

### A LEADING GLOBAL HEALTHCARE COMPANY



Danske Bank German Corporate Day - May 30, 2016



#### 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 HEALTHCARE PRODUCTS AND SERVICES





# STRONG, DIVERSIFIED PRODUCT AND SERVICE PORTFOLIO













Dialysis Products Healthcare Services

Sales 2015: US\$16.7 bn



Ownership: 100%

Hospital Supplies and Services

Sales 2015: €6.0 bn



Ownership: 100%

**Hospital Operations** 

Sales 2015: €5.6 bn



Ownership: 77%

Hospital Projects and Services

Sales 2015: €1.1 bn



# FRESENIUS MEDICAL CARE: GLOBAL DIALYSIS MARKET LEADER

- The world's leading provider of dialysis products and services treating 294,043 patients in 3,432 clinics<sup>1</sup>
- 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 2015: ~US\$73 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 Mar 31, 2016



# 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

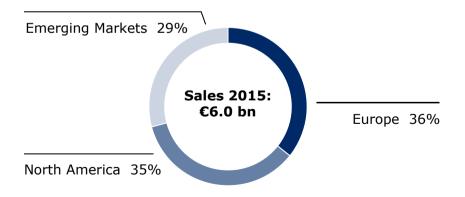


Focus on organic growth through geographic product rollouts and new product launches

#### Market Dynamics

Global Addressable Market 2015: >€33 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



#### Market Dynamics

German Acute Care Hospital Market: ~€91 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
- ~1.3 million inpatient admissions
- ~3.4 million outpatient admissions

<sup>&</sup>lt;sup>1</sup> German Federal Statistical Office 2015; total costs, gross of the German hospitals less academic research and teaching

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



#### **FRESENIUS VAMED:**

#### LEADING GLOBAL HOSPITAL PROJECTS AND SERVICES SPECIALIST

 Manages hospital construction/expansion projects (51% of sales) and provides services (49% of sales) for health care facilities worldwide



Services



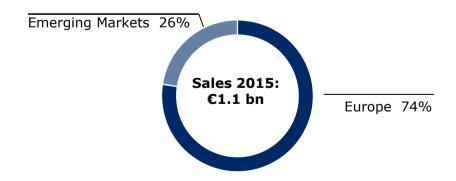
- Offers project development, planning, turnkey construction, maintenance as well as technical management, and total operational management
- Strong track record: More than 760 projects in 78 countries completed

#### Market Dynamics

#### Growth Drivers:

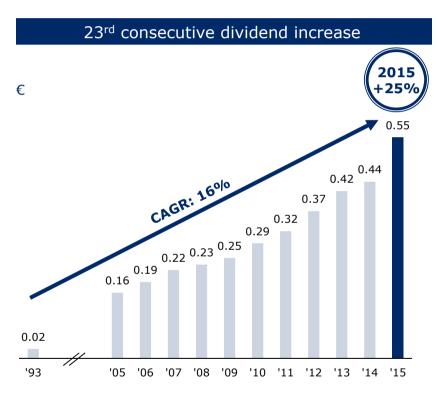
Emerging Market demand for building and developing hospital infrastructure

