices/ Transfusion Technology	698	352	5%
Total sales	3,742	3,363	5%

Fresenius Kabi: EBIT Margin Fully in Line with Guidance

€m	Q1-3/13	Q1-3/12	Growth
Europe Margin	255 16.7%	284 19.6%	-10%
North America Margin	430 37.1%	377 41.4%	14%
Asia-Pacific/Latin America/Africa Margin	180 17.0%	213 21.2%	-15%
Corporate and Corporate R&D	-170	-174	2%
Total EBIT (incl. Fenwal) Margin	695 18.6%	700 20.8%	-1%
Total EBIT (excl. Fenwal) Margin	668 19.6%	700 20.8%	-5%

Q1-3/13 EBIT excluding Fenwal integration costs of €34 million.

Fresenius Helios: Excellent Sales and EBIT Growth

€m	Q1-3/13	Q1-3/12	Growth
Total sales	2,537	2,347	8%
EBIT			
Established clinic portfolio	279	234	19%
Margin	11.5%	10.0%	
Acquisitions / Divestitures (consolidation / deconsolidation <1 yr)	3	-2	
Total EBIT	282	232	22%
Margin	11.1%	9.9%	

Fresenius Helios: Performance Indicators

	Q1-3/13	Q1-3/12	Change
No. of hospitals¹	74	72	3%
- Acute care clinics	51	50	2%
- Post-acute care clinics	23	22	5%
No. of beds¹	23,529	23,286	1%
- Acute care clinics	18,912	18,701	1%
- Post-acute care clinics	4,617	4,585	1%
Admissions			
- Acute care (inpatient)	568,307	543,313	5%
Occupancy			
- Post-acute care	84%	85%	
Average length of stay (days)			
- Acute care	6.6	6.7	
- Post-acute care	26.8	27.2	

¹ Dec 31, 2012

Fresenius Vamed: Excellent Sales Growth

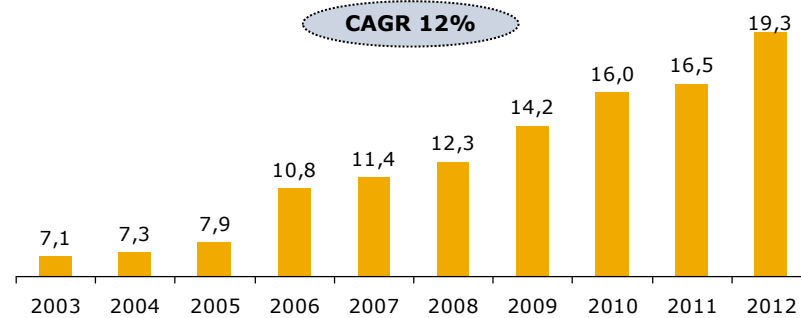
€m	Q1-3/13	Q1-3/12	Growth
Project business	332	285	16%
Service business	322	251	28%
Total sales	654	536	22%
Total EBIT	25	24	4%
Margin	3.8%	4.5%	
Order intake¹	380	322	18%
Order backlog¹	1,034	987²	5%

¹ Project business only

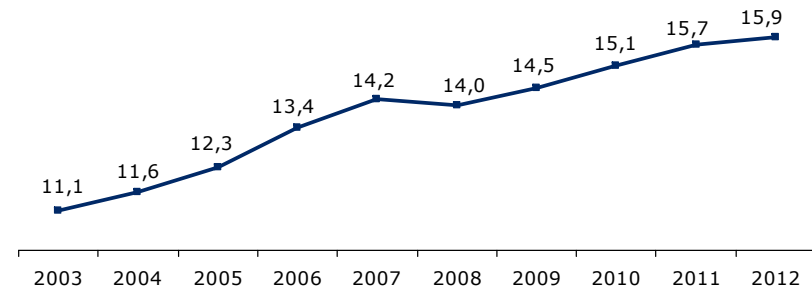
² December 31, 2012

Excellent Financial Performance Driven by Strong Organic Growth and Acquisitions

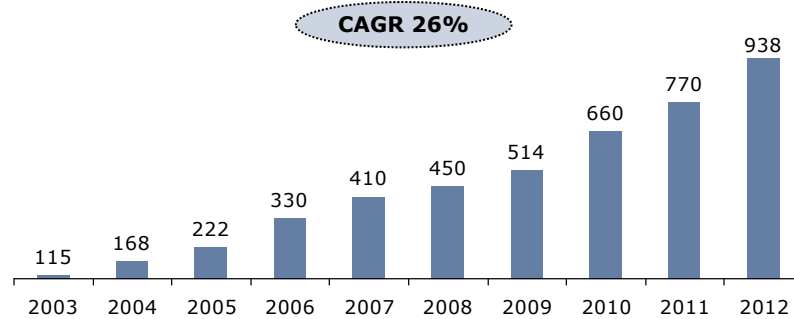
Sales (€ billion)



