

## Roadshow Kuala Lumpur



22 March 2018

## 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.

# A Global Leader In HealthCare Products And Services

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**~€33.9 bn in Sales**  
(as of Dec. 31, 2017)

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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: ~15%**

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**Global presence in  
100+ countries**

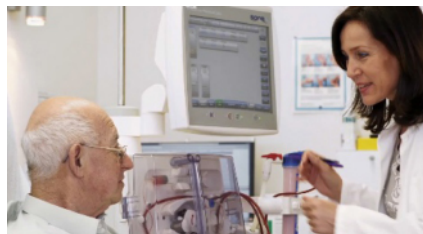
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**270,000+ employees  
worldwide**  
(as of December 31, 2017)

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# Strong and Balanced Health Care Portfolio



Ownership: ~31%

## Dialysis Products Health Care Services

- Dialysis services
- Hemodialysis products
- Peritoneal dialysis products
- Care coordination

Sales 2017: €17.8 bn



Ownership: 100%

## Hospital Supplies

- IV drugs
- Biosimilars
- Clinical nutrition
- Infusion therapy
- Medical devices/  
Transfusion technology

Sales 2017: €6.4 bn

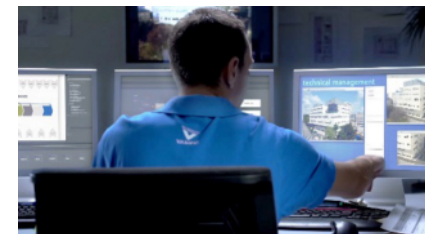


Ownership: 100%

## Hospital Operation

- Acute care and post-acute care
- Expertise in all areas and at all levels of medical care

Sales 2017: €8.7 bn



Ownership: 77%

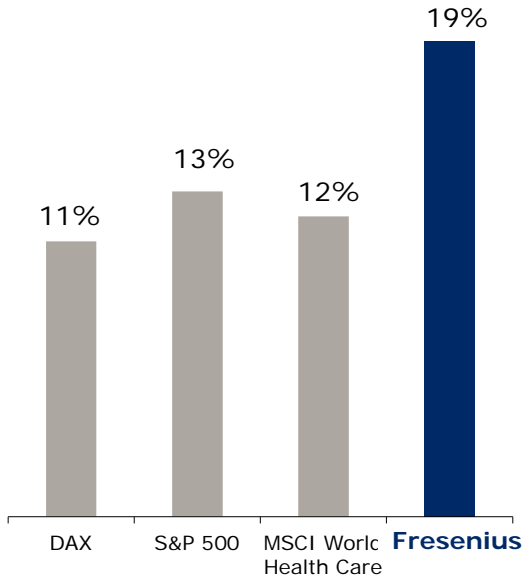
## Projects and Services for Hospitals

- Project development
- Planning
- Turnkey construction
- Maintenance
- Technical and total operational management