Outsourcing of non-medical services from public to private operators



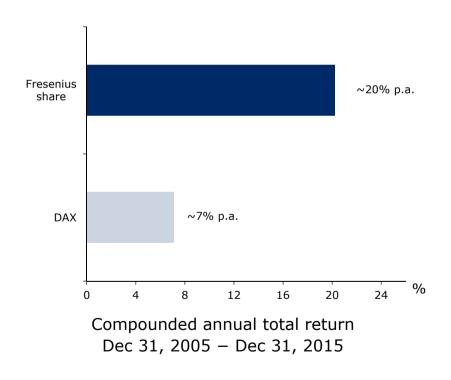


# FRESENIUS GROUP: DIVIDEND DEVELOPMENT AND TOTAL SHAREHOLDER RETURN



Dividend growth aligned to EPS growth Pay-out ratio: 21%

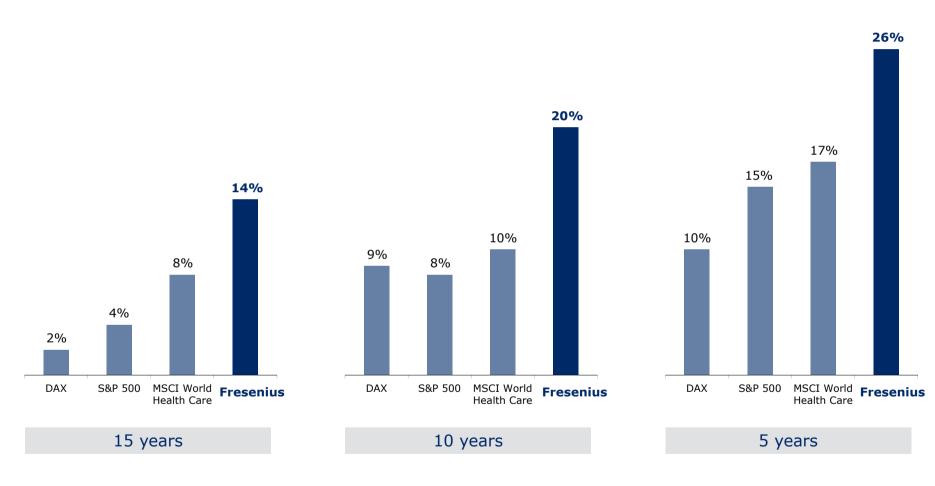
#### Total Return: Fresenius outperforms index



Source: Bloomberg; dividends reinvested



# TOTAL SHAREHOLDER RETURN CAGR, ROUNDED



Source: Bloomberg; dividends reinvested



#### **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



## **FINANCIALS Q1/2016**











## FRESENIUS GROUP: Q1/2016 FINANCIAL RESULTS

Q1/2016	Q1/2015
€6,914 m	€6,483 m
7%	13%
7%	24%
€959 m	€851 m
11%	18%
13%	32%
€362 m	€292 m
23%	16%
24%	28%
	€6,914 m 7% 7%  €959 m 11% 13%  €362 m 23%

<sup>&</sup>lt;sup>1</sup> 2015 before special items



# FRESENIUS GROUP: Q1/2016 FINANCIAL RESULTS BY BUSINESS SEGMENT

		Q1/2016	Q1 YoY
FRESENIUS MEDICAL CARE	Sales	US\$4,205 m	6%
	EBIT	US\$540 m	<b>7</b> %
FRESENIUS KABI	Sales	€1,470 m	5%
	EBIT¹	€309 m	20%
FRESENIUS	Sales	€1,435 m	3%
HELIOS	EBIT¹	€159 m	8%
FRESENIUS VAMED	Sales	€218 m	5%
	EBIT	€7 m	0%

For a detailed overview of special items please see the reconciliation table on slide 26.

Growth

<sup>&</sup>lt;sup>1</sup> 2015 before special items



### **Q1/2016 BUSINESS SEGMENT UPDATE**



### Strong start into fiscal year 2016

#### Regional development

#### **North America**

- IV drug shortages continue; 20 Kabi-marketed products currently designated in shortage
- 3 product launches YTD
- Confirm roughly flat FY/16 organic sales growth expectation, based on tough comps starting Q2/16

#### **Europe**

- Lower contract manufacturing sales volume expected until later in 2016
- Confirm FY/16 outlook of low to mid single-digit organic sales growth

#### **Emerging Markets**

- China: 8% organic sales growth; fewer tenders completed than anticipated; continued double-digit volume growth still expected
- Asia Pacific ex China: Ongoing recovery, 5% organic sales growth
- Latin America/Africa standing out with 21% organic sales growth
- Fully on track to meet FY/16 outlook of mid to high single-digit organic sales growth



### Q1/2016 BUSINESS SEGMENT UPDATE



## Hospital business fully on track

- Organic sales (+3%) and EBIT growth (+8%) fully in line with Q1 expectations
- Acquisition of 500-bed municipal hospital in Velbert closed; consolidation as of May 1, 2016
- First university hospital (Munich) joining 'Wir für Gesundheit' network
- Fully on track to meet FY/16 outlook



### Organic sales growth in line with expectations

- Project and service businesses contributing equally (both +6%) to organic sales growth
- Strong order intake of €237 m in Q1/16 (Q1/15: €192 m)
- Fully on track to meet FY/16 outlook



# FRESENIUS GROUP: 2016 FINANCIAL OUTLOOK BY BUSINESS SEGMENT

Fresenius Kabi	Sales growth organic EBIT constant currency	low single-digit roughly flat	<b>/</b>
Fresenius	Sales growth organic	3% – 5%	<b>*</b>
Helios	EBIT	€670 – 700 m	
Fresenius	Sales growth organic	5% - 10%	<b>/</b>
Vamed	EBIT growth	5% - 10%	



