

## Morgan Stanley Global Healthcare Conference



13 September 2016

## Safe Harbor Statement

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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.

# Acquisition of Quirónsalud: Transaction Highlights

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✓ **Market leader** in size and quality with **excellent growth prospects**

✓ Strong management team with **proven track record** and **ongoing commitment** to Fresenius

✓ Combination forms powerful platform for **knowledge & best practice transfer**

✓ Substantial **cost and growth synergies**

✓ **Highly accretive from 2017** – leverage back to current levels after 1.5 years

✓ **New mid-term targets** for **Fresenius Group** as part of its FY 2016 reporting



# Excellent Reputation in the Spanish Hospital Market

Market leader

Quality leader

Nationwide footprint



Economies of scale

Strong revenue  
growth potential

Payor diversity /  
strong revenue base

# Quirónsalud – Corporate History

CVC



- #1 private hospital group in Spain
- €926m revenue in 2014
- 70% of revenue from NHS



- #2 private hospital group in Spain
- €823m revenue in 2014
- 95% of revenue from HIC

## Further acquisitions of hospitals

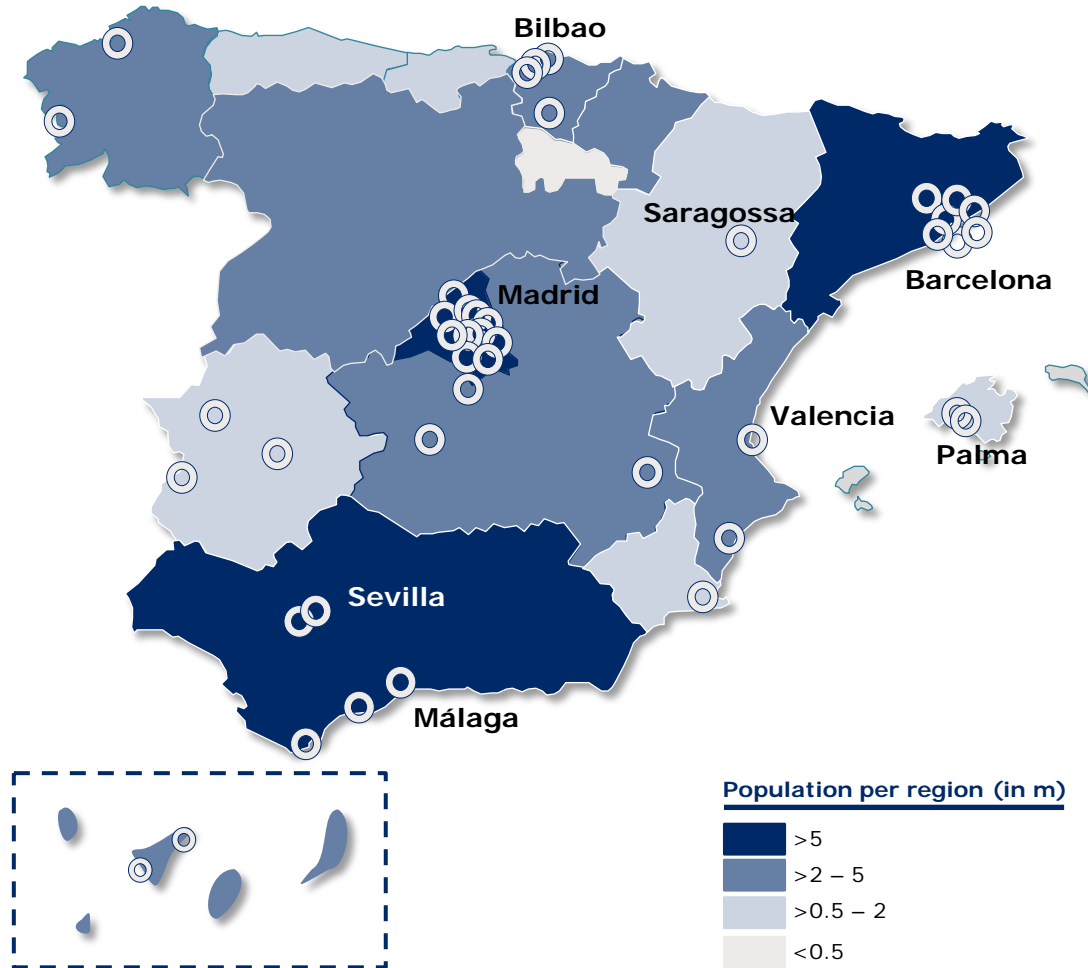


## New business segment "ORP"



NHS = National Health Care System; HIC = Health Insurance Companies; ORP = Occupational risk prevention

# Hospital Network With Clear Focus on Large Metropolitan Areas



43 hospitals,  
39 outpatient centers  
~300 ORP centers



~€2.5bn Sales (2016e)



€460 - 480m EBITDA  
(2016e)



6,600 beds and  
35,000 staff



9.4m outpatient  
admissions p.a.



320,000 inpatient  
admissions p.a.

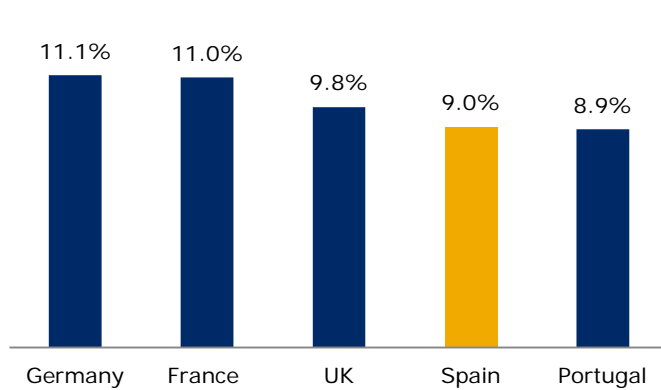


# Spanish Health Care Market – Key Facts



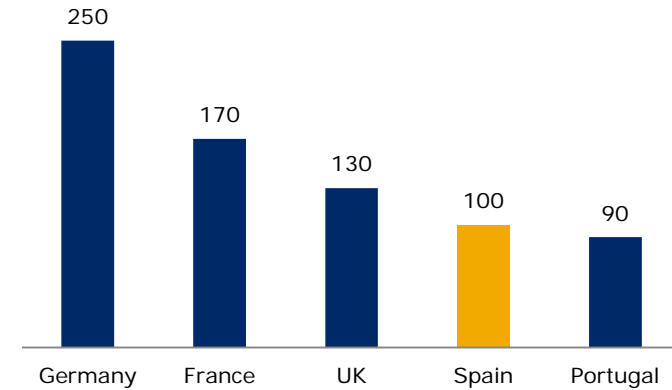
## Total health care expenditure

(% of GDP)



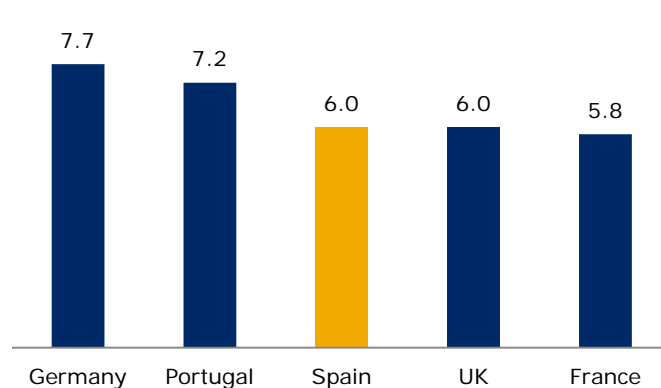
## Hospital discharges

(per 1,000 inhabitants)



