

### A LEADING GLOBAL HEALTH CARE GROUP









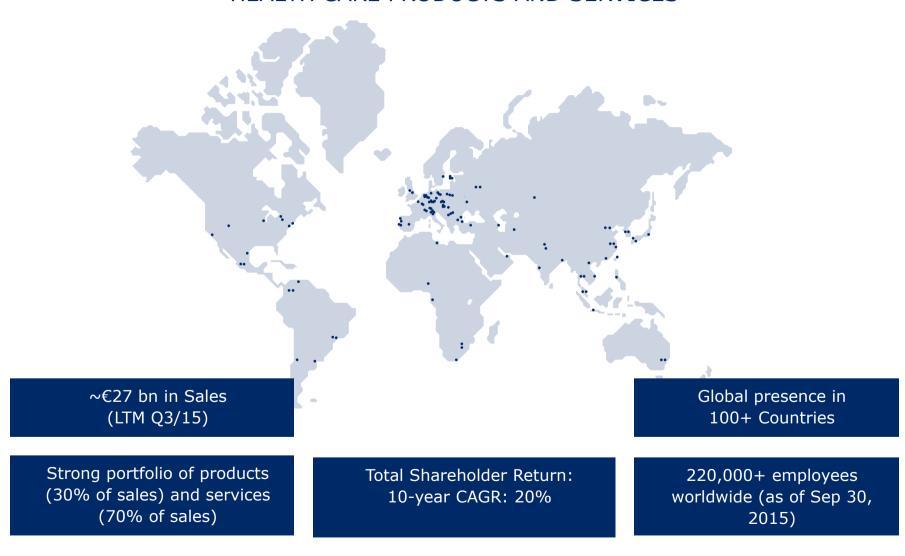


#### SAFE HARBOR STATEMENT

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.

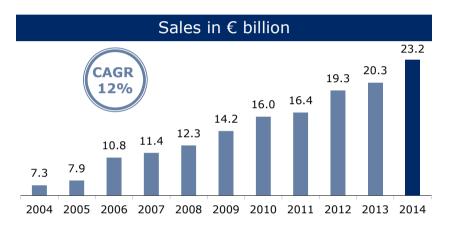


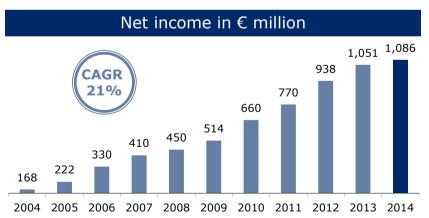
# A GLOBAL LEADER IN HEALTH CARE PRODUCTS AND SERVICES

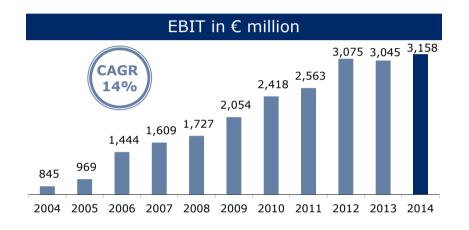




#### FINANCIAL RESULTS - AN EXCELLENT LONG-TERM TRACK RECORD





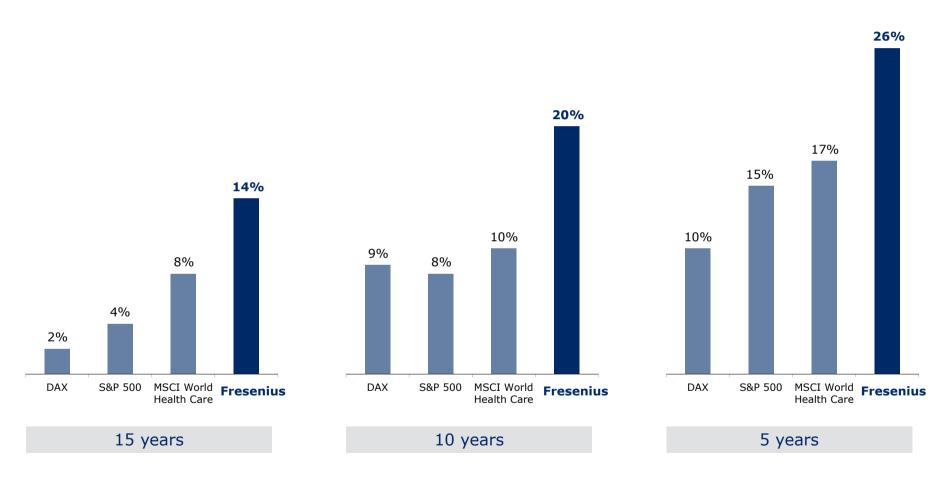






#### TOTAL SHAREHOLDER RETURN

CAGR, ROUNDED



Source: Bloomberg; dividends reinvested



# STRONG, DIVERSIFIED PRODUCT AND SERVICE PORTFOLIO











Ownership: 31%

Dialysis Products Healthcare Services

Sales 2014: US\$15.8 bn



Ownership: 100%

Hospital Supplies and Services

Sales 2014: €5.1 bn



Ownership: 100%

**Hospital Operations** 

Sales 2014: €5.2 bn



Ownership: 77%

Hospital Projects and Services

Sales 2014: €1.0 bn



### FRESENIUS MEDICAL CARE: GLOBAL DIALYSIS MARKET LEADER

- The world's leading provider of dialysis products and services treating >290,000 patients in 3,400 clinics¹
- Provide highest standard of product quality and patient care