### FRESENIUS GROUP: 2016 FINANCIAL GUIDANCE

Sales growth constant currency	6% - 8%	
Net income growth <sup>1</sup> constant currency	8% - 12%	

<sup>&</sup>lt;sup>1</sup> Net income attributable to shareholders of Fresenius SE&Co. KGaA; 2015 before special items



# FRESENIUS GROUP: MID-TERM GROWTH TARGETS

FY 2019

€36 - 40 billion in sales

€2.0 - 2.25 billion in net income

- At comparable exchange rates
- Includes small and mid-size acquisitions
- EAT CAGR at mid-point of mid-term target: 10.5 %
   (Previous implied EAT CAGR of mid-term target: 8.4 %)



### **ATTACHMENTS**











# FRESENIUS GROUP: PROFIT AND LOSS STATEMENT

		_		Growth Q1 YoY
€m	Q1/2016	Q1/2015	actual rates	constant rates
Sales	6,914	6,483	7%	7%
EBIT <sup>1</sup>	959	851	13%	11%
Net interest	-152	-165	8%	8%
Income taxes <sup>1</sup>	-229	-207	-11%	-10%
Net income <sup>2</sup>	362	292	24%	23%

<sup>&</sup>lt;sup>1</sup> 2015 before special items

<sup>&</sup>lt;sup>2</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA; 2015 before special items For a detailed overview of special items please see the reconciliation table on slide 26.



## FRESENIUS KABI: STRONG ORGANIC SALES GROWTH IN Q1/2016

Total sales	1,470	1,394	10%
Medical Devices/ Transfusion Technology	245	246	2%
Clinical Nutrition	378	372	8%
Infusion Therapy	202	231	5%
IV Drugs	645	545	18%
€m	Q1/2016	Q1/2015	Organic Growth



## FRESENIUS KABI: STRONG ORGANIC SALES GROWTH IN Q1/2016

€m	Q1/2016	Q1/2015	Organic Growth
Europe	512	518	1%
North America	576	473	20%
Asia-Pacific	254	268	7%
Latin America/Africa	128	135	21%
Total sales	1,470	1,394	10%



## FRESENIUS KABI: STRONG EBIT GROWTH IN Q1/2016

€m	Q1/2016	Q1/2015	Growth Q1 YoY constant rates
Europe	<b>78</b>	83	<b>-4%</b>
Margin	15.2%	16.0%	-80 bps
North America	233	176	<b>30%</b>
Margin	40.5%	37.2%	330 bps
Asia-Pacific/Latin America/Africa	69	63	14%
	18.1%	15.6%	250 bps
Corporate and Corporate R&D	-71	-65	-14%
Total EBIT Margin	<b>309</b> 21.0%	<b>257</b> 18.5%	<b>19%</b> 250 bps

2015 before special items

For a detailed overview of special items please see the reconciliation table on slide 26.



# FRESENIUS HELIOS: ORGANIC SALES GROWTH FULLY IN LINE WITH EXPECTATION

€m	Q1/2016	Q1/2015	Growth
Established clinic portfolio	1,433	1,391	3%
Acquisitions (consolidation <1 yr)	2	-	-
Total sales	1,435	1,391	3%



### FRESENIUS HELIOS: STRONG EBIT MARGIN INCREASE

€m	Q1/2016	Q1/2015	Growth Q1 YoY
Total sales	1,435	1,391	3%
EBIT Established clinic portfolio Margin	159 11.1%	147 10.6%	<b>8%</b> 50 bps
Acquisitions / Divestitures (consolidation / deconsolidation <1 yr) Margin	0.0%		
Total EBIT Margin	<b>159</b> 11.1%	<b>147</b> 10.6%	<b>8%</b> 50 bps

For a detailed overview of special items please see the reconciliation table on slide 26.



# FRESENIUS HELIOS: PERFORMANCE INDICATORS

No. of hospitals <sup>1</sup> - Acute care clinics - Post-acute care clinics
No. of beds <sup>1</sup> - Acute care clinics - Post-acute care clinics
Admissions - Acute care (inpatient)
Occupancy - Post-acute care
Average length of stay (days) - Acute care <sup>2</sup> - Post-acute care

Q1/2016	Q1/2015	Change
111 87 24	111 87 24	0% 0% 0%
34,011 28,899 5,112	34,076 28,914 5,162	0% 0% -1%
308,586	305,905	1%
76%	78%	
6.4 25.3	6.6 26.8	