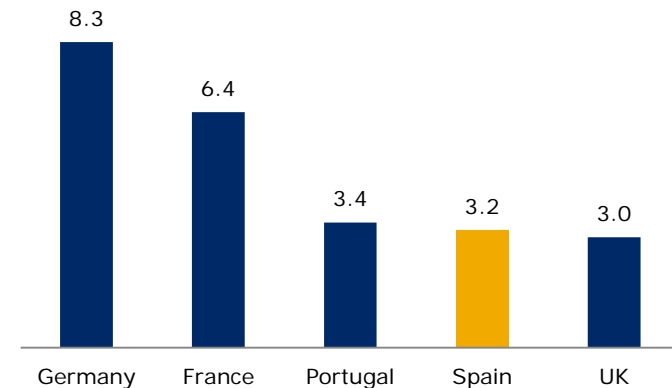
## Average length of stay

(days)



## Hospital beds

(per 1,000 inhabitants)



Source: OECD

# Private Health Care System in Spain



NHS	Public insurance tax-funded	Public insurance funded by social security contributions	
HIC	Private full coverage insurance <b>additional to</b> public insurance	Private full coverage insurance <b>instead of</b> public insurance	Complement- ary private insurance
ACCESS	Available for everyone	Employees with annual salary > ~€56,000 civil servants, self employed	
DURATION	Short-term contracts (1y), facilitate termination and switch	Switch from private to other private or public insurance complicated	
QUANTITY	9.4 million insurance holders ~20% of total population*	8.8 million insurance holders ~11% of total population	
PREMIUM Ø	€70 per month	€240 per month	

NHS = National Health Care System; HIC = Health Insurance Companies

\* Expectation: mid-term CAGR +1.5%



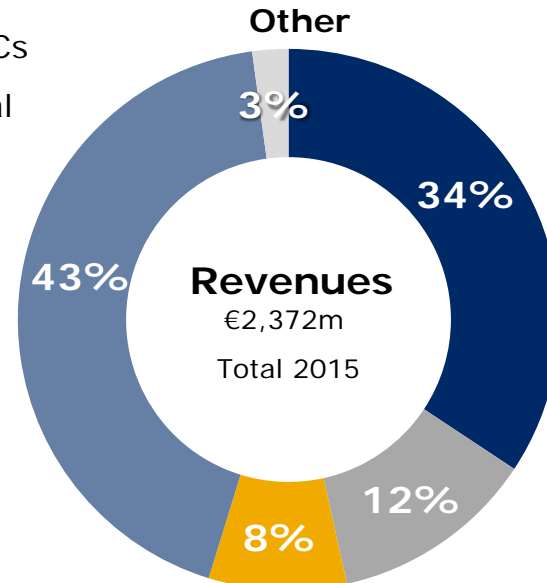
# Broad Revenue Base of Quirónsalud Driven by Diversified Payor and Patient Split

## Private - HIC

- **Agreements with all** relevant HICs
- **Full reimbursement** of all medical services

## Self pay

- **Treatments not covered by HIC/NHS** (e.g. plastic surgery, dental and drugs)
- **Medical tourism**



## Public – NHS (PPPs)

- **5 long-term concession hospitals** 4 in Madrid and 1 in Barcelona
- **Remuneration per capita** within assigned coverage area, **additional remuneration** for “free-choice” patients

## Occupational Risk Prevention

- **Only private hospital provider with ORP services** in Spain  
~ 300 centers:  
>4m employees contracted;  
>1.7m check-ups p.a.
- **Cross-selling opportunities**

HIC = Health Insurance Companies; NHS = National Health Care System

# Structural Growth Drivers

Health care expenditure per capita in Spain below EU average

Close dovetailing of inpatient and outpatient care

Public – NHS (PPPs)

Expansion of existing facilities

Greenfield projects

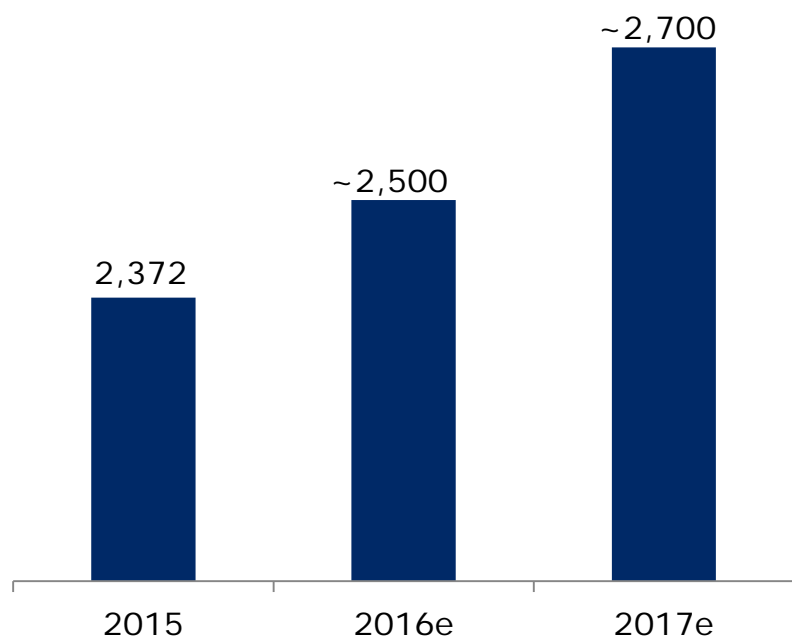
Acquisition of private hospitals



# Financial Outlook

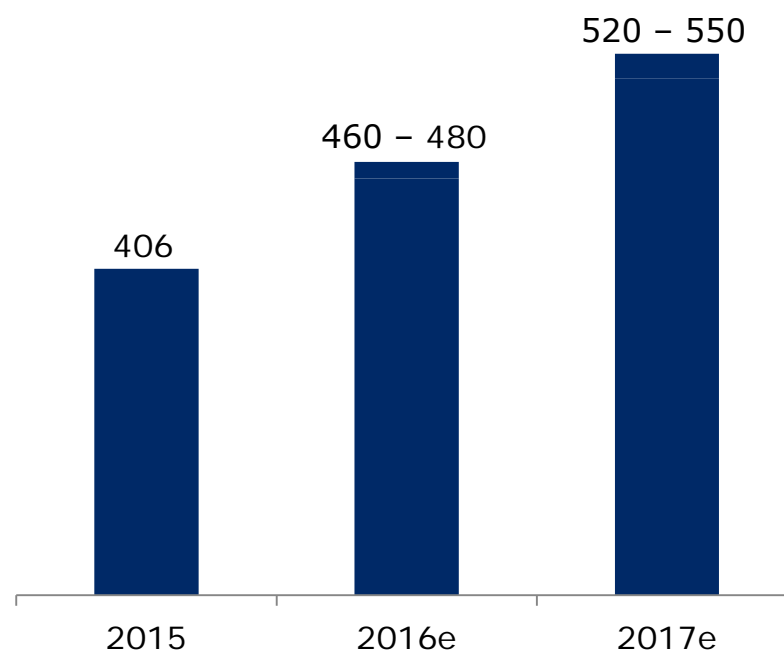
## Sales

€m



## EBITDA

€m



## Financially Sound Acquisition (I)

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<b>Depreciation</b>	<ul style="list-style-type: none"><li>• <b>~4% of sales in FY16;</b> good proxy for following years</li></ul>
<b>Amortization</b>	<ul style="list-style-type: none"><li>• Initially <b>~€150m<sup>1</sup> p.a.</b></li></ul>
<b>Cost of Debt</b>	<ul style="list-style-type: none"><li>• <b>~2.0%</b></li></ul>
<b>Tax rate</b>	<ul style="list-style-type: none"><li>• <b>25%</b></li></ul>
<b>EAT bef. amortization</b>	<ul style="list-style-type: none"><li>• 2017e <b>&gt;€200m</b></li></ul>
<b>CAPEX</b>	<ul style="list-style-type: none"><li>• <b>~4% of sales in FY16;</b> good proxy for following years</li></ul>

