



A Leading Global Health Care Group

Goldman Sachs – Leveraged Finance Conference
May 17, 2016 – Rancho Palos Verdes



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.

Agenda

- Company Overview
- Business Segments
 - Fresenius Medical Care
 - Fresenius Kabi
 - Fresenius Helios
 - Fresenius Vamed
- Summary and Outlook
- Appendix



Company Overview



Fresenius Group: A Global Leader in Health Care Products and Services

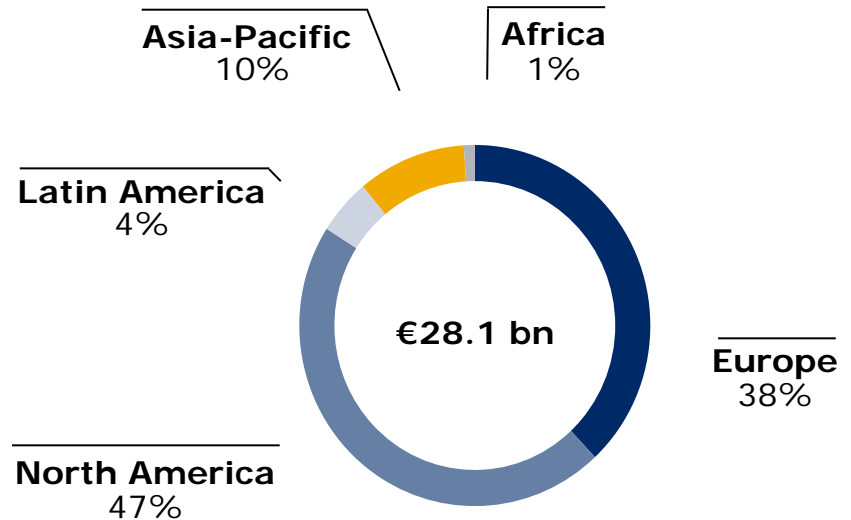
- Sales €28.1 bn, net income¹ €2.5 bn
in LTM March 2016

- Well-diversified portfolio

- Leading market positions

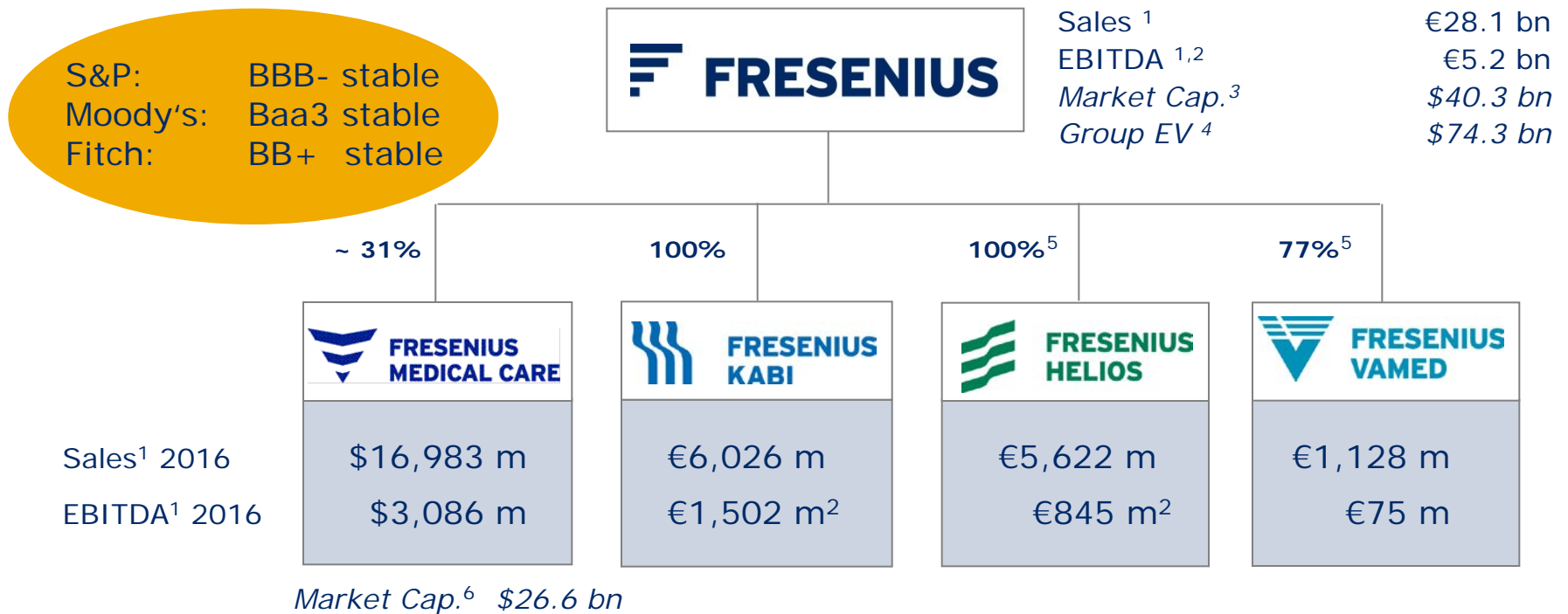
- Global presence

- Long-term opportunities in growing,
non-cyclical markets



1 – Net income incl. attributable to non-controlling interest, 2015 before special items

Fresenius Group: Strong and Balanced Health Care Portfolio



1 – LTM March 2016

2 – 2015 before special items

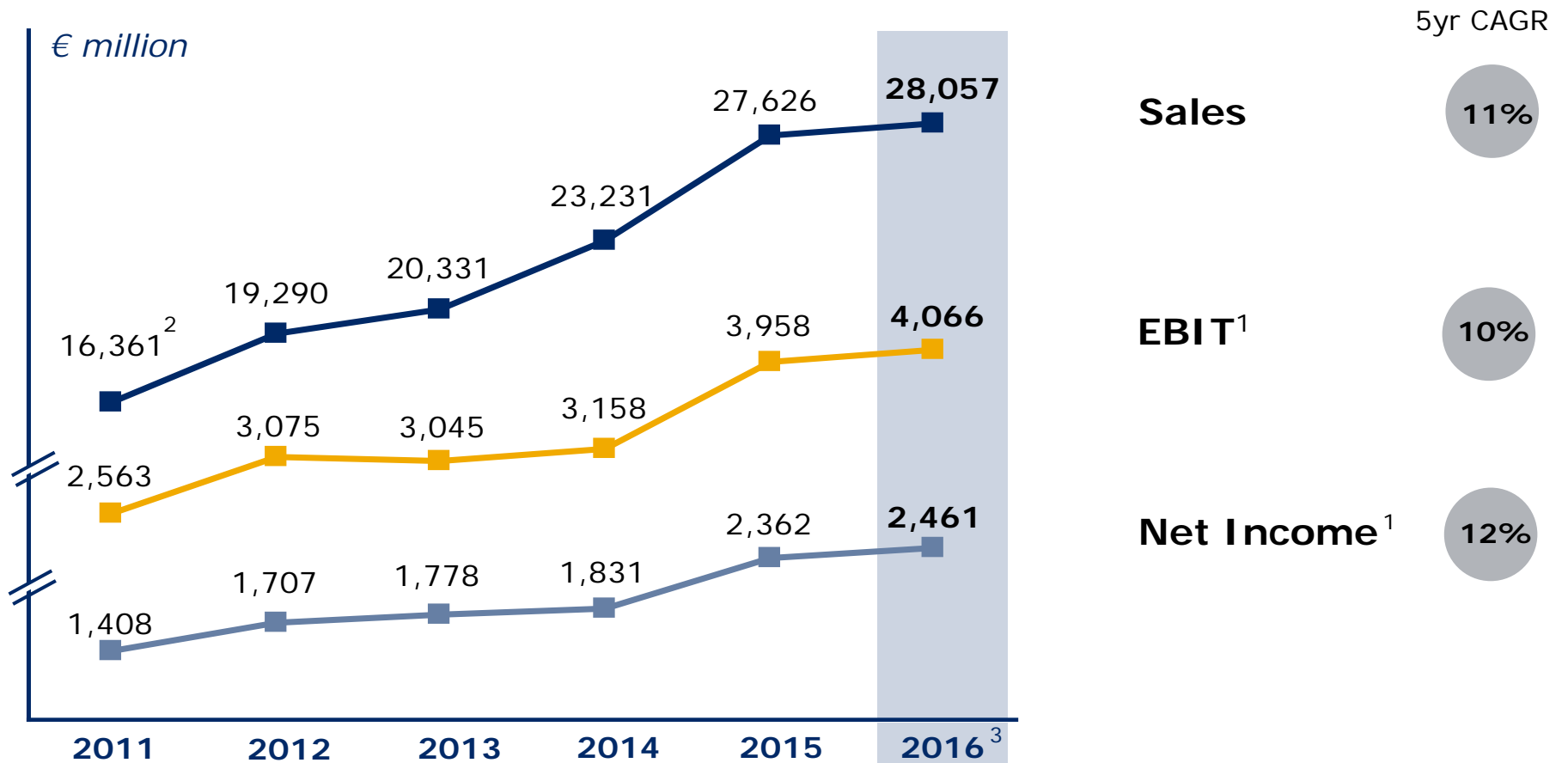
3 – Based on consolidated market capitalization of FSE as of May 9, 2016

4 – Based on consolidated market capitalization of FSE and FME as of May 9, 2016 and consolidated net debt as of March 31, 2016