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

<sup>&</sup>lt;sup>2</sup> German average (2014): 7.4



# FRESENIUS HELIOS: ACQUISITIONS / DIVESTITURES – CONSOLIDATION EFFECTS

Acquisitions	Annualized sales				
Diekholzen	~€8 m	consolidated as of April 1, 2015			
Velbert/Niederberg	~€69 m (2015)	consolidated as of May 1, 2016			



# FRESENIUS HELIOS: 2015 CLINIC DEVELOPMENT PLAN

#### Years in Portfolio

	<1	1	2	3	4	5 <sup>1</sup>	6	>6	Total <sup>1</sup>
No. of clinics	1	-	-	12	3	40	-	55	111
Revenue (€m)	7	-	-	410	173	2,002	-	2,837	5,429
Target EBIT margin (%) EBIT (€m)	-	2.0	4.0	6.0 24.6	8.0 13.8	10.0 200.2	12.0	12.0 - 15.0 340.5	579.1
Reported EBIT margin (%) EBIT (€m)	6.2 0.4	-	-	9.8 40.1	6.9 11.9	10.4 207.9	-	13.2 373.3	11.7 633.6
No. of clinics > target No. of clinics < target	-	-	-	8 4	1 2	19 21	-	25 30	53 57

¹ Includes all hospitals acquired from Rhön Klinikum, €12 m integration costs allocated to individual hospitals.



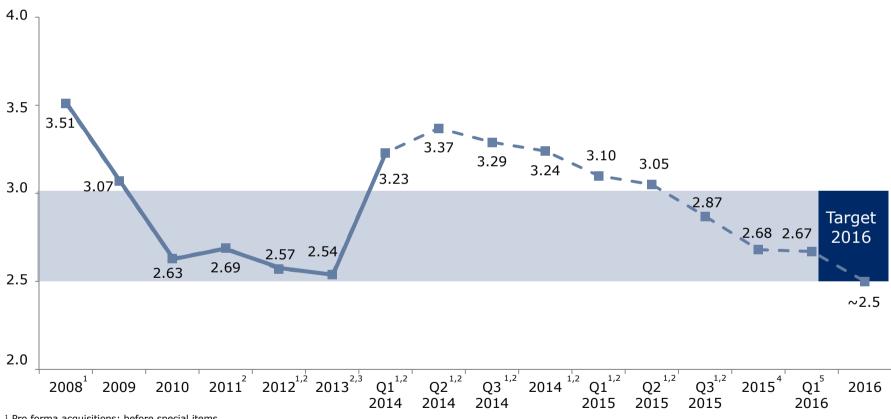
## **FRESENIUS VAMED: STRONG ORDER INTAKE**

€m	Q1/2016	Q1/2015	Growth
Project business	85	80	6%
Service business	133	128	4%
Total sales	218	208	5%
Total EBIT Margin	7 3.2%	7 3.4%	0% -20 bps
Order intake <sup>1</sup>	237	192	23%
Order backlog <sup>1</sup>	1,803	1,650 <sup>2</sup>	9%

<sup>&</sup>lt;sup>1</sup> Project business only <sup>2</sup> December 31, 2015



#### FRESENIUS GROUP: LEVERAGE RATIO



<sup>&</sup>lt;sup>1</sup> Pro forma acquisitions; before special items

<sup>&</sup>lt;sup>2</sup> Adjusted due to debt issuance cost restatement (U.S. GAAP standard ASU 2015-03)

<sup>&</sup>lt;sup>3</sup> Pro forma excluding advances made for the acquisition of hospitals from Rhön-Klinikum AG; before special items

<sup>&</sup>lt;sup>4</sup> Before special items

<sup>&</sup>lt;sup>5</sup> 2015 before special items



### **CASH FLOW DEVELOPMENT**

	(	Operating CF		Capex (net)	Free Cash Flow <sup>1</sup>		
€m	Q1/2016	LTM Margin	Q1/2016	LTM Margin	Q1/2016	LTM Margin	
FRESENIUS KABI	124	15.8%	-67	-5.4%	57	10.4%	
FRESENIUS HELIOS	66	10.1%	-37	-4.9%	29	5.2% <sup>3</sup>	
FRESENIUS VAMED	-18	6.4%	-2	-1.1%	-20	5.3%	
Corporate/Other	-1	n.a.	-3	n.a.	-4	n.a.	
F FRESENIUS excl. FMC	171	13.1% <sup>2</sup>	-109	-4.9%	62	8.2% <sup>2</sup>	
F FRESENIUS Group	334	11.2%	-332	-5.5%	2	5.7%	