<sup>1</sup> preliminary, before final PPA

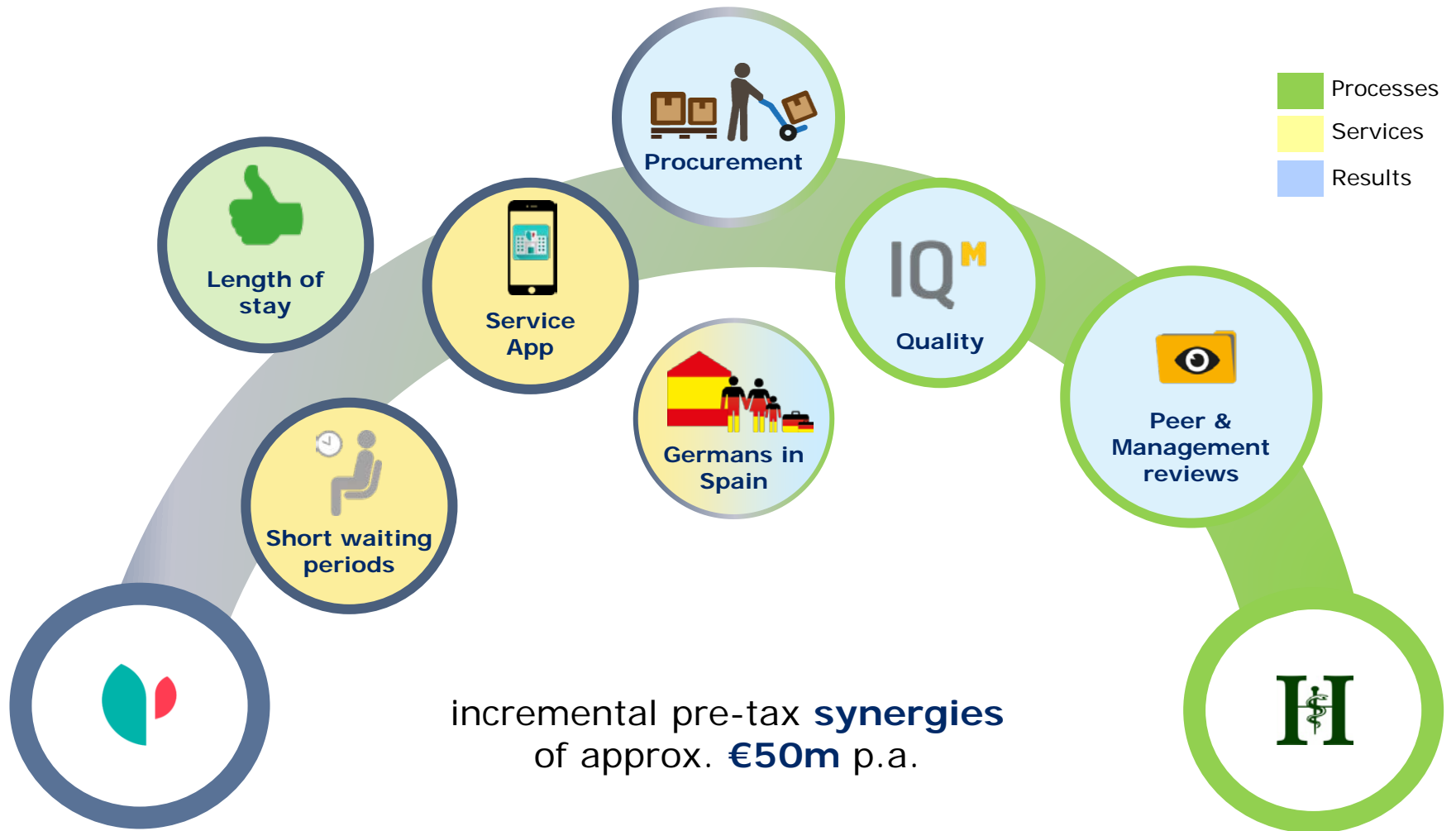
## Financially Sound Acquisition (II)

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<b>Total consideration</b>	<ul style="list-style-type: none"><li>• <b>€5.76 billion</b> (on a cash and debt-free basis)</li><li>• Approx. <b>10.8x<sup>1</sup> EBITDA</b> 2017e</li></ul>
<b>Financing</b>	<ul style="list-style-type: none"><li>• <b>Issuance of ~6.1m shares</b> valued at <b>€400 million</b> to Victor Madera</li><li>• Balance of the purchase price <b>debt-financed</b></li></ul>
<b>Net debt/EBITDA</b>	<ul style="list-style-type: none"><li>• 2016 pro forma <b>~3.1x</b></li><li>• 2017e <b>back within 2.5 – 3.0x</b> range</li></ul>

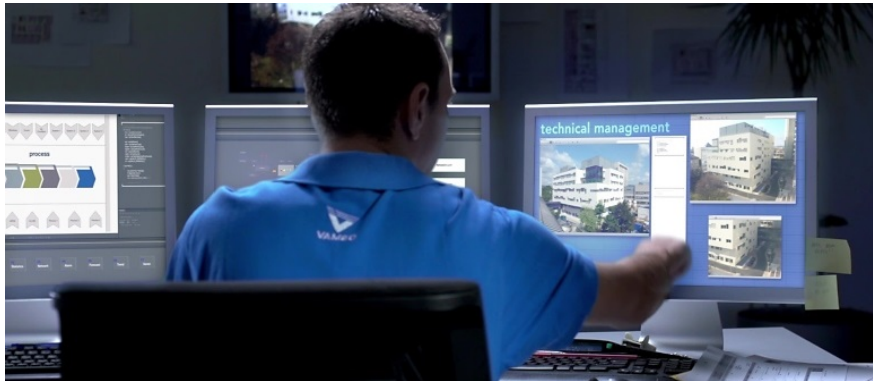
<sup>1</sup> based on mid-point of projected 2017 EBITDA range of €520 – €550m

# Integration by Interaction



# Fresenius

## A Global Leader In HealthCare Products And Services



# A Global Leader In HealthCare Products And Services

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**~€27.6 bn in Sales**  
(as of Dec. 31, 2015)

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**Strong portfolio  
of products** (30% of sales)  
**and services** (70% of sales)

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**Total Shareholder Return:  
10-year CAGR: ~20%**

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**Global presence in  
100+ countries**

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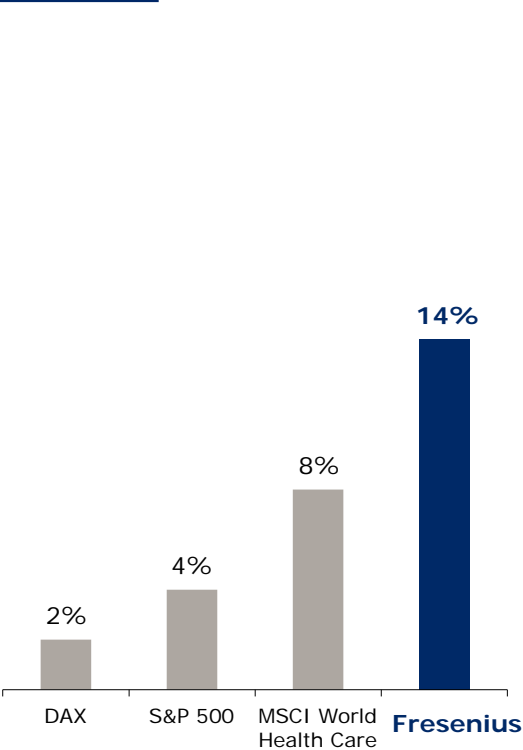
**222,000+ employees  
worldwide**  
(as of Dec 31, 2015)