5 – Held by Fresenius ProServe GmbH, a wholly owned subsidiary of FSE

6 – Based on market capitalization of FME as of May 9, 2016

Fresenius Group: Financial Results

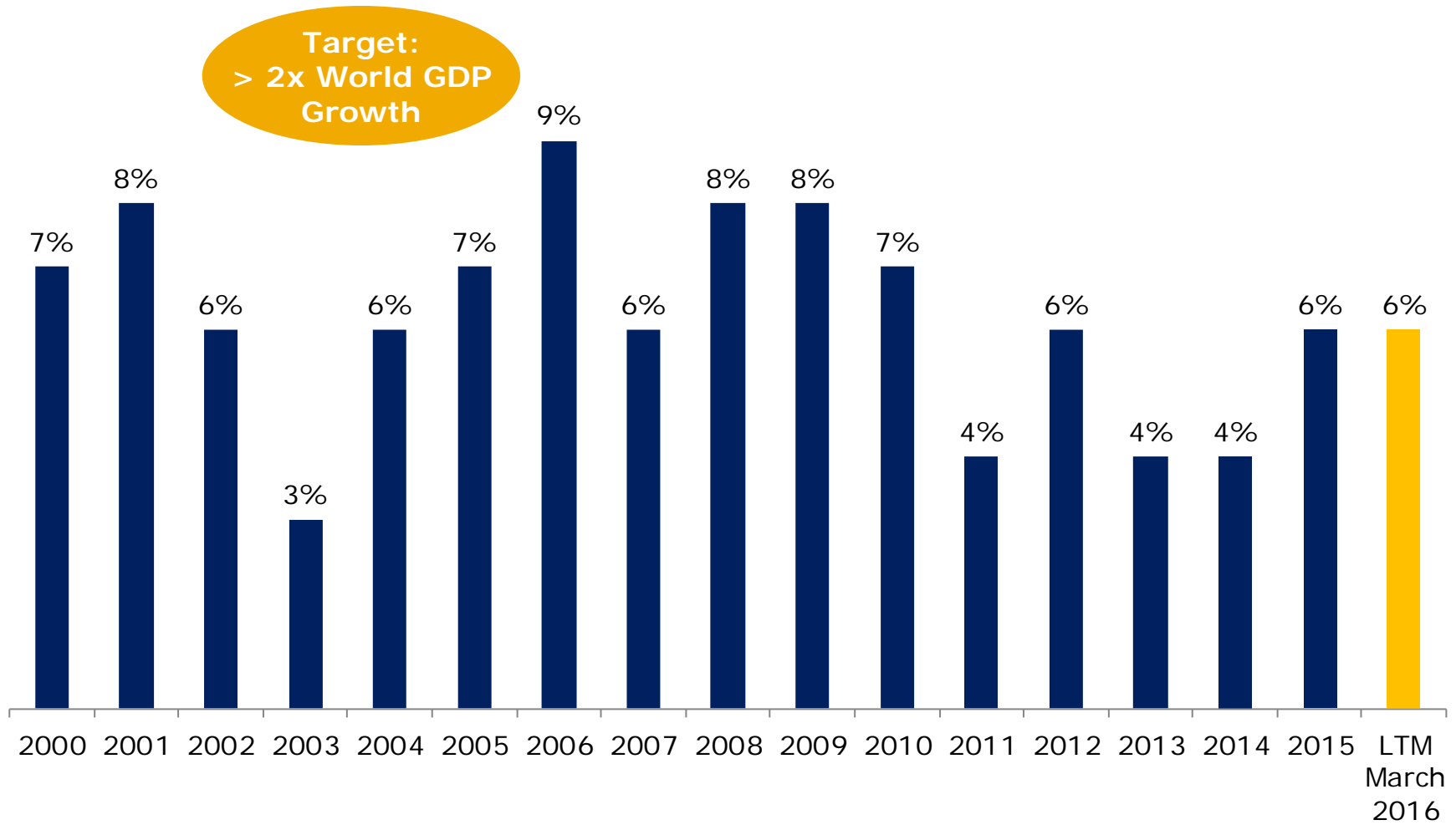


1 – Incl. attributable to non-controlling interest, 2015 before special items

2 – 2011 sales were adjusted by -€161 m according to a U.S. GAAP accounting change. This solely relates to Fresenius Medical Care North America

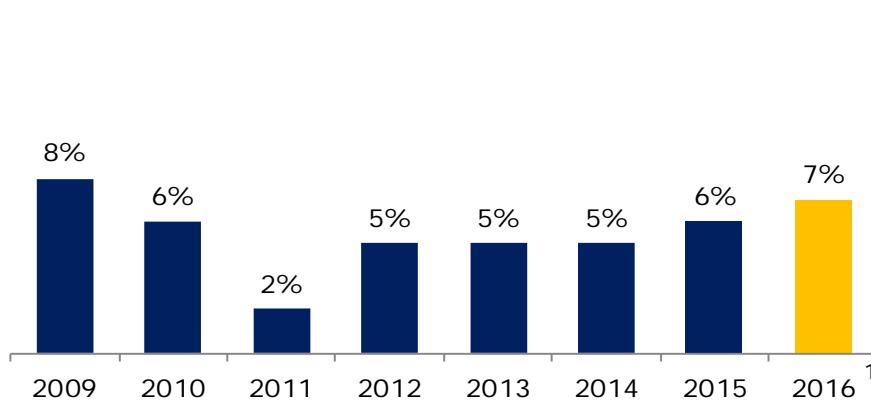
3 – LTM March 2016

Fresenius Group: Sustainable Organic Sales Growth

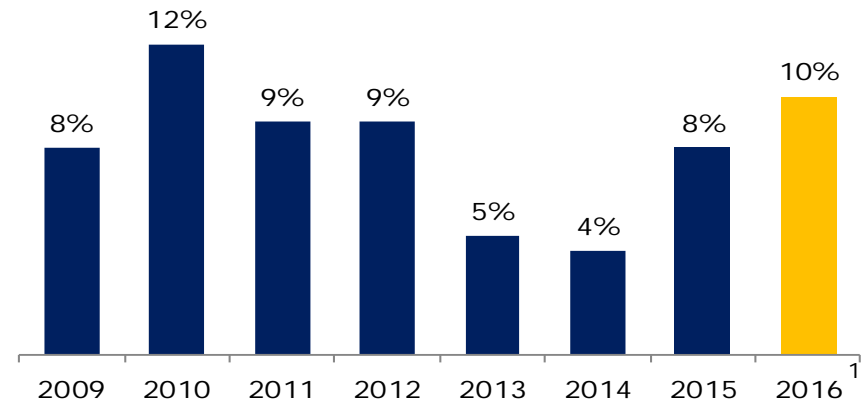


Fresenius Group: Sustainable Organic Sales Growth in all Business Segments

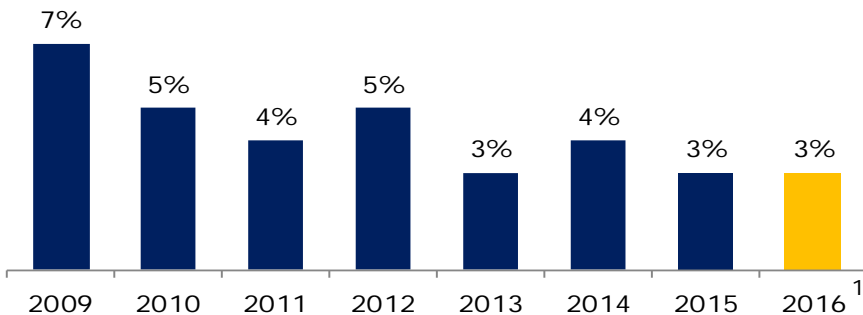
Fresenius Medical Care



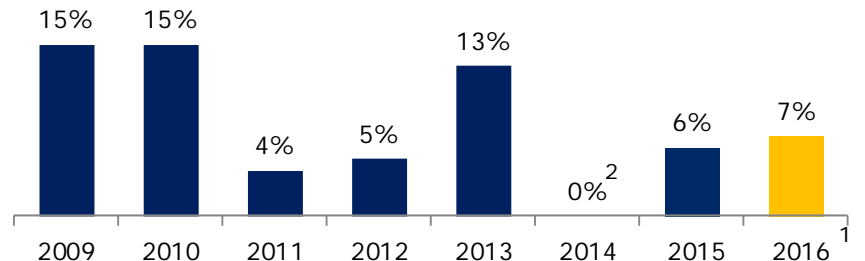
Fresenius Kabi



Fresenius Helios



Fresenius Vamed

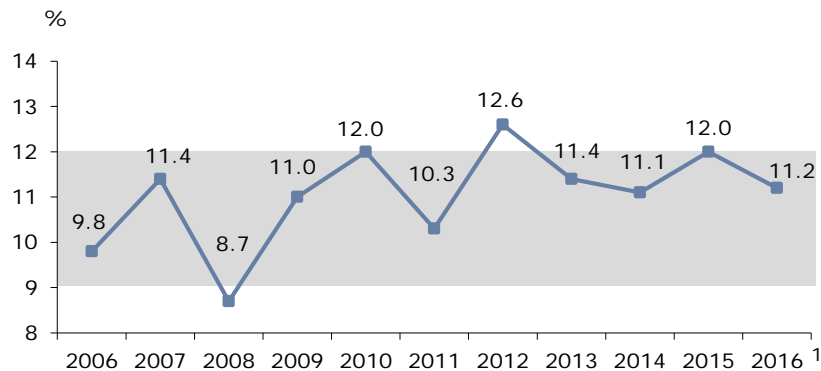


1 – LTM March

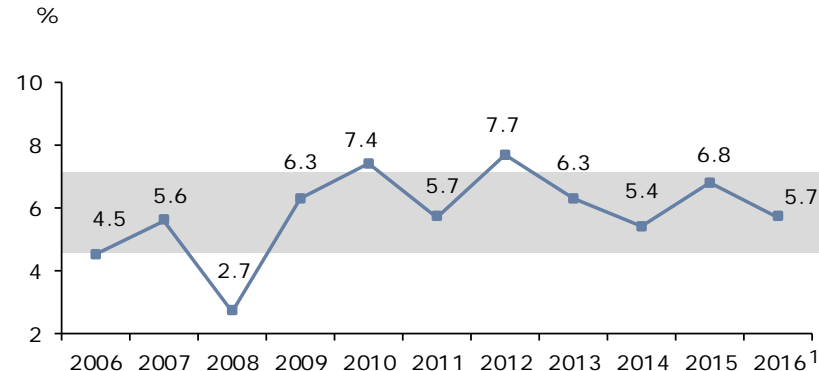
2 – Due to project delays in Russia and Ukraine