Before acquisitions and dividends
 Margin incl. FMC dividend
 Understated: 6.0% excluding €46 million of capex commitments from acquisitions



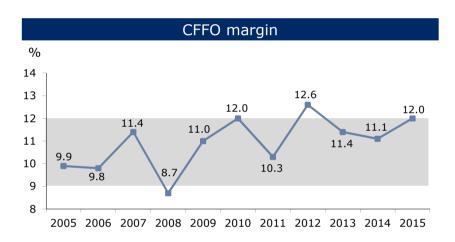
### **CASH FLOW DEVELOPMENT LTM**

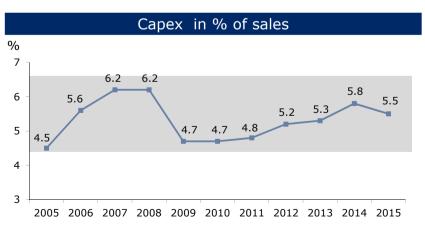
	(	Operating CF		Capex (net)	Free Cash Flow <sup>1</sup>		
€m	LTM Q1/2016	LTM Margin	LTM Q1/2016	LTM Margin	LTM Q1/2016	LTM Margin	
FRESENIUS KABI	954	15.8%	-326	-5.4%	628	10.4%	
FRESENIUS HELIOS	570	10.1%	-278	-4.9%	292	5.2%3	
FRESENIUS VAMED	72	6.4%	-12	-1.1%	60	5.3%	
Corporate/Other	1	n.a.	-13	n.a.	-12	n.a.	
F FRESENIUS excl. FMC	1,671	13.1%²	-629	-4.9%	1,042	8.2% <sup>2</sup>	
F FRESENIUS Group	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

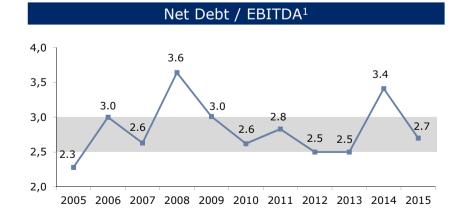


# FRESENIUS GROUP: CONSISTENT CASH GENERATION AND PROVEN TRACK RECORD OF DELEVERAGING





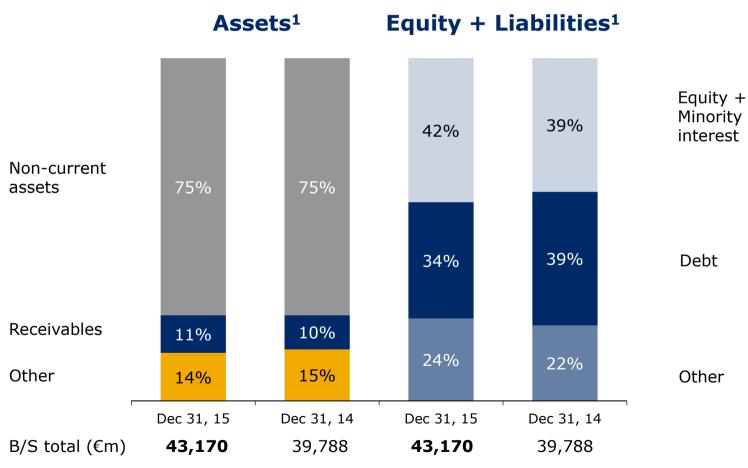




<sup>&</sup>lt;sup>1</sup> 2011-2015 adjusted due to debt issuance cost restatement (U.S. GAAP standard ASU 2015-03)



# FRESENIUS GROUP: SOLID BALANCE SHEET STRUCTURE



<sup>&</sup>lt;sup>1</sup> Adjusted due to debt issuance cost restatement (U.S. GAAP standard ASU 2015-03)



# RECONCILIATION ACCORDING TO U.S. GAAP Q1 2016 / Q1 2015

The Group's U.S. GAAP financial results as of March 31, 2016 do 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	•	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
Noncontrolling interest	-187				-187
Net income attributable to shareholders of Fresenius SE &	202	7	2	24	217
Co. KGaA	292	-7	-2	34	317

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



#### **SHARE INFORMATION**

### **Share key facts**

Number of shares<sup>1</sup> 545,810,836

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 March 31, 2016



### **FINANCIAL CALENDAR 2016**

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**

**Investor Relations** 

Fresenius SE & Co. KGaA

phone: +49 6172 608-2485

e-mail: ir-fre@fresenius.com

For further information and current news: www.fresenius.com