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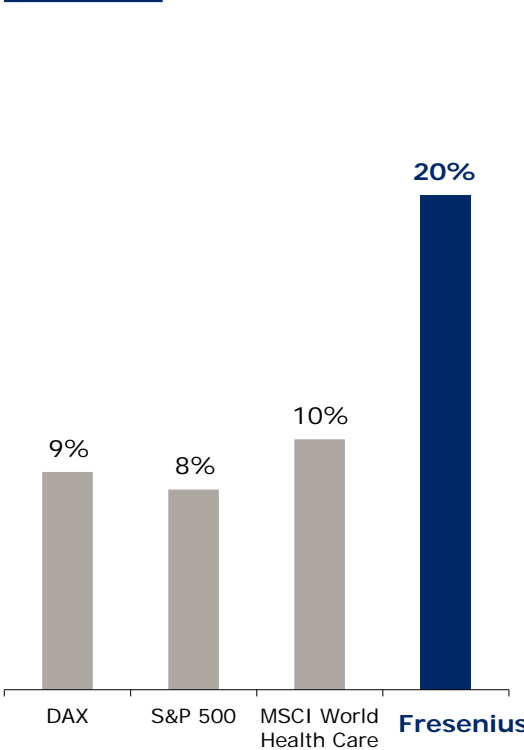


# Total Shareholder Return – CAGR, rounded

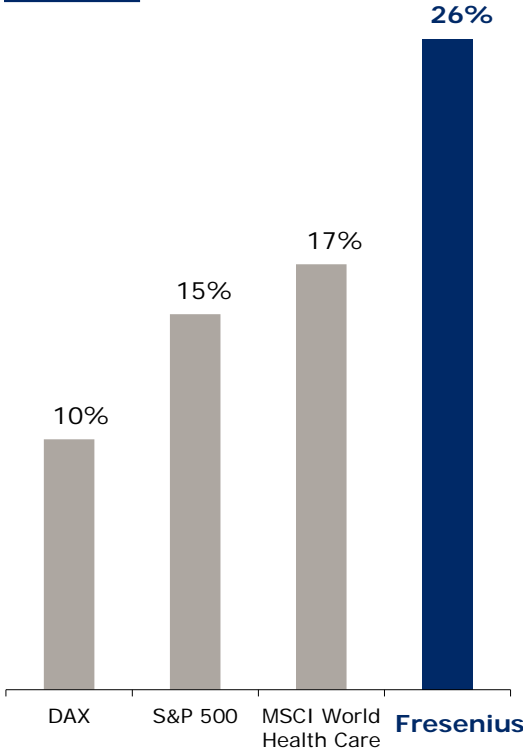
## 15 years



## 10 years



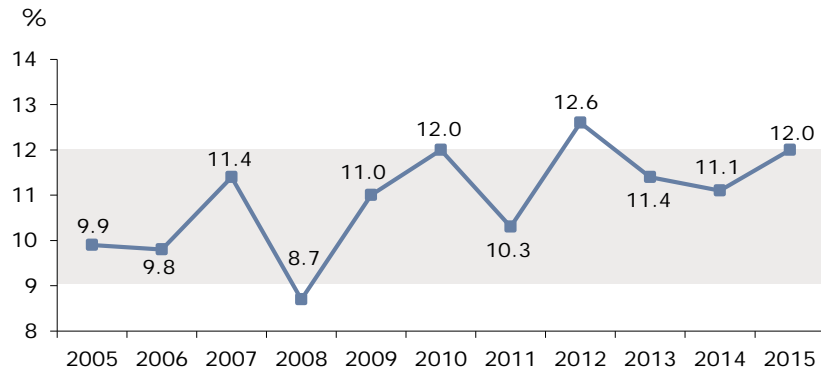
## 5 years



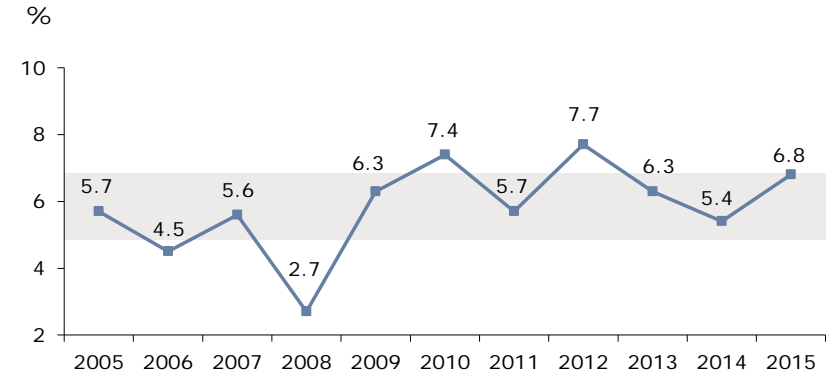
Source: Bloomberg; dividends reinvested

# Fresenius Group: Consistent Cash Generation And Proven Track Record of Deleveraging

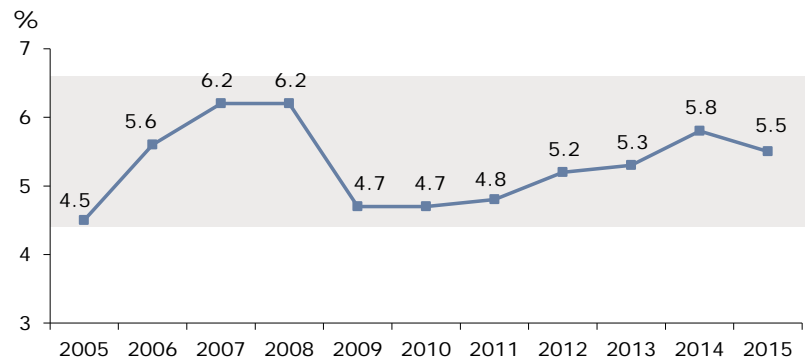
## CFFO margin



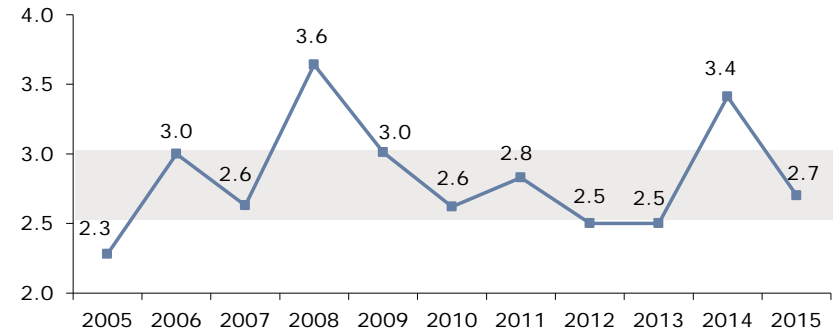
## FCF margin (before acquisitions & dividends)



## Capex in % of sales

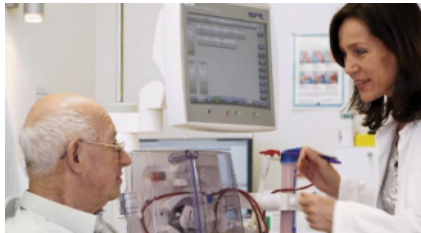


## Net Debt / EBITDA<sup>1</sup>



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

# Strong, Diversified Product And Service Portfolio



Ownership: 31%



Ownership: 100%



Ownership: 100%



Ownership: 77%

Dialysis Products  
Healthcare Services

Hospital Supplies  
and Services

Hospital Operations

Hospital Projects  
and Services

**Sales 2015: US\$16.7 bn**

**Sales 2015: €6.0 bn**

**Sales 2015: €5.6 bn**

**Sales 2015: €1.1 bn**

# Fresenius Medical Care: Global Dialysis Market Leader

- The world's leading provider of dialysis products and services treating 301,548 patients in 3,504 clinics<sup>1</sup>
- Provide highest standard of product quality and patient care