Fresenius Group: Consistent Cash Generation and Proven Track Record of Deleveraging

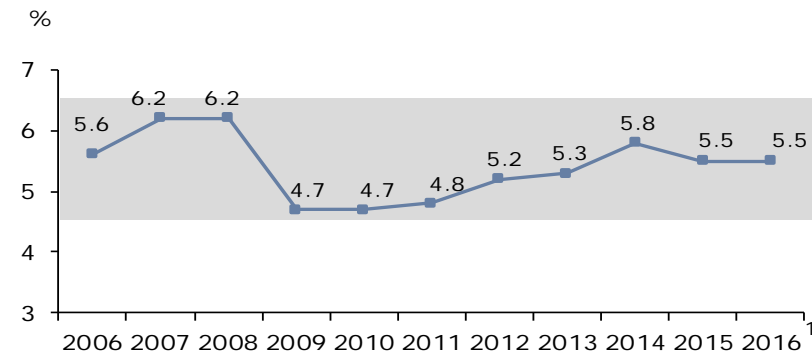
CFFO margin



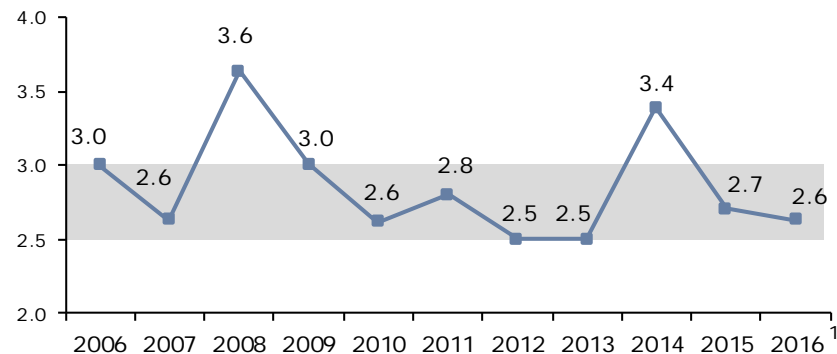
FCF margin (before acquisitions & dividends)



CAPEX (gross) in % of sales



Net Debt / EBITDA ²



1 – LTM March

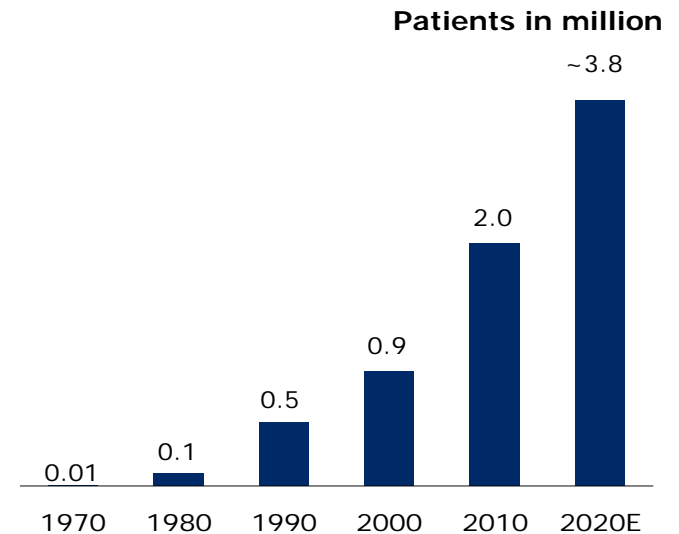
2 – At actual FX rates for both EBITDA and net debt; 2011-2014 adjusted due to debt issuance cost restatement (U.S. GAAP standard ASU 2015-03)

Business Segments



Fresenius Medical Care: Global Market Leader in Dialysis

- World leader in dialysis products and services treating 294,043 patients in 3,432 clinics worldwide¹
- Provide highest standard of patient care
 - Vertical integration
 - High quality products & services
 - Complete therapy offerings
- Leader in growing market
 - Dialysis market growing 4% cc and estimated to reach around \$100 bn by 2020
 - ~6% patient growth p.a. driven by age, life style and mortality reduction

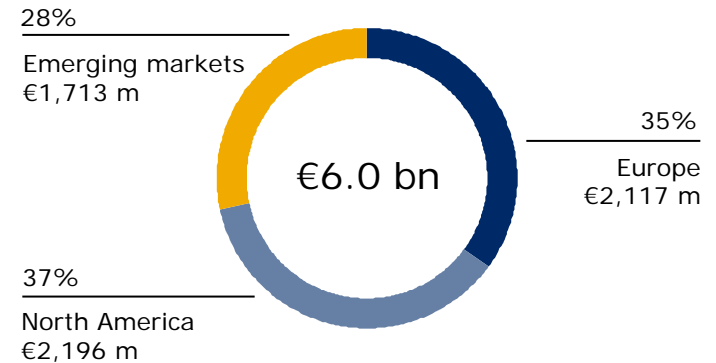


1 – As of March 31, 2016

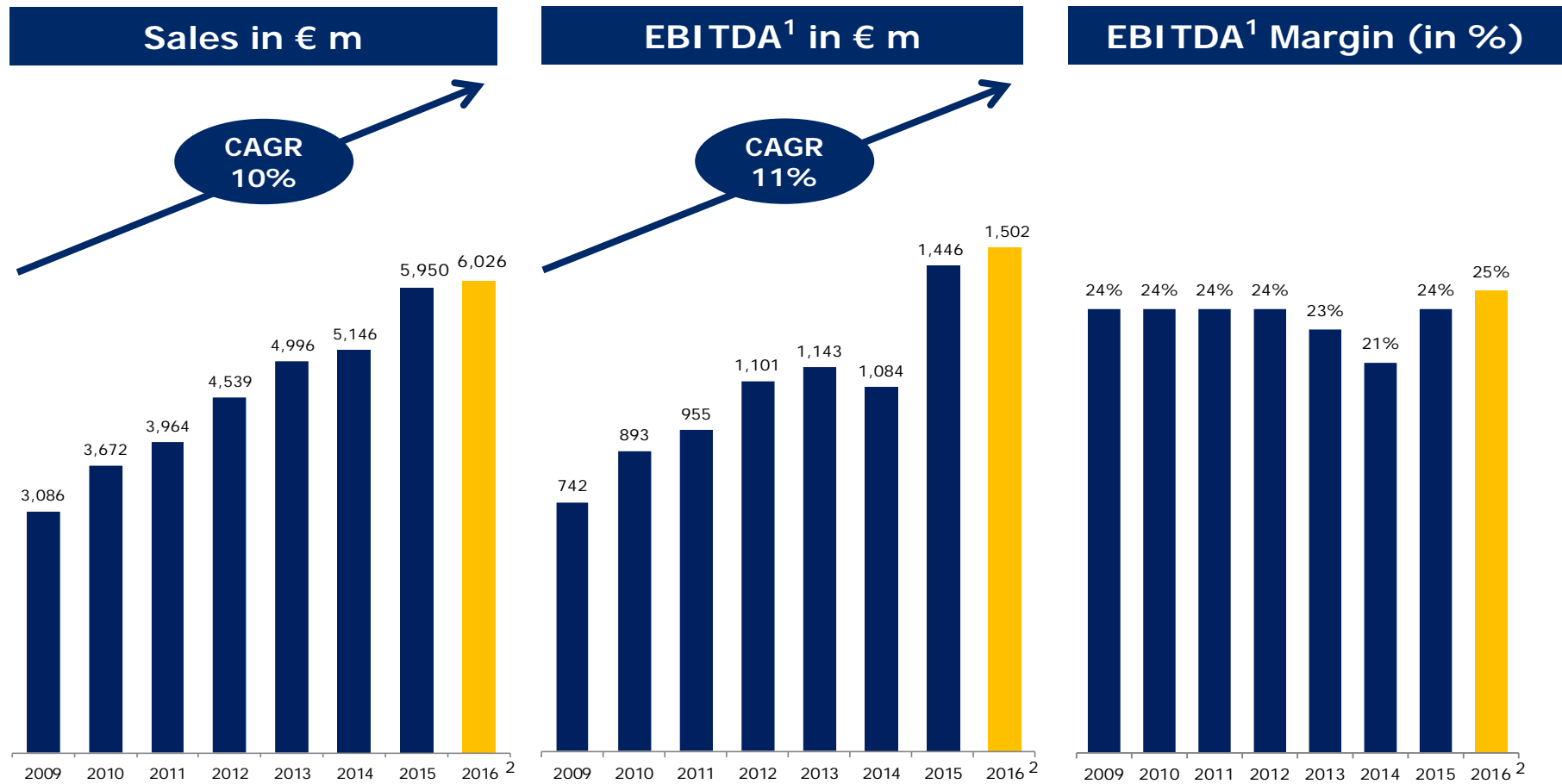
Fresenius Kabi: A Worldwide Leading Hospital Supplier