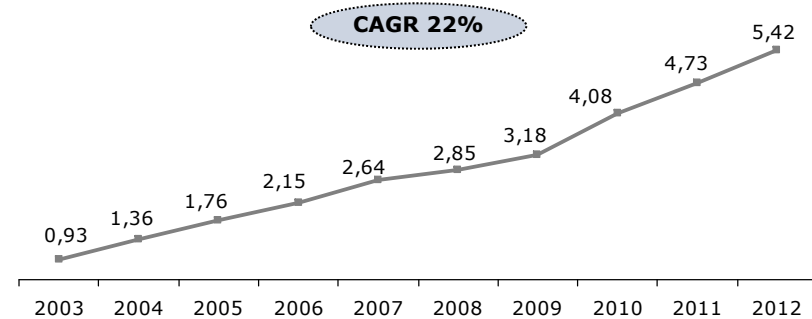
EBIT margin (%)



Net income (€ million)

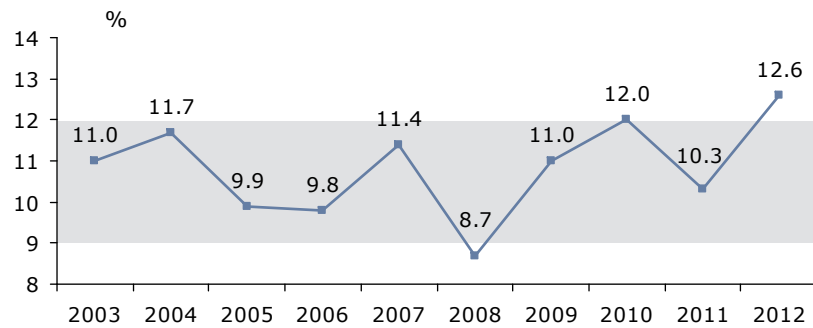


Earnings per share (€)

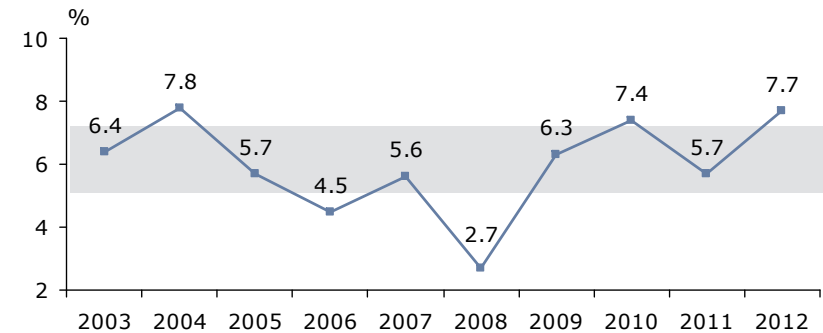


Consistent Cash Generation and Proven Track Record of Deleveraging

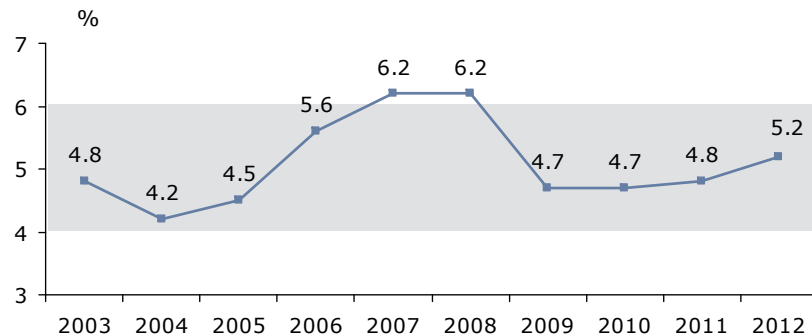
CFFO margin



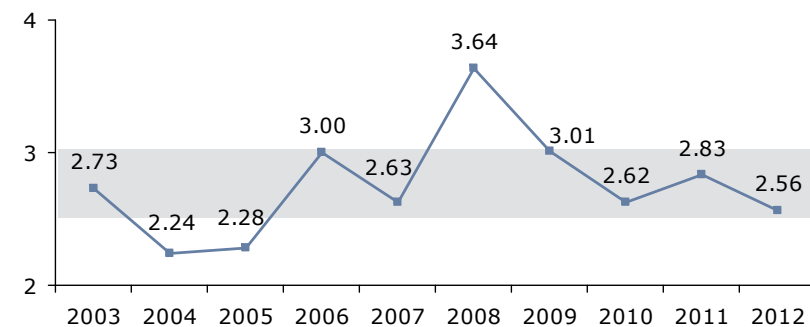
FCF margin (before acquisitions & dividends)