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 Dialysis products

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 Dialysis services

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 Complete therapy offerings

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- 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 Jun 30, 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



Generic IV Drugs



Clinical Nutrition



Infusion Therapy



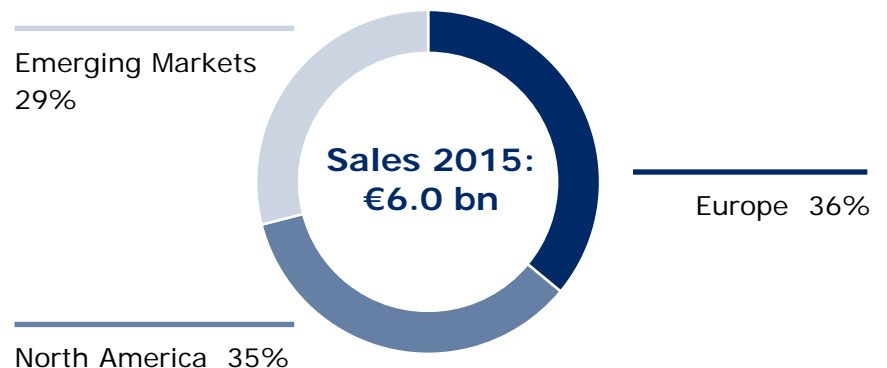
Medical Devices / Transfusion Technology

- 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

 Acute Care

 Rehab

 Outpatient

## Market Dynamics

German Acute Care Hospital Market: ~€91 bn<sup>1</sup>

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>2</sup>**



112 hospitals

>34,000 beds

~1.3 million inpatient admissions

~3.4 million outpatient admissions

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

<sup>2</sup> As of June 30, 2016

# Fresenius Vamed: Leading Global hospital Projects And Services Specialist

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



Projects

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Services

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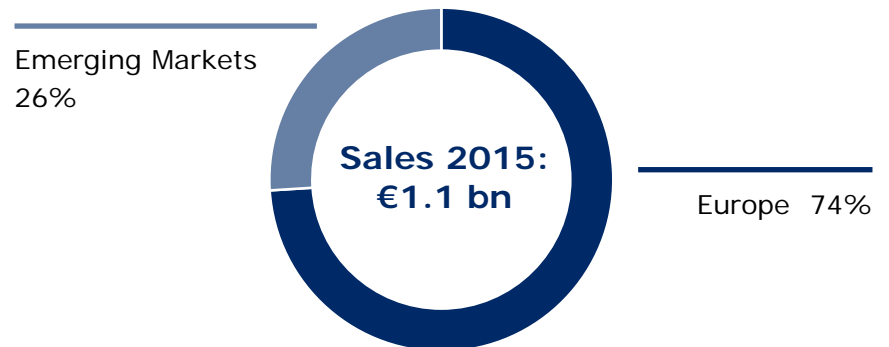
- Offers project development, planning, turnkey construction, maintenance as well as technical management, and total operational management
- Strong track record: More than 760 projects in 78 countries completed

## 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: 2016 Financial Outlook by Business Segment

		Old	New	
 <b>FRESENIUS KABI</b>	<b>Sales growth</b> organic	low single-digit	3% – 5%	⬆️
	<b>EBIT</b> constant currency	roughly flat	3% – 5%	⬆️
 <b>FRESENIUS HELIOS</b>	<b>Sales growth</b> organic	3% – 5%	unchanged	☑️
	<b>EBIT</b>	€670 – 700 m	unchanged	☑️
 <b>FRESENIUS VAMED</b>	<b>Sales growth</b> organic	5% – 10%	unchanged	☑️
	<b>EBIT growth</b>	5% – 10%	unchanged	☑️



# Fresenius Group: 2016 Financial Guidance

		2015	2016		
		Actual	Old	New	
 <b>FRESENIUS</b>	<b>Sales growth</b> constant currency	€27.6 bn	6% – 8%	unchanged 	
	<b>Net income<sup>1</sup> growth</b> constant currency	€1,423 m	8% – 12%	11% – 14% 	

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

## Fresenius Group: Confirming mid-term growth targets

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2019:

€36 - 40 billion in sales

€2.0 - 2.25 billion in net income

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At **comparable exchange rates**

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Includes **small** and **mid-size acquisitions**

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**EAT CAGR** at mid-point of mid-term target: **10.5%**  
(Previous implied EAT CAGR of mid-term target: 8.4%)

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

# Financials Q2/16

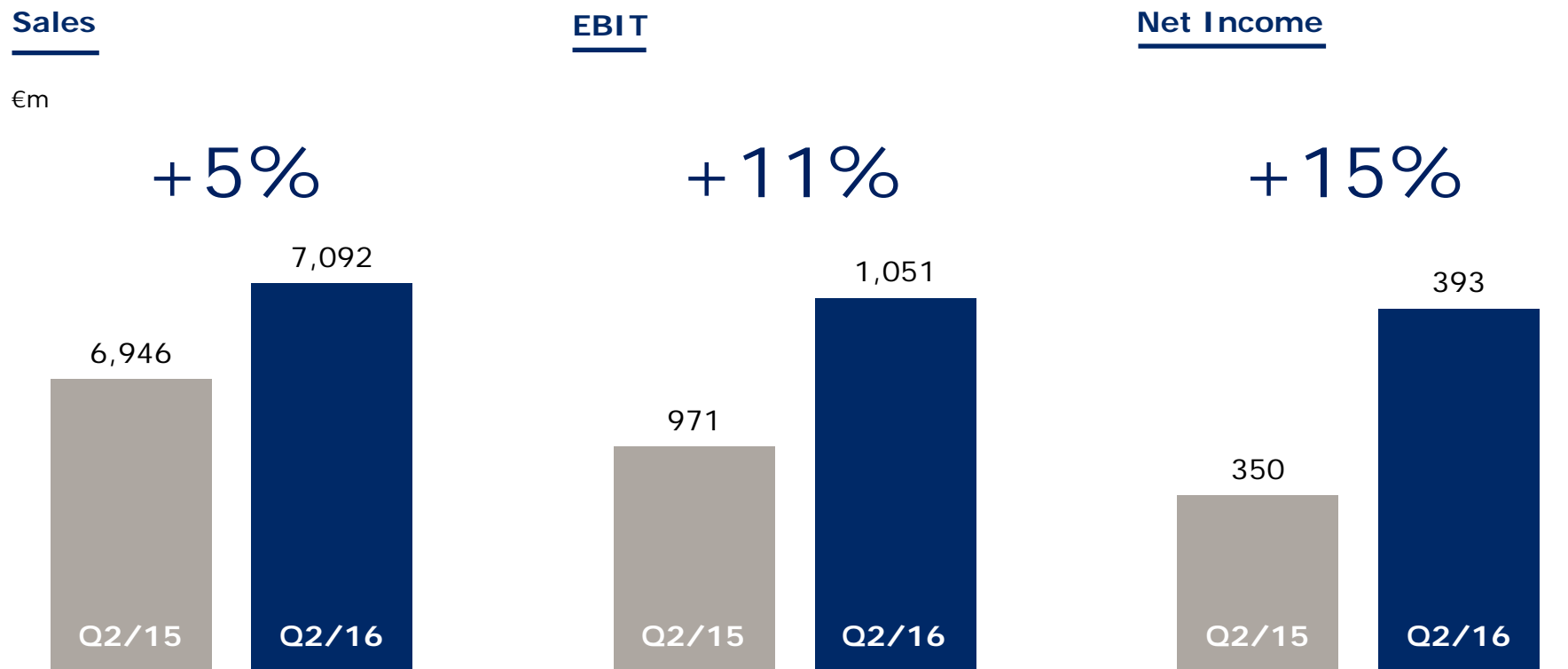


## Fresenius Group: Q2/16 Highlights

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-  **50<sup>th</sup> consecutive quarter of earnings growth YoY**
-  **Double-digit earnings growth** in constant currency
-  **All four business segments** contributed to **organic growth**
-  **Group earnings guidance** raised to **11 to 14 %**
-  **Mid-term growth targets confirmed**