- Comprehensive product portfolio for critically and chronically ill patients
 - Generic I.V. Drugs
 - Clinical Nutrition
 - Infusion Therapy
 - Medical Devices / Transfusion Technology
- Global addressable market: >€33 bn
- Leading market positions
- Focus on organic growth driven by geographic product rollout and robust product pipeline
- Aim to expand the business through selective acquisitions

LTM March 2016 Sales by Region



Fresenius Kabi: Strong Growth Track Record & High Profitability



1 – Before special items

2 – LTM March

Fresenius Helios: Leading Hospital Operator in Germany

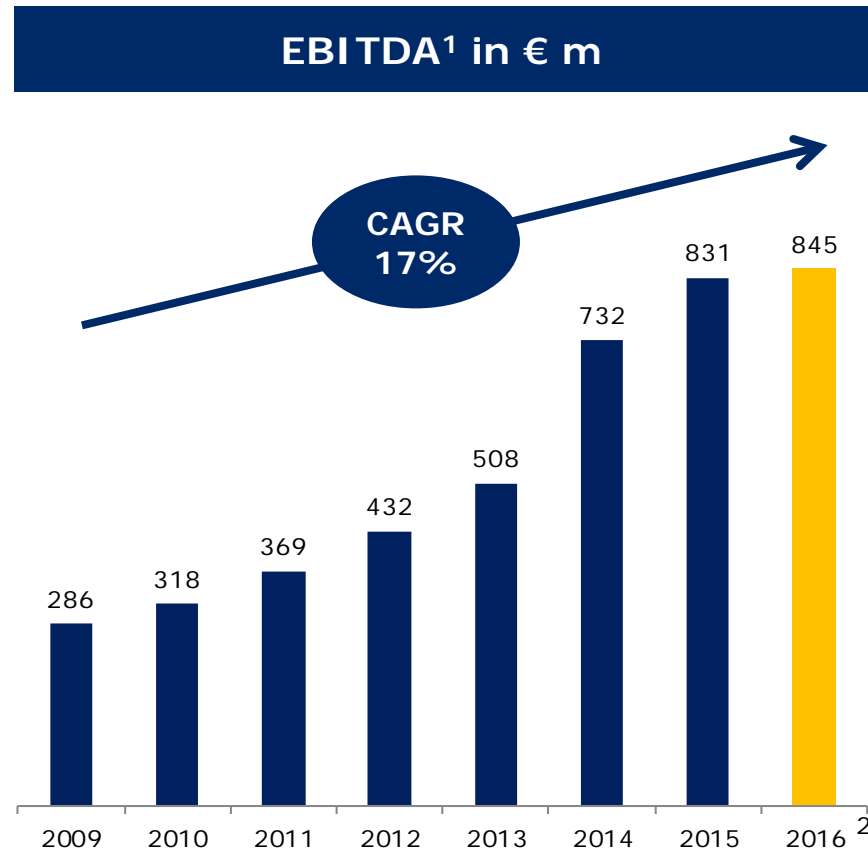
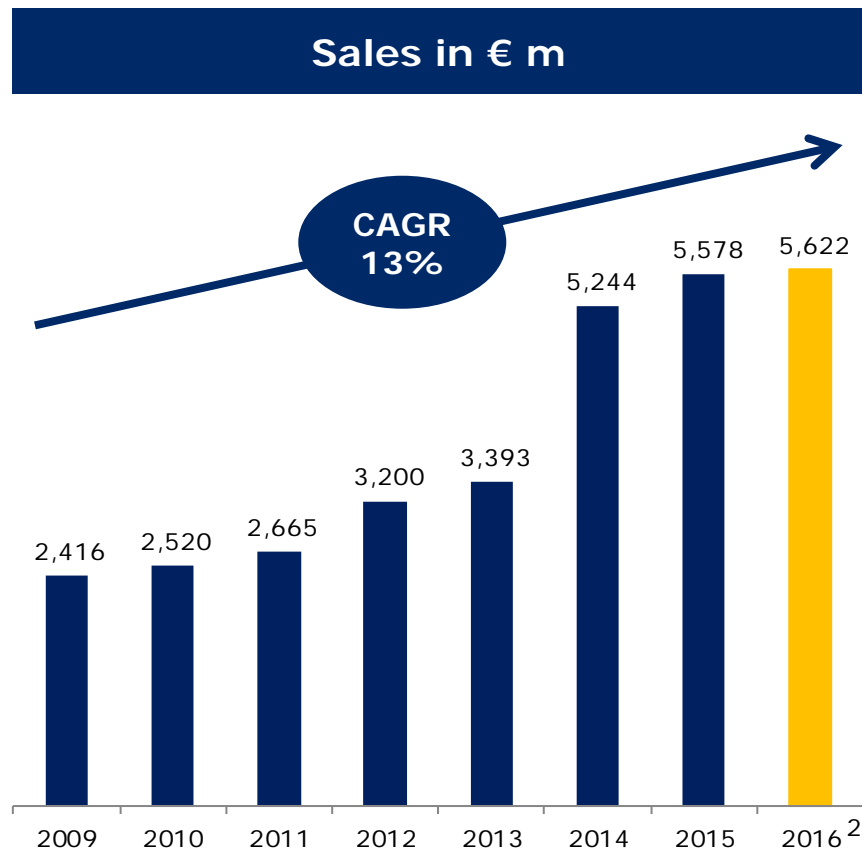
- German Acute Care Hospital Market:
~€91 bn¹, thereof 18% privatized
- ~ 6% share in German Acute Care Hospital Market
- High-quality medical care
- Solid organic growth based on growing number of admissions and reimbursement rate increases
- Strong track record in hospital operations and acquisitions: targeting 12 – 15% EBIT margin within 6 years per individual clinic location
- Negligible bad debt ratio due to comprehensive insurance coverage of German population

1 – German Federal Statistical Office 2015; total costs, gross of the German hospitals less academic research and teaching
2 – As of March 31, 2016

Largest Network with 111 Hospitals ²



Fresenius Helios: Strong Growth Track Record & Increased Profitability



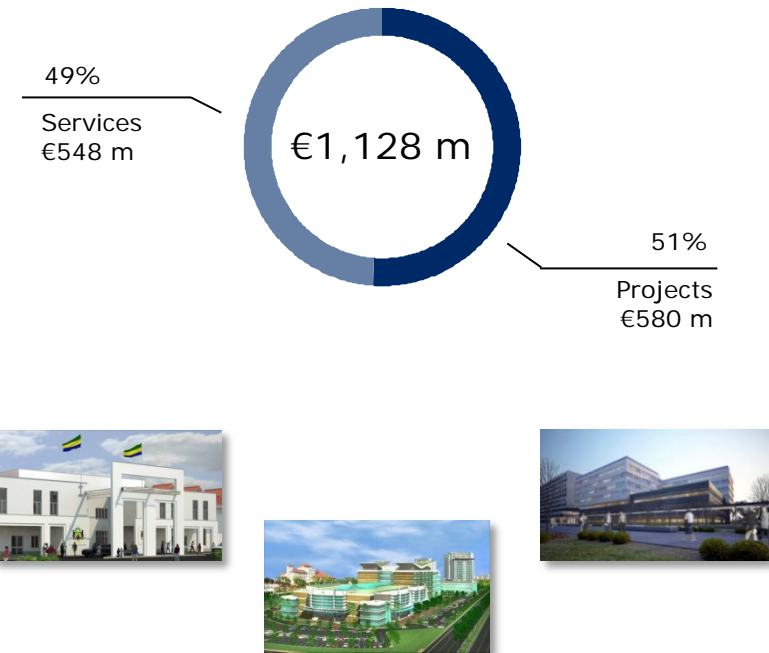
1 – Before special items

2 – LTM March

Fresenius Vamed: A Leading Global Specialist in Hospital Projects and Services

- Specialized in project development, building hospital infrastructure and providing hospital services (technical services and operational management)
- Track record:
 - >760 health care projects in 78 countries successfully completed
 - Services provided to > 550 hospitals and 135,000 beds globally
- Continuous demand for hospital infrastructure and operating efficiency; key markets Europe, Asia-Pacific, Africa

LTM March 2016 Sales by Business



Summary and Outlook



Fresenius Group: 2016 Financial Outlook by Business Segment

Fresenius Medical Care ¹	Sales growth constant currency	7% - 10%
	Net income growth	15% - 20%
Fresenius Kabi	Sales growth organic	low single-digit
	EBIT constant currency	roughly flat
Fresenius Helios	Sales growth organic	3% – 5%
	EBIT	€670 – 700 m
Fresenius Vamed	Sales growth organic	5% – 10%
	EBIT growth	5% – 10%

1 – 2016 net income growth outlook is based on current exchange rates, savings from the Global Efficiency Program are included, 2015/2016 acquisitions are not included, net income growth is based on US\$ 1,057 million in 2015

Fresenius Group: 2016 Financial Guidance

Sales growth
constant currency

6% – 8%

Net income growth¹
constant currency

8% – 12%

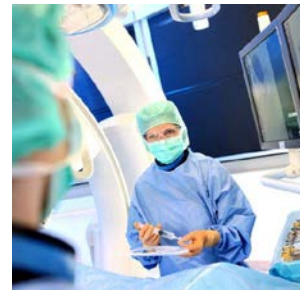
1 – Net income attributable to shareholders of Fresenius SE & Co. KGaA, 2015 before special items

Fresenius Group: Attractive Mid-Term Growth Targets

FY 2019¹

Sales: €36-40 billion

Net income²: €2.0 to €2.25 billion



Strong and Balanced Health Care Portfolio

1 – At comp. FX rates, including small and mid-size acquisitions, EAT CAGR at mid-point of guidance: 10.5%.