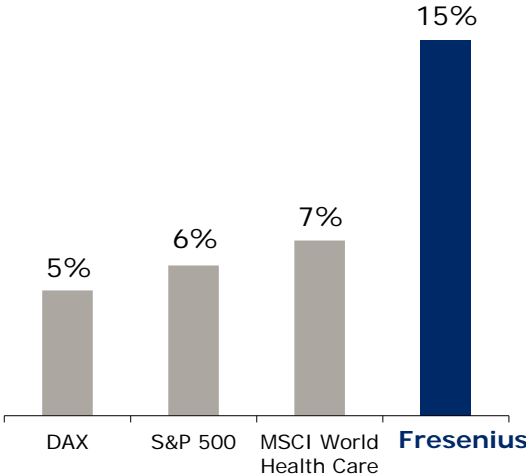
Sales 2017: €1.2 bn

# Total Shareholder Return – CAGR, rounded

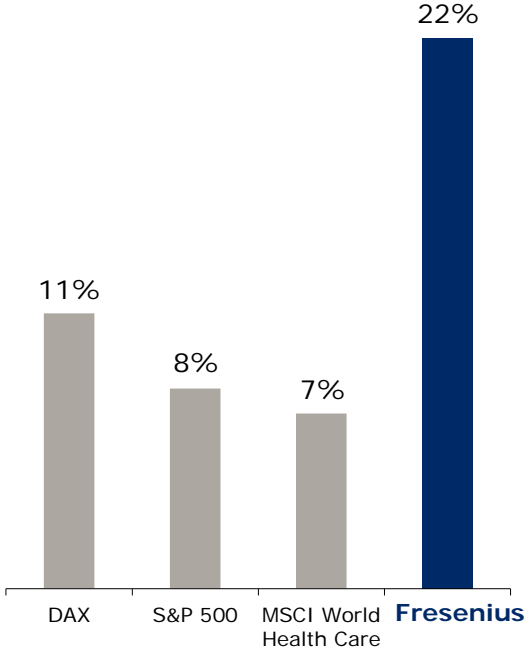
## 5 years



## 10 years



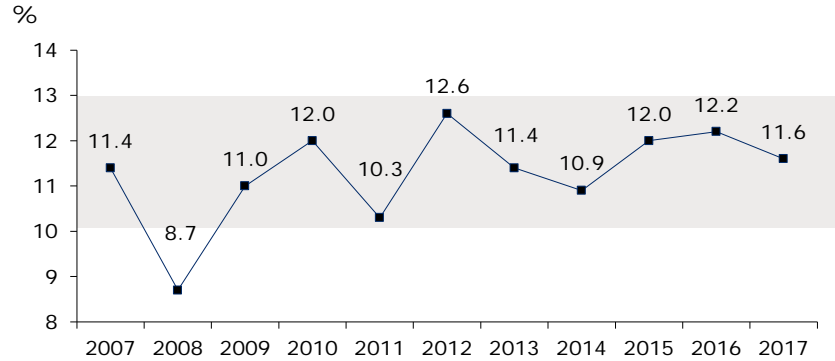
## 15 years



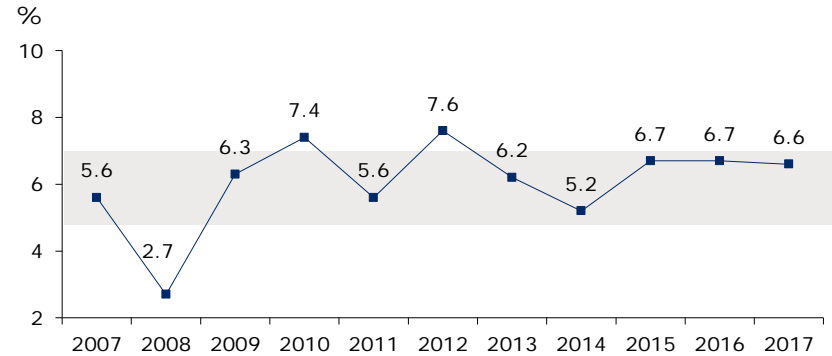
Source: Bloomberg; dividends reinvested, as of Dec 31, 2017