# Fresenius Group: Key Financials Q2/16



Constant currency growth rates  
2015 EBIT before special items  
Net income attributable to shareholders of Fresenius SE & Co. KGaA; 2015 before special items

# Fresenius Group: Profit and Loss Statement

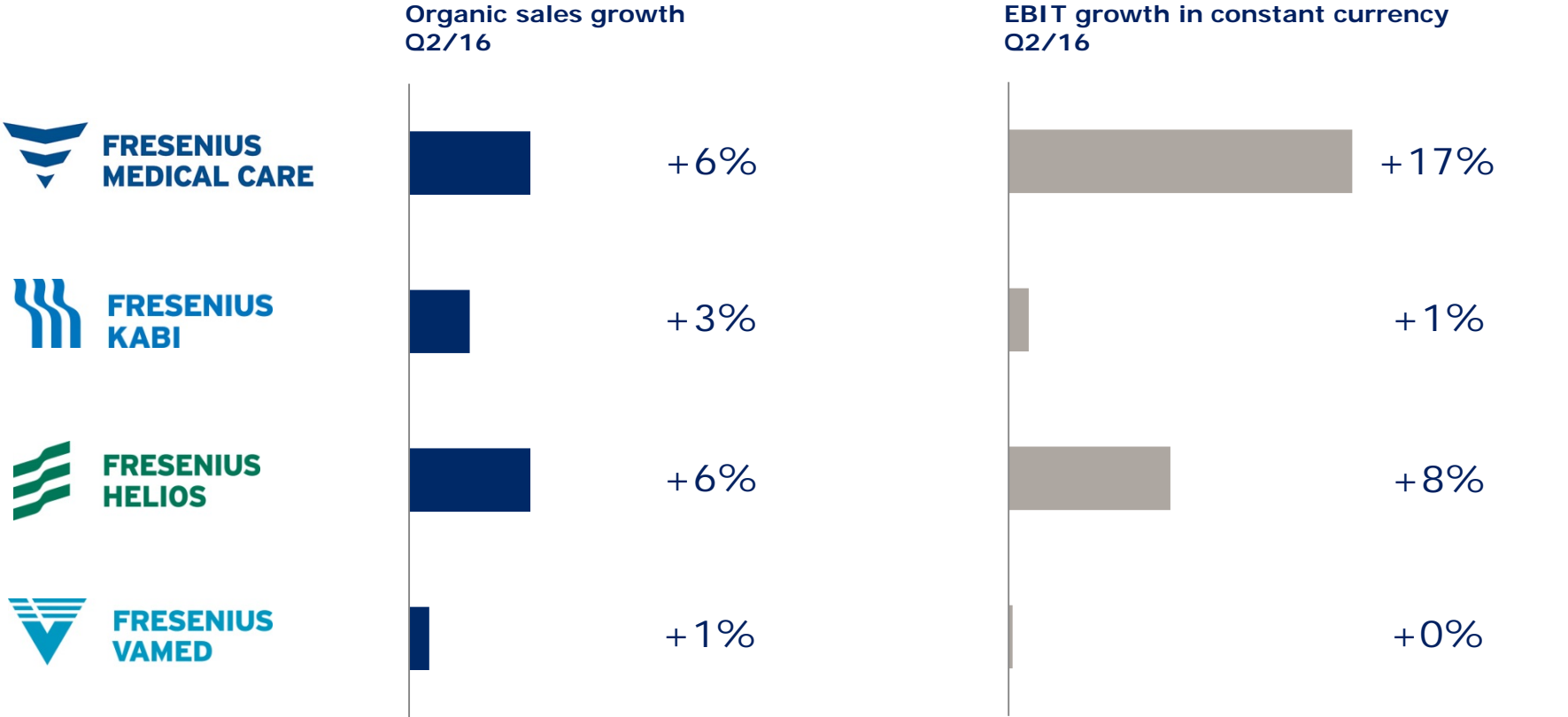
€m	Q2/2016	Growth Q2 YoY constant rates	H1/2016	Growth H1 YoY constant rates
Sales	<b>7,092</b>	5%	<b>14,006</b>	6%
EBIT <sup>1</sup>	<b>1,051</b>	11%	<b>2,010</b>	11%
Net interest	<b>-139</b>	14%	<b>-291</b>	11%
Income taxes <sup>1</sup>	<b>-262</b>	-15%	<b>-491</b>	-12%
Net income <sup>2</sup>	<b>393</b>	15%	<b>755</b>	18%

<sup>1</sup> 2015 before special items

<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 tables on slides 36-37.

# Fresenius Group: Key Financials Q2/16



Sales, EBIT FMC in US\$  
2015 EBIT before special items

# Financial results by business segment

		Q2/2016	Growth Q2 YoY
 <b>FRESENIUS MEDICAL CARE</b>	Sales	US\$4,420 m	5%
	EBIT	US\$641 m	17%
 <b>FRESENIUS KABI</b>	Sales	€1,476 m	-4%
	EBIT <sup>1</sup>	€307 m	-2%
 <b>FRESENIUS HELIOS</b>	Sales	€1,477 m	7%
	EBIT <sup>1</sup>	€173 m	8%
 <b>FRESENIUS VAMED</b>	Sales	€254 m	0%
	EBIT	€9 m	0%

<sup>1</sup>2015 before special items

For a detailed overview of special items please see the reconciliation tables on slides 36 – 37.



# Fresenius Kabi: Key Topics Q2/2016

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## North America

- **Gradual easing of IV drug shortages;** 17 Kabi-marketed products currently designated in shortage vs. 20 at the end of Q1/16
- **New product launches** expected to be **back-end loaded** in FY/16; confirm top end of 6 to 10 target range for FY/16
- **Increase outlook: Low single-digit growth** for **FY/16** (previous: roughly flat)



## Europe

- **Ongoing lower contract manufacturing** sales volume **expected**
- **Confirm FY/16 outlook** of **low to mid single-digit** organic sales growth

# Fresenius Kabi: Key Topics Q2/2016

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## Emerging Markets

- **China:** 8% organic sales growth in Q2; new tender rules: slower progress than anticipated; continued **double-digit** volume growth
- **Asia Pacific ex China: Accelerating growth,** 8% organic sales growth in Q2
- **Latin America/Africa standing out** with **22%** organic sales growth
- **Increase outlook: Likely low double-digit organic growth** for **FY/16** (previous: mid to high single-digit)



## Fresenius Kabi: Organic Sales Growth by Regions

€m	Q2/2016	Organic Growth	H1/2016	Organic Growth
Europe	536	2%	1,048	2%
North America	510	-6%	1,086	6%
Asia-Pacific	277	8%	531	7%
Latin America/Africa	153	22%	281	21%
<b>Total sales</b>	<b>1,476</b>	<b>3%</b>	<b>2,946</b>	<b>6%</b>

## Fresenius Kabi: Organic Sales Growth by Product Segment

€m	Q2/2016	Organic Growth	H1/2016	Organic Growth
IV Drugs	606	-2%	1,251	7%
Infusion Therapy	217	8%	419	6%
Clinical Nutrition	392	6%	770	6%
Medical Devices/ Transfusion Technology	261	6%	506	4%
<b>Total sales</b>	<b>1,476</b>	<b>3%</b>	<b>2,946</b>	<b>6%</b>

## Fresenius Kabi: EBIT Growth

€m	Q2/2016	Growth Q2 YoY constant rates	H1/2016	Growth H1 YoY constant rates
Europe Margin	85 15.9%	-3% -110 bps	163 15.6%	-3% -90 bps
North America Margin	220 43.1%	0% 210 bps	453 41.7%	13% 240 bps
Asia-Pacific/Latin America/Africa Margin	82 19.1%	31% 360 bps	151 18.6%	23% 300 bps
Corporate and Corporate R&D	-80	-19%	-151	-17%
<b>Total EBIT Margin</b>	<b>307</b> 20.8%	<b>1%</b> 40 bps	<b>616</b> 20.9%	<b>10%</b> 140 bps

2015 before special items  
Margin growth at actual rates

For a detailed overview of special items please see the reconciliation tables on slides 36 - 37.