2 – Excl. attributable non-controlling interest

Fresenius Group: Ideal Strategic Posture to Benefit from Major Healthcare Trends



Aging population and higher incidence of chronic diseases

World population aged 60+ will more than double by 2050 to >2 bn (OECD)



Increasing health care spending in emerging markets

Increasing health care coverage and per capita spending (e.g. India: \$215, China: \$646, vs. USA: \$9,146; WHO)



Continuing growth of generics

Approx. \$19 bn branded IV drug sales (base: 2013) go off-patent in the U.S. by 2023



Rise of private providers in health care services

*Further privatization of German hospital market
Global opportunity to provide dialysis services (e.g. China, India)*

Fresenius Group: Investment Highlights

Diversified revenue base with four strong business segments

Global presence in growing, non-cyclical markets

Leading market positions

Proven ability to integrate acquisitions

Clear track record of and commitment to de-leveraging

Strong financial performance and cash flow generation

Appendix



Fresenius Group: Financial Results

		Q1/16	Q1/15
Sales		€6,914 m	€6,483 m
	Growth cc	7%	13%
	Growth actual rates	7%	24%
<hr/>			
EBIT¹		€959 m	€851 m
	Growth cc	11%	18%
	Growth actual rates	13%	32%
<hr/>			
Net income¹		€362 m	€292 m
	Growth cc	23%	16%
	Growth actual rates	24%	28%

1 – 2015 before special items

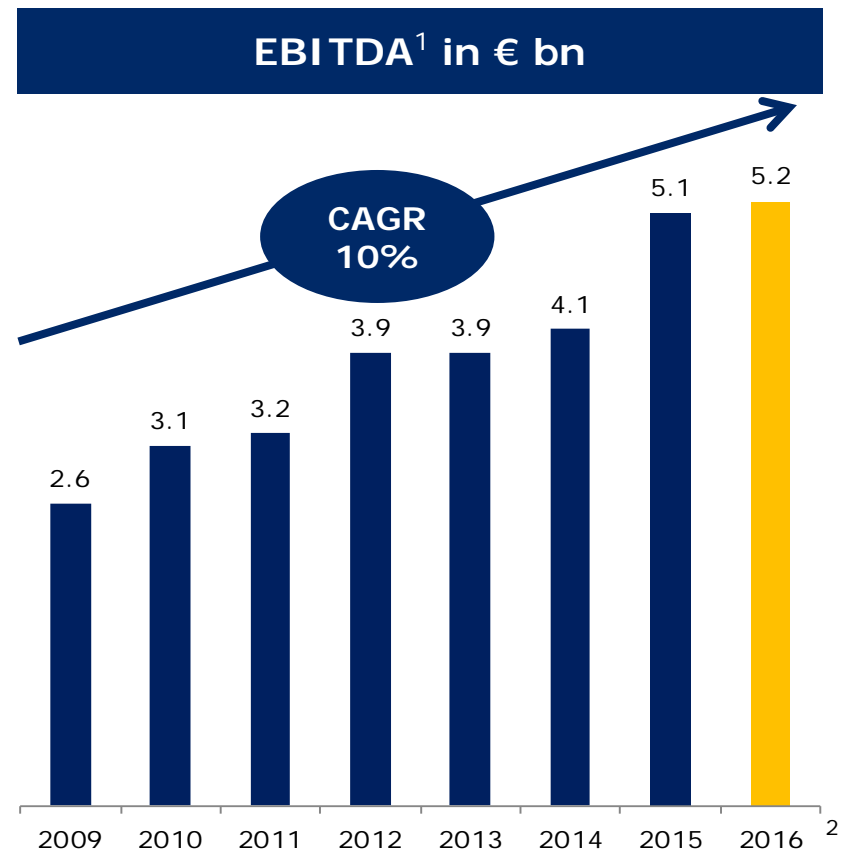
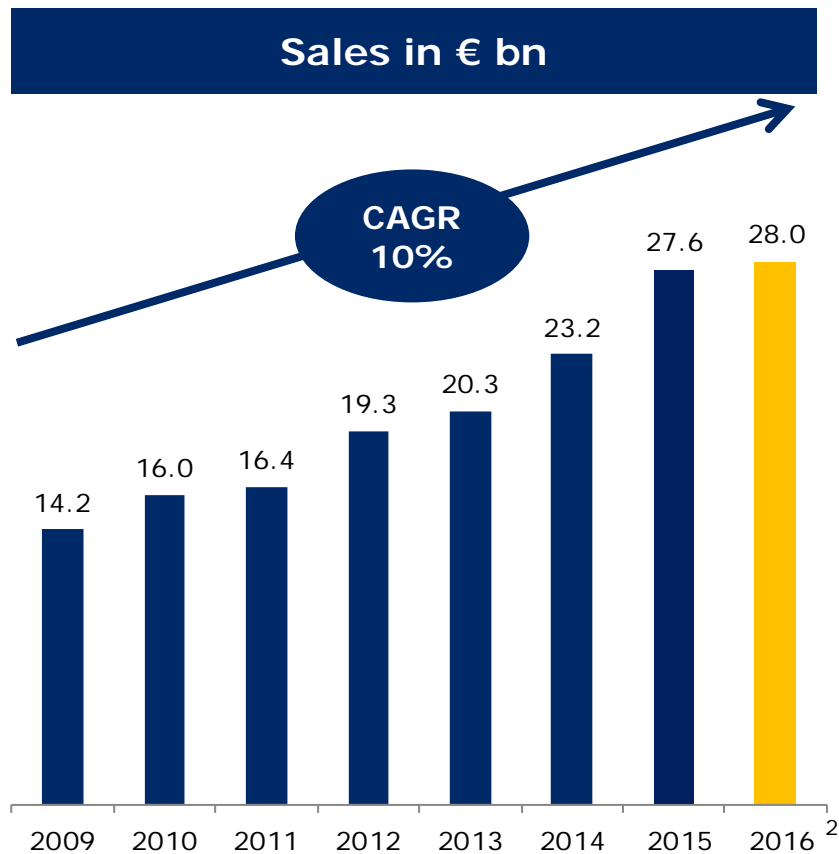
Fresenius Group: Financial Results by Business Segment

Q1 2016

	Fresenius Medical Care	Fresenius Kabi	Fresenius Helios	Fresenius Vamed
Sales Growth	\$4,205 m 6%	€1,470 m 5%	€1,435 m 3%	€218 m 5%
EBIT Growth	\$540 m 7%	€309 m 20% ¹	€159 m 8% ¹	€7 m 0%

1 – 2015 before special items

Fresenius Group: Demonstrated Strong Sales and EBITDA Growth



1 – Before special items

2 – LTM March

Fresenius Group: Key Figures Q1/2016

<i>€ million</i>	Q1/2016	Q1/2015	Change actual rates	Change constant rates
Sales	6,914	6,483	+7%	+7% ¹
EBITDA²	1,237	1,115	+11%	+10%
EBIT²	959	851	+13%	+11%
Interest, net	-152	-165	+8%	+8%
EBT	807	686	+18%	+16%
Taxes ²	-229	-207	-11%	-10%
Net Income³	578	479	+21%	+19%
Employees	223,704	217,836		

1 – 7% organic growth, 1% acquisitions, -1% divestitures

2 – 2015 before special items

3 – Net income incl. attributable to non-controlling interest, 2015 before special items

Fresenius Medical Care: Key Figures Q1/2016

<i>\$ million</i>	Q1/2016	Q1/2015	Growth
Total Sales	4,205	3,960	+6% ¹
EBITDA	722	680	+6%
<i>EBITDA margin</i>	17.2%	17.2%	
EBIT	540	504	+7%
<i>EBIT margin</i>	12.8%	12.7%	
Net Income ²	228	210	+9%

1 – 7% organic growth, 2% acquisitions, -3% currency effects

2 – Net Income attributable to shareholders of Fresenius Medical Care AG & Co. KGaA

Fresenius Kabi: Key Figures Q1/2016

<i>€ million</i>	Q1/2016	Q1/2015	Growth
Sales	1,470	1,394	+5% ¹
- I.V. Drugs	645	545	+18%
- Clinical Nutrition	378	372	+2%
- Infusion Therapy	202	231	-13%
- Medical Devices/ Transfusion Technology	245	246	0%
EBITDA ²	371	315	+18%
<i>EBITDA margin</i>	25.2%	22.6%	
EBIT ²	309	257	+20%
<i>EBIT margin</i>	21.0%	18.5%	
Net Income ³	179	140	+28%

1 – 10% organic growth, -2% divestitures, -3% currency effects

2 – 2015 before special items

3 – Net income attributable to shareholders of Fresenius Kabi AG, 2015 before special items

Fresenius Helios: Key Figures Q1/2016

<i>€ million</i>	Q1/2016	Q1/2015	Growth
Total Sales	1,435	1,391	+ 3% ¹
EBITDA ²	206	192	+ 7%
<i>EBITDA margin</i>	<i>14.4%</i>	<i>13.8%</i>	
EBIT ²	159	147	+ 8%
<i>EBIT margin</i>	<i>11.1%</i>	<i>10.6%</i>	
Net Income ³	124	107	+ 16%

1 – 3% organic growth, acquisitions and divestitures had no material effect

2 – 2015 before special items

3 – Net income attributable to shareholders of HELIOS Kliniken GmbH, 2015 before special items







Fresenius Vamed: Key Figures Q1/2016

<i>€ million</i>	Q1/2016	Q1/2015	Growth
Total Sales	218	208	+5% ¹
EBITDA	9	9	0%
<i>EBITDA margin</i>	4.1%	4.3%	
EBIT	7	7	0%
<i>EBIT margin</i>	3.2%	3.4%	
Net Income ²	5	4	+25%

1 – 6% organic growth, -1% divestitures

2 – Net income attributable to shareholders of VAMED AG

Fresenius Group: Cash Flow Development LTM March 31, 2016

€ million	Operating CF		CAPEX (net)		Free Cash Flow ¹	
	954	15.8%	-326	-5.4%	628	10.4%
	570	10.1%	-278	-4.9%	292	5.2% ³
	72	6.4%	-12	-1.1%	60	5.3%
Corporate/ Other	1	n.a.	-13	n.a.	-12	n.a.
	1,671	13.1%	-629	-4.9%	1,042	8.2%
	1,533	10.0%	-892	-5.8%	-641	4.2%
	3,130	11.2%	-1,521	-5.5%	1,609	5.7%

1 – Before acquisitions and dividends

2 – Margin incl. FMC dividend

3 – Understated: 6.0% excluding €46 million of capex commitments from acquisitions

LTM Margin = in % of sales

Reconciliation according to U.S. GAAP: Q1 2016 / Q1 2015

The Group's U.S. GAAP financial results as of March 31, 2016 does not include special items, whereas the U.S. GAAP financial results as of March 31, 2015 include special items. Net income attributable to shareholders of Fresenius SE & Co. KGaA was adjusted for these special items. The table below shows the special items and the reconciliation from net income (before special items) to earnings according to U.S. GAAP.