# Fresenius Group Consistent Cash Generation

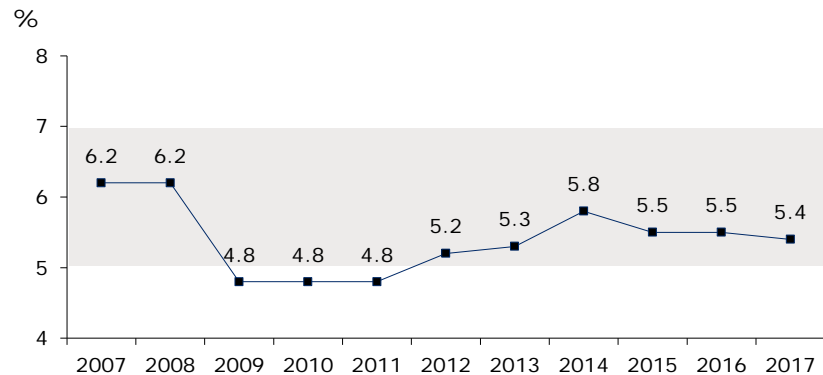
## CFFO margin



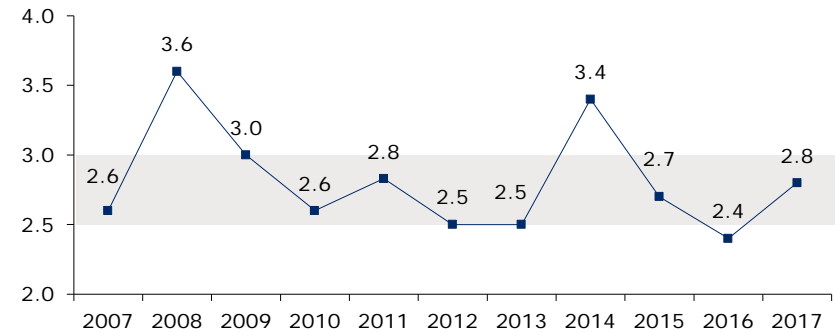
## FCF margin (before acquisitions & dividends)



## Capex gross, in % of sales



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



<sup>1</sup> Net debt at year-end exchange rate; EBITDA at LTM average exchange rates; before special items; pro forma acquisitions

# Fresenius Medical Care: Global Dialysis Market Leader

- The world's leading provider of dialysis products and services treating more than 320,000 patients<sup>1</sup> in ~3,750 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 2017:

- ~€70 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 December 31, 2017

# 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
- Development of biosimilars with a focus on oncology and autoimmune diseases

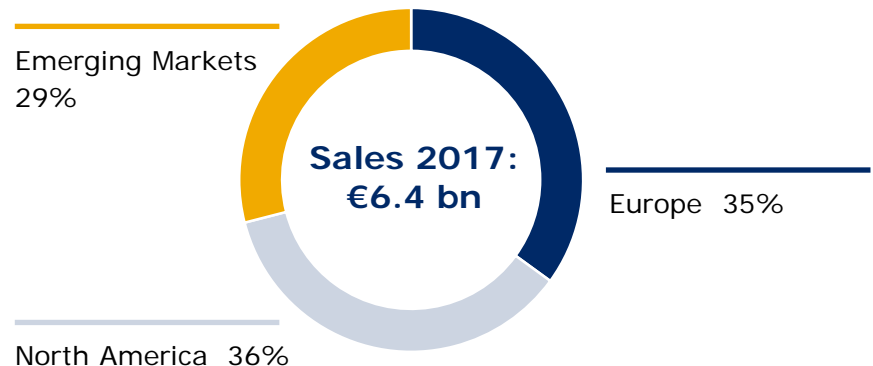
## Market Dynamics

### Global Addressable Market 2017:

- ~€81 bn

### Growth Drivers:

- Patent expirations, rising demand for health care services, higher health care spending in Emerging Markets





# Fresenius Helios: Europe's largest private hospital operator

## Helios Germany

- ~6%<sup>1</sup> share in German acute care hospital market
- Organic growth based on growing number of admissions and reimbursement rate increases
- Ranks as quality leader in the German hospital sector: defined quality targets, publication of medical treatment results, peer review processes
- Key medical indicators, e.g. mortality rate for heart failure, pneumonia below German average

### Market Dynamics

#### German Acute Care Hospital Market:

- ~€98 bn<sup>2</sup>

#### Growth Drivers:

- Aging population leading to increasing hospital admissions

### Largest network & nationwide presence



111 hospitals  
 ~35,000 beds  
 ~1.3 million inpatient admissions p.a.  
 ~4.0 million outpatient admissions p.a.

As of December 31, 2017

 Acute Care

 Rehab

 Outpatient

<sup>1</sup> Based on sales

<sup>2</sup> German Federal Statistical Office 2017; total costs, gross of the German hospitals less academic research and teaching

# Fresenius Helios: Europe's largest private hospital operator

## Helios Spain

- ~€2.6bn<sup>1</sup> sales in 2017
- ~11% share in Spanish private hospital market
- Market leader in size and quality with excellent growth prospects
- Broad revenue base with privately insured patients, PPPs, self-pay and Occupational Risk Prevention (ORP)
- Strong management team with proven track record
- Cross-selling opportunities



Acute Care



Outpatient



Occupational Risk Prevention

<sup>1</sup> Eleven months contribution of Helios Spain

<sup>2</sup> Market data based on company research. Market definition does neither include Public Private Partnerships (PPP) nor Occupational Risk Prevention centers (ORP).