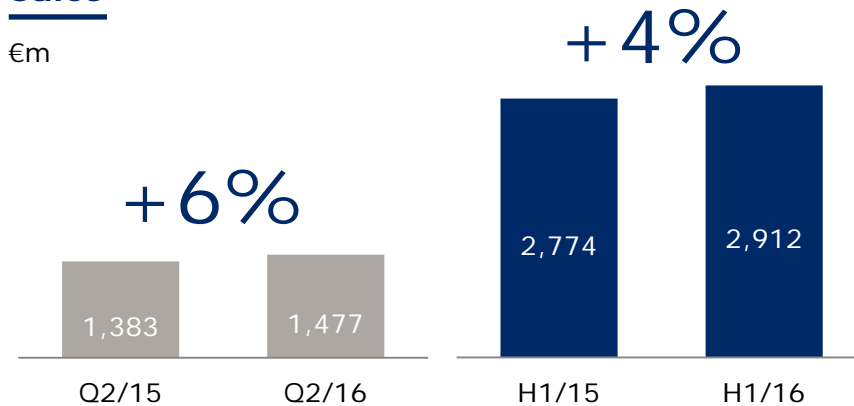
# Fresenius Helios: Key Topics Q2/2016

- **Excellent organic sales growth** (+6%) in Q2 driven by **admission increase**
- **Further sequential margin expansion** (60 bps) reflects continued operational improvements
- **Acquisition** of 500-bed Niederberg hospital **closed**; consolidated as of May 1, 2016; €69 m sales in FY/15
- **On track** to meet **FY/16** outlook



## Sales<sup>1</sup>

€m



<sup>1</sup> Organic sales growth

## Fresenius Helios: Strong Sales Growth

€m	Q2/2016	Growth Q2 YoY	H1/2016	Growth H1 YoY
Established clinic portfolio	1,465	6%	2,898	4%
Acquisitions (consolidation <1 yr)	12	n.a.	14	n.a.
<b>Total Sales</b>	<b>1,477</b>	<b>7%</b>	<b>2,912</b>	<b>5%</b>

2015 before special items

For a detailed overview of special items please see the reconciliation tables on slides 36 - 37.

## Fresenius Helios: EBIT Growth

€m	Q2/2016	Growth Q2 YoY	H1/2016	Growth H1 YoY
<b>Total sales</b>	<b>1,477</b>	<b>7%</b>	<b>2,912</b>	<b>5%</b>
<b>EBIT</b>	<b>173</b>	<b>8%</b>	<b>332</b>	<b>8%</b>
Established clinic portfolio Margin	11.8%	20 bps	11.5%	40 bps
Acquisitions / Divestitures (consolidation / deconsolidation <1 yr) Margin	0 - %	0% - bps	0 - %	0% - bps
<b>Total EBIT</b>	<b>173</b>	<b>8%</b>	<b>332</b>	<b>8%</b>
Margin	11.7%	10 bps	11.4%	30 bps

2015 before special items

For a detailed overview of special items please see the reconciliation tables on slides 36 - 37.



# Fresenius Helios: 2015 Clinic Development Plan

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

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

# Fresenius Helios: Performance Indicators

	H1/2016	H1/2015	Change
<b>No. of hospitals<sup>1</sup></b>	112	111	1%
- Acute care clinics	88	87	1%
- Post-acute care clinics	24	24	0%
<b>No. of beds<sup>1</sup></b>	34,766	34,076	2%
- Acute care clinics	29,654	28,914	3%
- Post-acute care clinics	5,112	5,162	-1%
<b>Admissions</b>			
- Acute care (inpatient)	618,444	597,820	3%
<b>Occupancy</b>			
- Post-acute care	80%	81%	
<b>Average length of stay (days)</b>			
- Acute care <sup>2</sup>	6.4	6.5	
- Post-acute care	26.3	26.7	

<sup>1</sup> December 31, 2015

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

## Fresenius Vamed: Key Topics Q2/16

- **Organic sales growth** (+1%) in Q2 reflects typical quarterly fluctuations of project business
- **Continued strong order intake** in Q2/16
- **On track** to meet **FY/16** outlook



€m	Q2/ 2016	Growth	H1/ 2016	Growth
Project business	110	-10%	195	-3%
Service business	144	8%	277	6%
<b>Total sales</b>	<b>254</b>	<b>0%</b>	<b>472</b>	<b>2%</b>
<b>Total EBIT</b>	<b>9</b>	<b>0%</b>	<b>16</b>	<b>0%</b>
Order intake <sup>1</sup>	228	148%	465	64%
Order backlog <sup>1</sup>			1,917	16% <sup>2</sup>






<sup>1</sup> Project business only

<sup>2</sup> versus December 31, 2015

# Fresenius Group: Overview – Calculation of Noncontrolling Interest

€m	H1/2016	FY/2015
Earnings before tax and noncontrolling interest	1,719	3,262
Taxes	-491	-965
<b>Noncontrolling interest, thereof</b>	<b>-473</b>	<b>-939</b>
Fresenius Medical Care net income not attributable to Fresenius (Q2/16: ~69%)	-322	-641
Noncontrolling interest holders in Fresenius Medical Care (H1/16: US\$145 m according to Fresenius Medical Care's Financial Statements)	-130	-256
Noncontrolling interest holders in Fresenius Kabi (-€17 m), Fresenius Helios (-€1 m), Fresenius Vamed (-€1 m) and due to Fresenius Vamed's 23% external ownership (-€2 m)	-21	-42
<b>Net income attributable to Fresenius SE &amp; Co. KGaA</b>	<b>755</b>	<b>1,358</b>

# Cash Flow Development

€m	Operating CF		Capex (net)		Free Cash Flow <sup>1</sup>	
	Q2/2016	LTM Margin	Q2/2016	LTM Margin	Q2/2016	LTM Margin
 <b>FRESENIUS KABI</b>	211	15.0%	-58	-5.1%	153	9.9%
 <b>FRESENIUS HELIOS</b>	164	10.8%	-65	-5.1%	99	5.7% <sup>3</sup>
 <b>FRESENIUS VAMED</b>	19	8.7%	-2	-0.7%	17	8.0%
Corporate/Other	-3	n.a.	0	n.a.	-3	n.a.
 <b>FRESENIUS</b> Excl. FMC	391	13.3% <sup>2</sup>	-125	-4.8%	266	8.5% <sup>2</sup>
 <b>FRESENIUS</b> Group	996	12.1%	-348	-5.5%	648	6.6%

<sup>1</sup> Before acquisitions and dividends






<sup>2</sup> Margin incl. FMC dividend

<sup>3</sup> Understated: 6.6% excluding €55 million of capex commitments from acquisitions