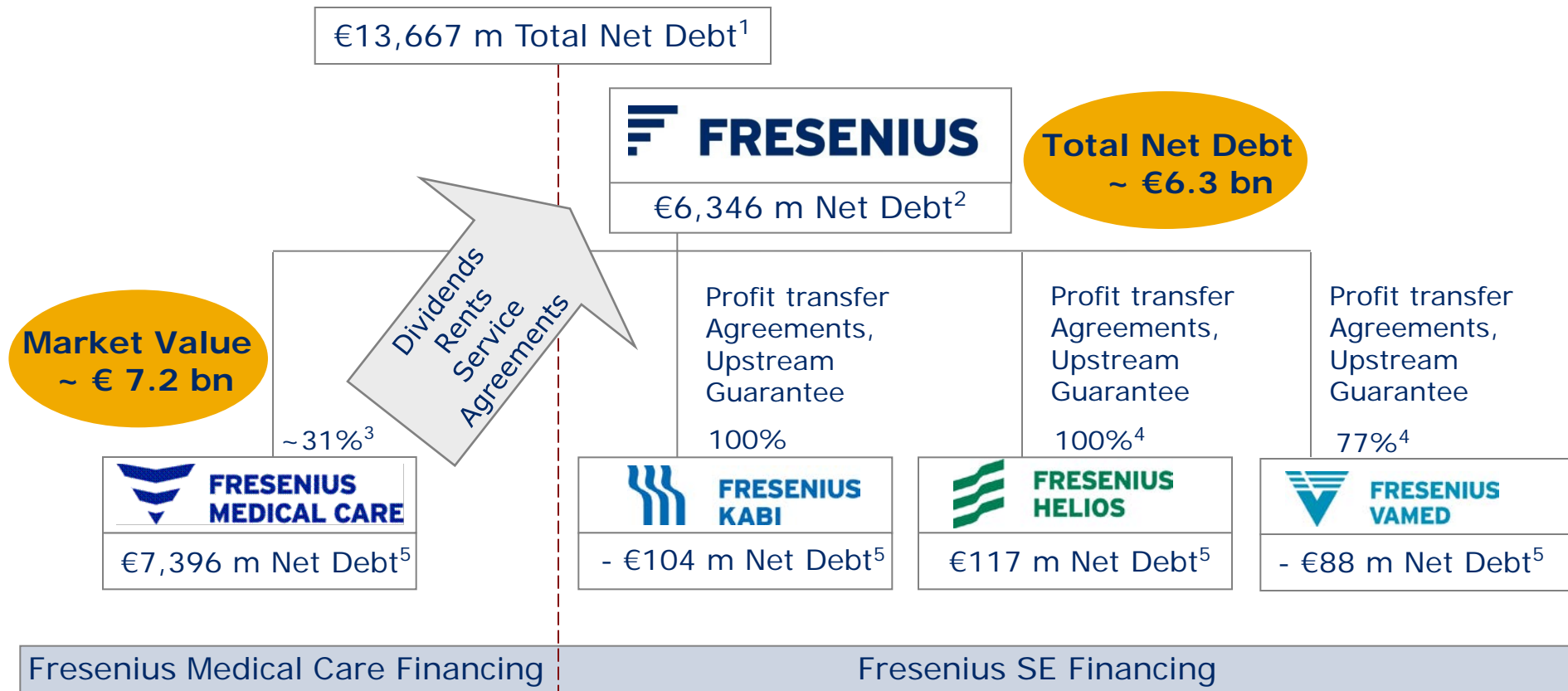
€m	Q1/2015 before special items	efficiency program KABI	integration costs for acquired Rhön hospitals	disposal gains from two HELIOS hospitals	Q1/2015 according to U.S. GAAP (incl. special items)
Sales	6,483				6,483
EBIT	851	-10	-2	34	873
Interest result	-165				-165
Net income before taxes	686	-10	-2	34	708
Income taxes	-207	3			-204
Net income	479	-7	-2	34	504
Less noncontrolling interest	-187				-187
Net income attributable to shareholders of Fresenius SE & Co. KGaA	292	-7	-2	34	317

The special items are reported in the Group Corporate/Other segment.

Financing Facilities and Debt Structure



Fresenius Group: Current Debt and Cash Flow Structure – March 31, 2016



1 – External debt as of March 31, 2016

2 – Incl. Fresenius Finance B.V. and other financing subsidiaries

3 – Controlling stake

4 – As held by Fresenius ProServe GmbH, a wholly owned subsidiary of Fresenius SE & Co. KGaA, which provides the guarantees

5 – Incl. subsidiaries

Fresenius Group: Capitalization – March 31, 2016

	in € million	in \$ million ⁴	% of total cap	EBITDA LTM x
FSE 2013 Credit Agreement: Term Loan A (€, US-\$)	1,692	1,926	2.6%	
FSE 2013 Credit Agreement: Term Loan B (US-\$)	0	0	0.0%	
Senior Notes (€, US-\$)	2,725	3,102	4.2%	
Convertible Bonds	471	536	0.7%	
Commercial Papers	115	131	0.2%	
Schuldschein Loans	1,268	1,444	1.9%	
Other debt less total debt issuance costs, gross	427	486	0.7%	
Total Debt (FSE excl. FMC), gross	6,698	7,625	10.3%	
Cash (excl. FMC)	427	486	0.7%	
Total debt (FSE excl. FMC), net	6,271	7,139	9.6%	
Total FMC debt, net ¹	7,396	8,420	11.4%	
Total consolidated debt, net	13,667	15,560	21.0%	2.6x ³
Market capitalization ²	51,509	58,695	79.0%	9.9x
Total capitalization	65,176	74,254	100.0%	12.5x
FSE Group EBITDA³				5,195

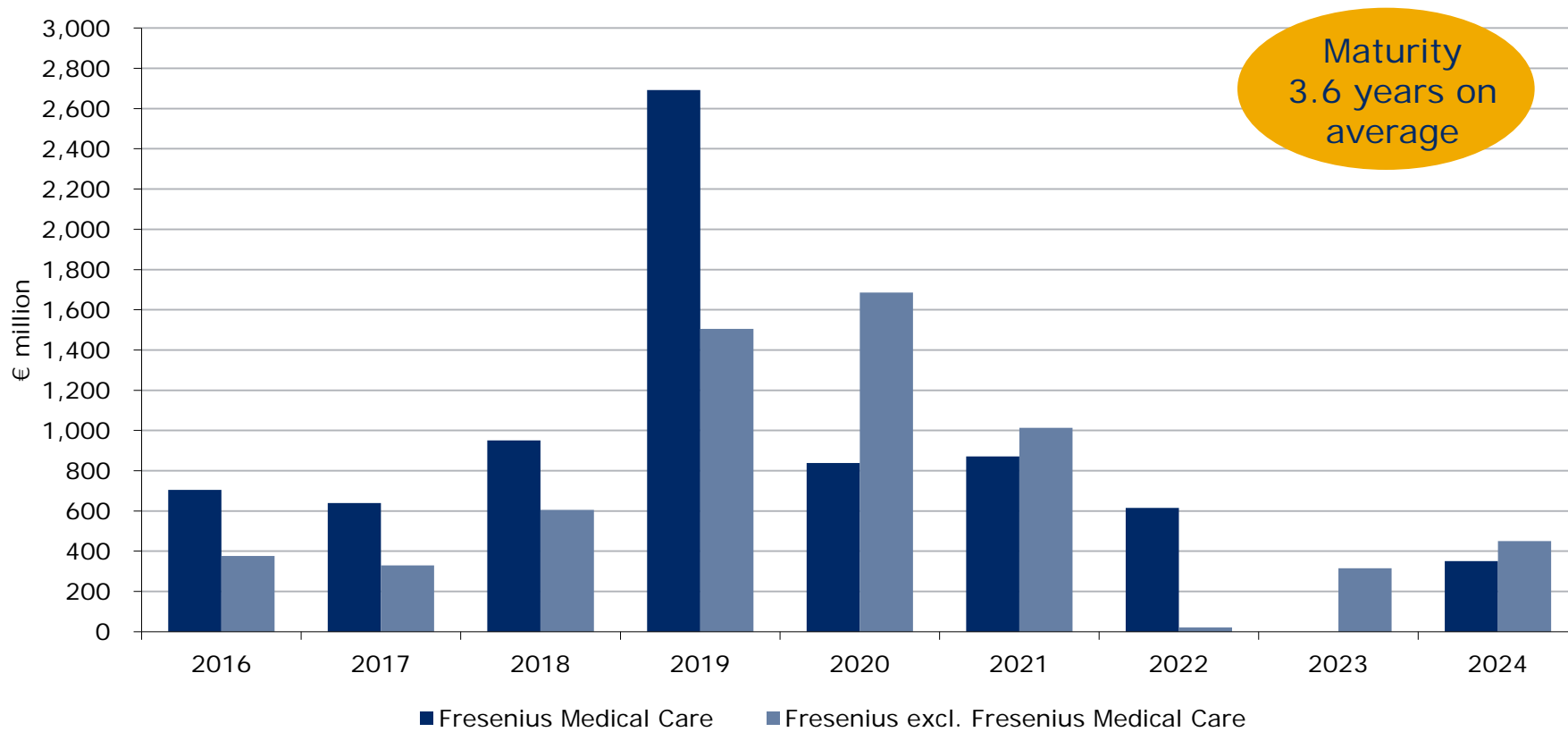
1 - Net of Cash and intercompany adjustments