Capex in % of sales

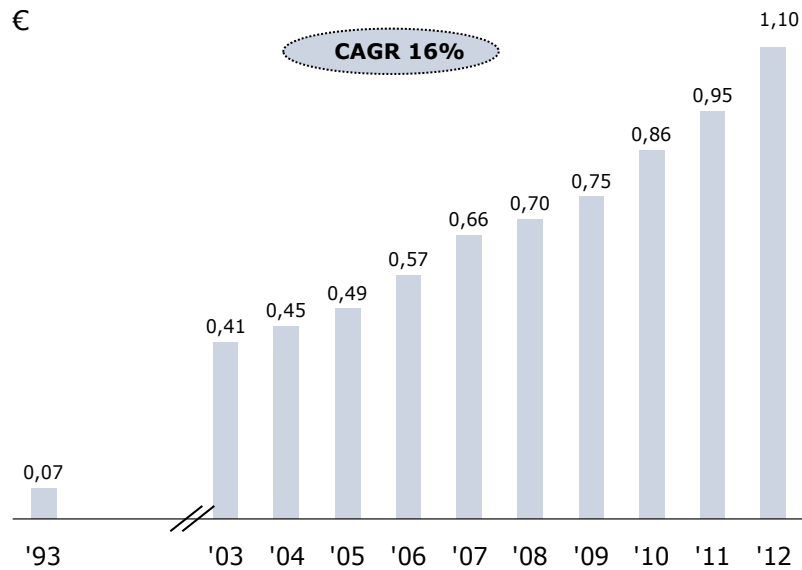


Net Debt / EBITDA



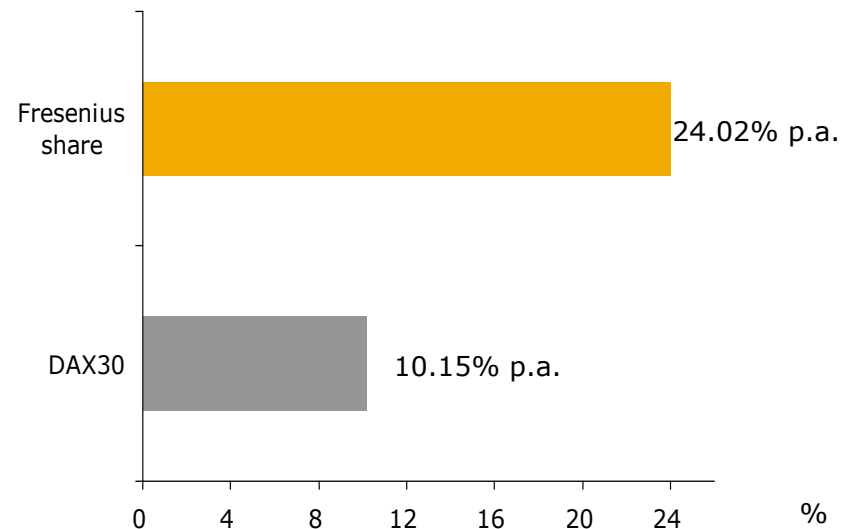
Attractive Long-term Shareholder Returns

20th Consecutive Dividend Increase



Dividend growth aligned with EPS growth (before one-time items)

Fresenius Outperforms Index



Compounded annual total return Dec 31, 2002 – Dec 31, 2012

Source: Bloomberg; dividends reinvested

Share Information

Share key facts

Number of shares ¹	178,839,237
WKN / ISIN	578560 / DE0005785604
Ticker symbol	FRE
Bloomberg symbol	FRE GR
Reuters symbol	FREG.de

ADR key facts

Ratio	8 ADRs = 1 ordinary share
ADR CUSIP / ISIN	35804M105 / US35804M1053
Ticker symbol	FSNUY
Exchange	OTC-market
Structure	Sponsored Level I ADR
Depository bank	Deutsche Bank

¹ As of September 30, 2013

Financial Calendar 2014

25.02.2014	Report on Fiscal Year 2013
06.05.2014	Report on 1 st Quarter 2014
16.05.2014	Annual General Meeting, Frankfurt/Main
05.08.2014	Report on 1 st half 2014
04.11.2014	Report on 1 st – 3 rd quarter 2014

Please note that these dates could be subject to modifications.

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