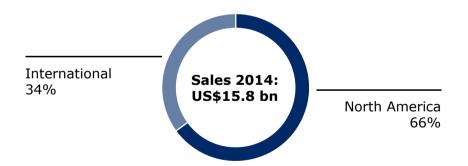


 Expansion in Care Coordination and global dialysis service opportunities; enter new geographies

#### Market Dynamics

Global Dialysis Market 2014: ~US\$77 bn; ~6% patient growth p.a.

Growth Drivers: Aging population, increasing incidence of diabetes and high blood pressure, treatment quality improvements

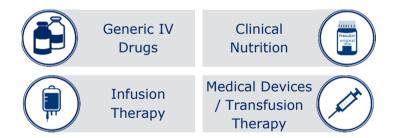


<sup>1</sup> As of Sep 30, 2015



# FRESENIUS KABI: A LEADING GLOBAL HOSPITAL SUPPLIER

- Comprehensive product portfolio for critically and chronically ill patients
- Strong Emerging Markets presence
- Leading market positions in four product segments

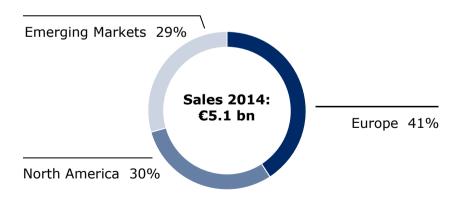


Focus on organic growth through geographic product rollouts and new product launches

#### Market Dynamics

Global Addressable Market 2014: >€29 bn

Growth Drivers: Patent expirations, rising demand for health care services, higher health care spending in Emerging Markets





# FRESENIUS HELIOS: LEADING GERMAN HOSPITAL OPERATOR

- ~6% share in German acute care hospital market
- Strong track record in hospital acquisitions and operations
- High-quality medical care, e.g., mortality rate for heart failure and pneumonia below German average
- Comprehensive healthcare services coverage



German Acute Care Hospital Market: ~€87 bn¹

Growth Drivers: Aging population leading to increasing hospital admissions, further market consolidation

## Majority of population has access to a HELIOS hospital within one hour's drive<sup>1</sup>



- 111 hospitals
- >34,000 beds
- ~1.2 million inpatient admissions
- ~3.3 million outpatient admissions

Market Dynamics

<sup>&</sup>lt;sup>1</sup> German Federal Statistical Office 2014; total costs, gross of the German hospitals less academic research and teaching

<sup>&</sup>lt;sup>1</sup> As of Sep 30, 2015



#### FRESENIUS VAMED:

### LEADING GLOBAL HOSPITAL PROJECTS AND SERVICES SPECIALIST

 Manages hospital construction/expansion projects (54% of sales) and provides services (46% of sales) for health care facilities worldwide



Services



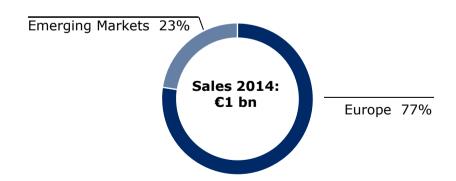
- Offers project development, planning, turnkey construction, maintenance as well as technical management, and total operational management
- Strong track record: More than 710 projects in 77 countries completed

#### Market Dynamics

#### Growth Drivers:

Emerging Market demand for building and developing hospital infrastructure

Outsourcing of non-medical services from public to private operators





#### **INVESTMENT HIGHLIGHTS**

Diversified revenue and earnings base with four strong business segments

Superior shareholder returns

Leading positions in non-cyclical markets with reliable growth



Prudent financial management

Strong earnings development and cash flow generation

Promising future growth opportunities



#### SHARE INFORMATION

#### **Share key facts**

Number of shares<sup>1</sup> 545,727,950

WKN / ISIN 578560 / DE0005785604

Ticker symbol FRE
Bloomberg symbol FRE GR
Reuters symbol FREG.de

#### **ADR** key facts

Ratio 4 ADRs = 1 ordinary share

ADR CUSIP / ISIN 35804M105 / US35804M1053

Ticker symbol FSNUY

Exchange OTCQX International Premier

Structure Sponsored Level I ADR

Depositary bank Deutsche Bank

<sup>&</sup>lt;sup>1</sup> As of December 31, 2015

### **F** FRESENIUS

#### FINANCIAL CALENDAR 2016

24.02.2016	Report on FY 2015
03.05.2016	Report on 1st quarter 2016
13.05.2016	Annual General Meeting, Frankfurt/Main
02.08.2016	Report on 2 <sup>nd</sup> quarter 2016
27.10.2016	Report on 3 <sup>rd</sup> quarter 2016

Please note that these dates could be subject to change.

#### **CONTACT**

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