2 - Based on market capitalization for FSE and FMC as of May 9, 2016

3 - 2015 before special items

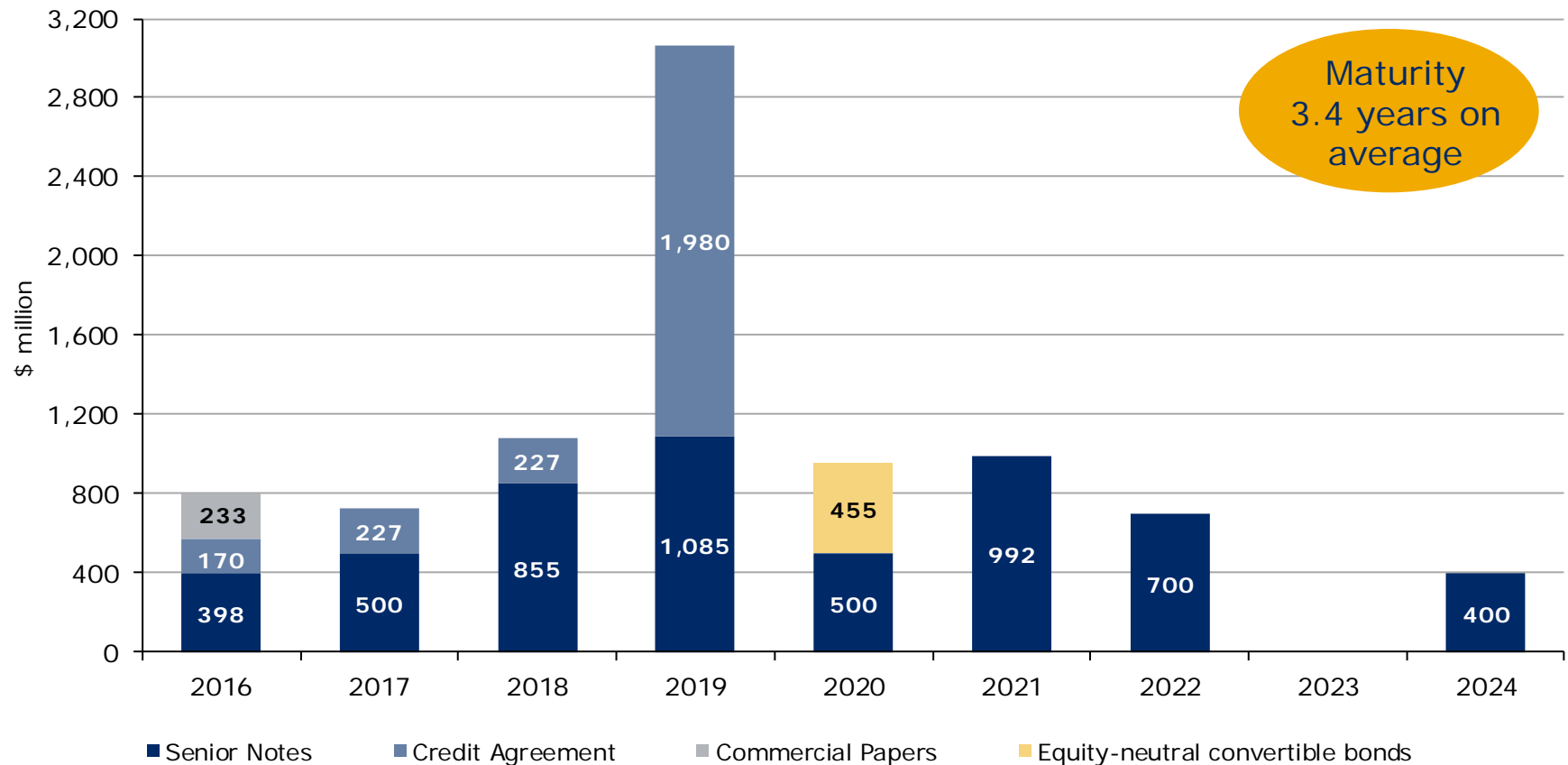
4 - Exchange rate as of December 31, 2015, except for market capitalization which uses exchange rate as of May 9, 2016

Fresenius Group: Debt Maturity Profile¹ – March 31, 2016



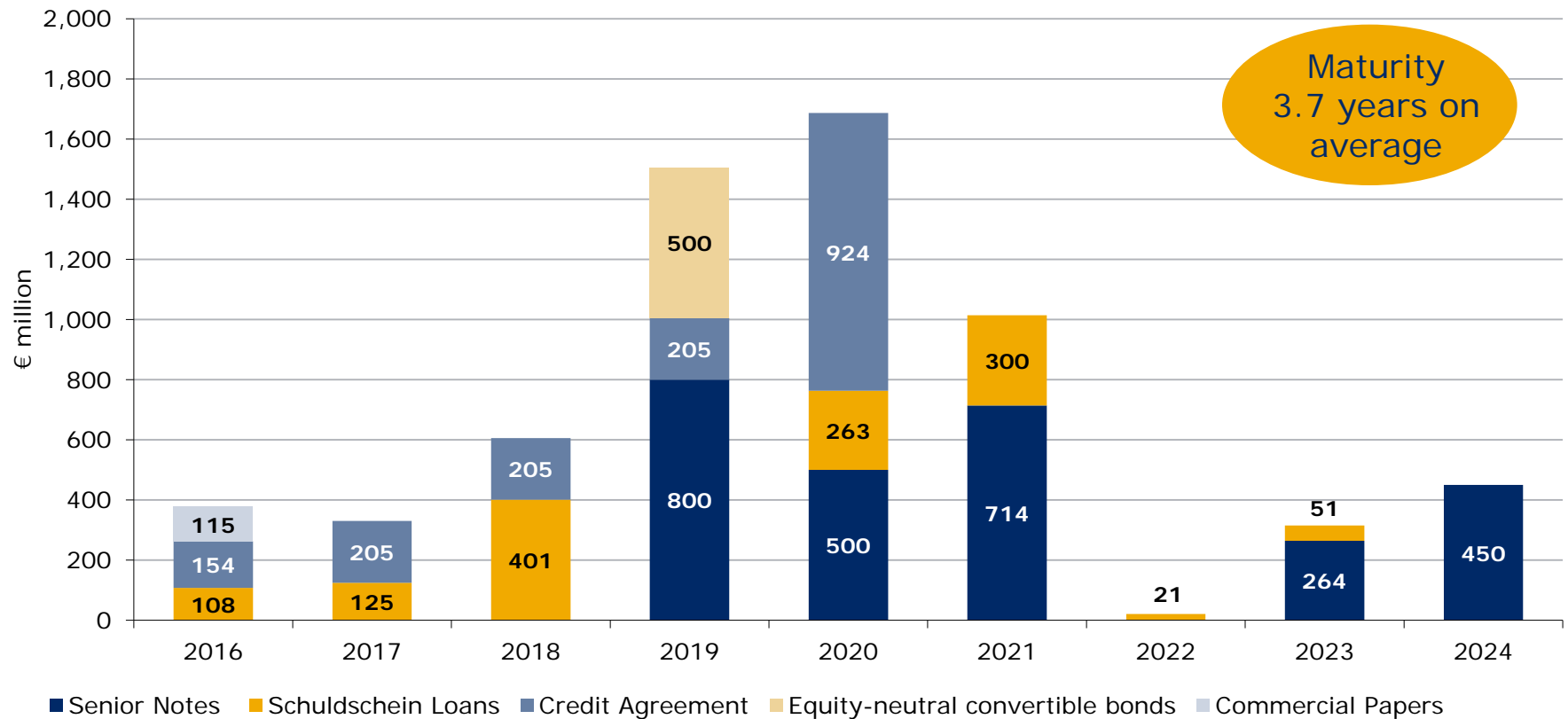
1 – Based on utilization of major financing instruments