## Fresenius Group: Cash Flow

€m	Q2/2016	LTM Margin	Q2/2015	LTM Margin	Growth YoY
<b>Operating Cash Flow</b>	<b>996</b>	<b>12.1%</b>	<b>720</b>	<b>11.9%</b>	<b>38.3%</b>
Capex (net)	-348	-5.5%	-332	-5.4%	-4.8%
<b>Free Cash Flow</b> (before acquisitions and dividends)	<b>648</b>	<b>6.6%</b>	<b>388</b>	<b>6.5%</b>	<b>67.0%</b>
Acquisitions (net)	-68		-61		
Dividends	-545		-476		
<b>Free Cash Flow</b> (after acquisitions and dividends)	<b>35</b>	<b>3.1%</b>	<b>-149</b>	<b>0.1%</b>	<b>123.5%</b>

# Cash Flow Development

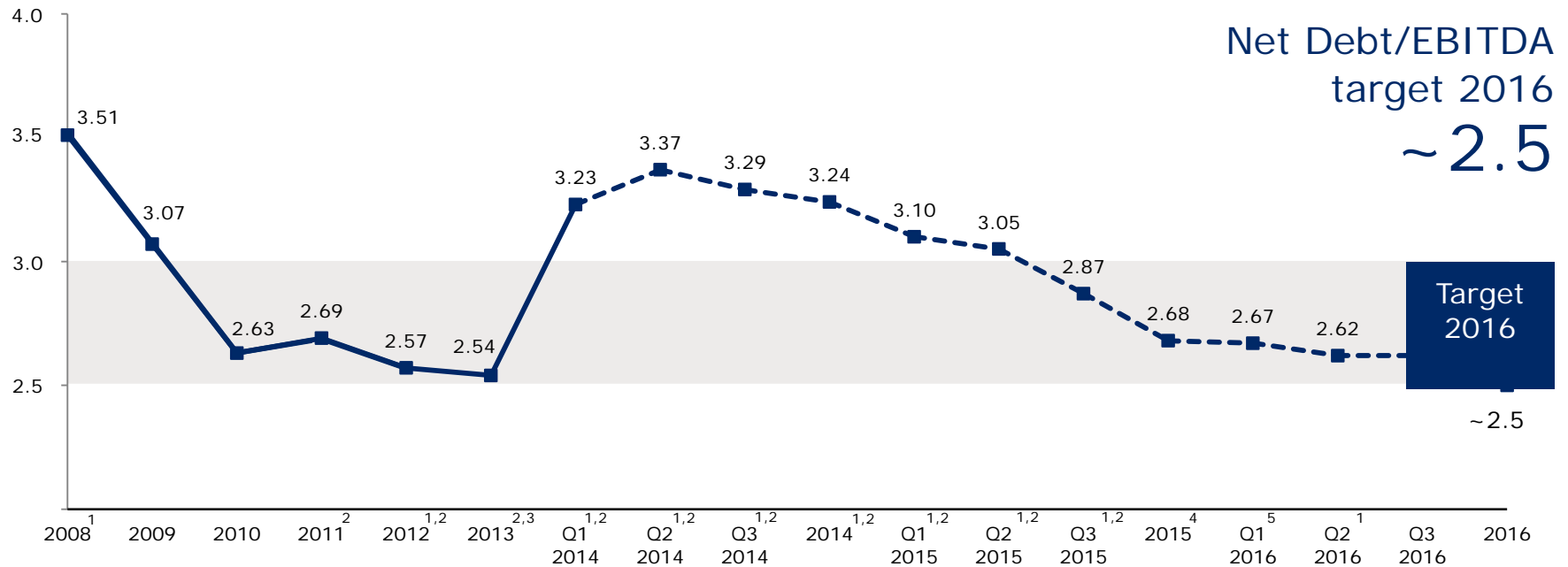
€m	Operating CF		Capex (net)		Free Cash Flow <sup>1</sup>	
	H1/2016	LTM Margin	H1/2016	LTM Margin	H1/2016	LTM Margin
 <b>FRESENIUS KABI</b>	335	15.0%	-125	-5.1%	210	9.9%
 <b>FRESENIUS HELIOS</b>	230	10.8%	-102	-5.1%	128	5.7% <sup>3</sup>
 <b>FRESENIUS VAMED</b>	1	8.7%	-4	-0.7%	-3	8.0%
Corporate/Other	-4	n.a.	-3	n.a.	-7	n.a.
 <b>FRESENIUS</b> Excl. FMC	562	13.3% <sup>2</sup>	-234	-4.8%	328	8.5% <sup>2</sup>
 <b>FRESENIUS</b> Group	1,330	12.1%	-680	-5.5%	650	6.6%

<sup>1</sup> Before acquisitions and dividends

<sup>2</sup> Margin incl. FMC dividend

<sup>3</sup> Understated: 6.6% excluding €55 million of capex commitments from acquisitions

# Fresenius Group: Leverage Ratio



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

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

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

<sup>4</sup> Before special items

<sup>5</sup> 2015 before special items

At annual average FX rates for both EBITDA and net debt



## Reconciliation according to U.S. GAAP Q2 2016 / Q2 2015

The Group's U.S. GAAP financial results as of June 30, 2016 do not include special items, whereas the U.S. GAAP financial results as of June 30, 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	Q2/2015 before special items	efficiency program KABI	integration costs for acquired Rhön hospitals	disposal gains from two HELIOS hospitals	Q2/2015 according to U.S. GAAP (incl. special items)
<b>Sales</b>	<b>6,946</b>				<b>6,946</b>
<b>EBIT</b>	<b>971</b>	<b>-30</b>	<b>-6</b>	<b>0</b>	<b>935</b>
Interest result	-165				-165
<b>Net income before taxes</b>	<b>806</b>	<b>-30</b>	<b>-6</b>	<b>0</b>	<b>770</b>
Income taxes	-234	9	2		-223
<b>Net income</b>	<b>572</b>	<b>-21</b>	<b>-4</b>	<b>0</b>	<b>547</b>
Noncontrolling interest	-222				-222
<b>Net income attributable to shareholders of Fresenius SE &amp; Co. KGaA</b>	<b>350</b>	<b>-21</b>	<b>-4</b>	<b>0</b>	<b>325</b>

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

## Reconciliation according to U.S. GAAP H1 2016 / H1 2015

The Group's U.S. GAAP financial results as of June 30, 2016 do not include special items, whereas the U.S. GAAP financial results as of June 30, 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	H1/2015 before special items	efficiency program KABI	integration costs for acquired Rhön hospitals	disposal gains from two HELIOS hospitals	H1/2015 according to U.S. GAAP (incl. special items)
<b>Sales</b>	<b>13,429</b>				<b>13,429</b>
<b>EBIT</b>	<b>1,822</b>	<b>-40</b>	<b>-8</b>	<b>34</b>	<b>1,808</b>
Interest result	-330				-330
<b>Net income before taxes</b>	<b>1,429</b>	<b>-40</b>	<b>-8</b>	<b>34</b>	<b>1,478</b>
Income taxes	-441	12	2		-427
<b>Net income</b>	<b>1,051</b>	<b>-28</b>	<b>-6</b>	<b>34</b>	<b>1,051</b>
Noncontrolling interest	-409				-409
<b>Net income attributable to shareholders of Fresenius SE &amp; Co. KGaA</b>	<b>642</b>	<b>-28</b>	<b>-6</b>	<b>34</b>	<b>642</b>

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

## Share Information

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### Share key facts

Number of shares <sup>1</sup>	546,355,326
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
Depository bank	Deutsche Bank

<sup>1</sup> As of June 30, 2016

# Financial Calendar / Contact

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## Financial Calendar 2016

27.10.2016      Report on 3rd quarter 2016

Please note that these dates could be subject to change.

## Contact

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