Fresenius Medical Care: Debt Maturity Profile¹ – March 31, 2016



1 – Based on utilization of major financing instruments

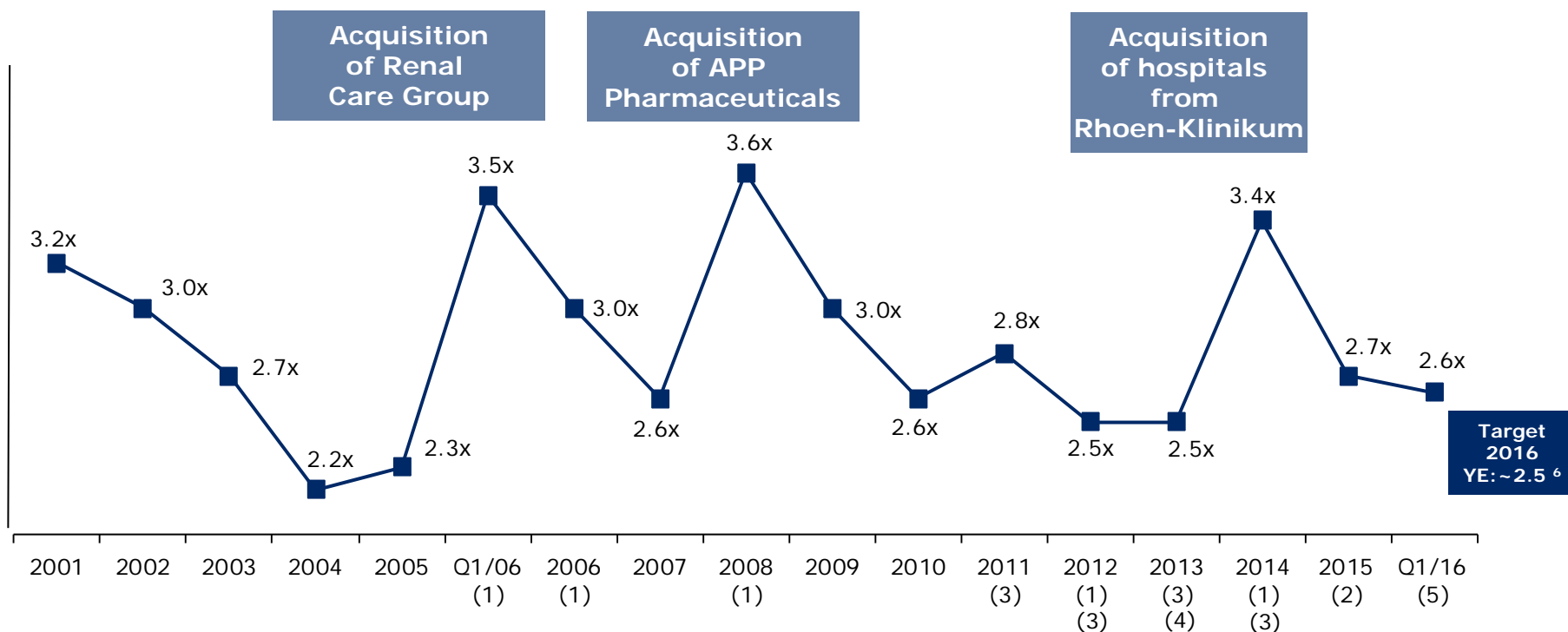
Fresenius Group excl. FMC: Debt Maturity Profile¹ – March 31, 2016



1 – Based on utilization of major financing instruments

Fresenius Group: Proven Track Record of Deleveraging

Net debt/EBITDA



1 – Pro forma acquisitions, before special items

2 – Before special items

3 – Adjusted due to debt issuance cost restatement (U.S. GAAP standard ASU 2015 – 03)

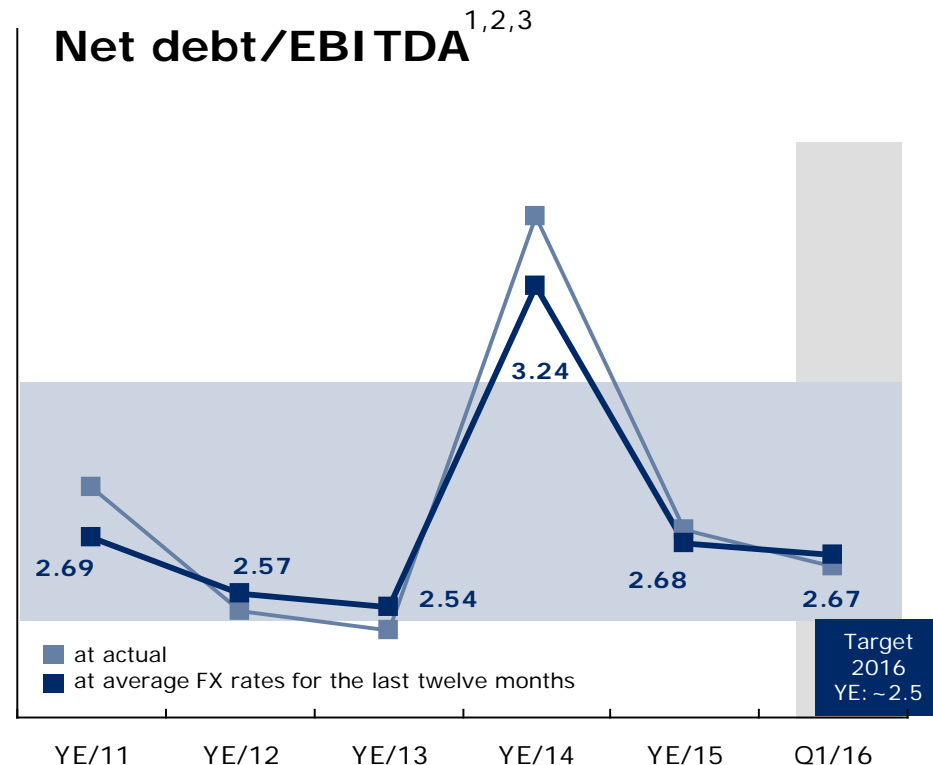
4 – Pro forma excluding advances made for the acquisition of hospitals from Rhoen-Klinikum AG, before special items

5 – 2015 before special items

6 – At annual average FX rates for both EBITDA and net debt

Fresenius Group: Debt and Interest Ratios

	March 31, 2016	Dec 31, 2015
Debt (€m)	14,549	14,769
thereof 49% \$ denominated		
Net debt (€m)	13,667	13,725
Net debt/EBITDA ^{1,2}	2.67	2.68
EBITDA/Interest ²	8.1	8.3

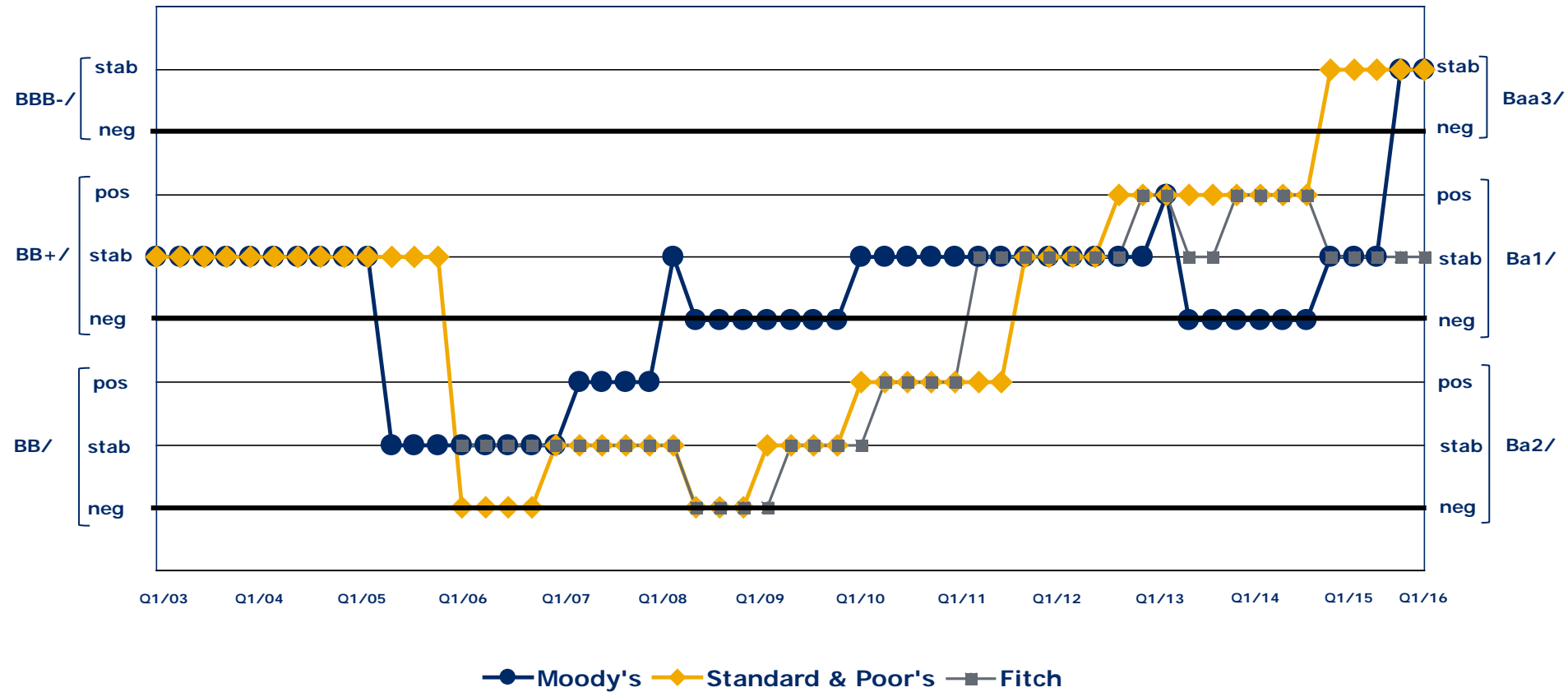


1 – At annual average FX rates for both EBITDA and net debt

2 – Before special items

3 – 2011 – 2014 adjusted due to debt issuance cost restatement (U.S. GAAP standard ASU 2015-03)

Fresenius SE & Co. KGaA: Rating Development over time





A Leading Global Healthcare Group