### Market Dynamics

#### Spanish Private Hospital Market:

- ~€14 bn<sup>2</sup>

#### Growth Drivers:

- Aging population, increasing number of privately insured patients, greenfield projects, market consolidation

#### Quirónsalud hospitals in every major metropolitan region of Spain



45 hospitals  
6,650 beds  
~ 11.2 m outpatient admissions p.a.  
~ 350,000 inpatient admissions p.a.

As of December 31, 2017

# Fresenius Vamed: Leading Global hospital Projects And Services Specialist

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



Projects



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 800 projects in over 80 countries completed

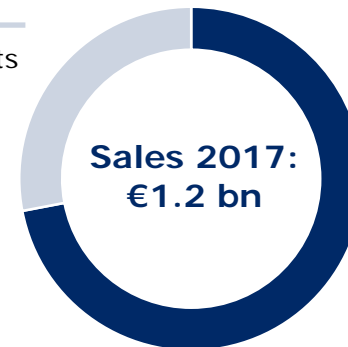
## Market Dynamics

### Growth Drivers:

- Emerging Market demand for building and developing hospital infrastructure
- Outsourcing of non-medical services from public to private operators

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Emerging Markets  
28%






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Europe 72%

# Fresenius Group: 2018 Financial Outlook by Business Segment

€m (except otherwise stated)

		FY/17 Base	FY/18e <sup>1</sup>
 <b>FRESENIUS KABI</b>	<b>Sales growth (org)</b>	6,358	4% - 7%
	<b>EBIT growth (cc)</b>	1,177 <sup>2</sup>	-3% to -6 % <sup>2</sup>
	EBIT growth (cc) excl. biosimilars	1,237 <sup>3</sup>	~2% - 5% <sup>3</sup>
 <b>FRESENIUS HELIOS</b>	<b>Sales growth (org)</b>	8,668 <sup>4</sup>	3% - 6% <sup>5</sup>
	<b>EBIT growth</b>	1,052 <sup>4</sup>	7% - 10%
 <b>FRESENIUS VAMED</b>	<b>Sales growth (org)</b>	1,228	5% - 10%
	<b>EBIT growth</b>	76	5% - 10%

<sup>1</sup> Excluding pending acquisitions of Akorn and NxStage

<sup>2</sup> Before special items (before acquisition-related expenses); including expenditures for further development of biosimilars business (€60 m in FY/17 and expected expenditures of –€160 m in FY/18)

<sup>3</sup> Before special items (acquisition-related expenses); excluding expenditures for further development of biosimilars business (€60 m in FY/17 and expected expenditures of –€160 m in FY/18)


<sup>4</sup> Helios Spain consolidated for 11 months

<sup>5</sup> Organic growth reflects 11 months contribution of Helios Spain in 2018

For a detailed overview of adjustments and special items please see the reconciliation tables on slides 52-53.

# Fresenius Group: 2018 Financial Guidance

€m (except otherwise stated)

		FY/17 Base	FY/18 <sup>1</sup>
	<b>Sales growth (cc)</b>	33,400 <sup>2</sup>	5% - 8%
	<b>Net income<sup>3</sup> growth (cc)</b>	1,816 <sup>4</sup>	6% - 9% <sup>5</sup>
	Net income <sup>3</sup> growth (cc) excl. biosimilars	1,859 <sup>6</sup>	~10% - 13% <sup>7</sup>

<sup>1</sup> Excluding pending acquisitions of Akorn and NxStage

<sup>2</sup> Adjusted for IFRS15 (€486 m at Fresenius Medical Care)

<sup>3</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA

<sup>4</sup> Before special items (before acquisition-related expenses, book gain from the U.S. tax reform and FCPA provision)

<sup>5</sup> Before special items (before acquisition-related expenses); including expenditures for further development of biosimilars business (€43 m after tax in FY/17 and expected expenditures of ~€120 m after tax in FY/18)

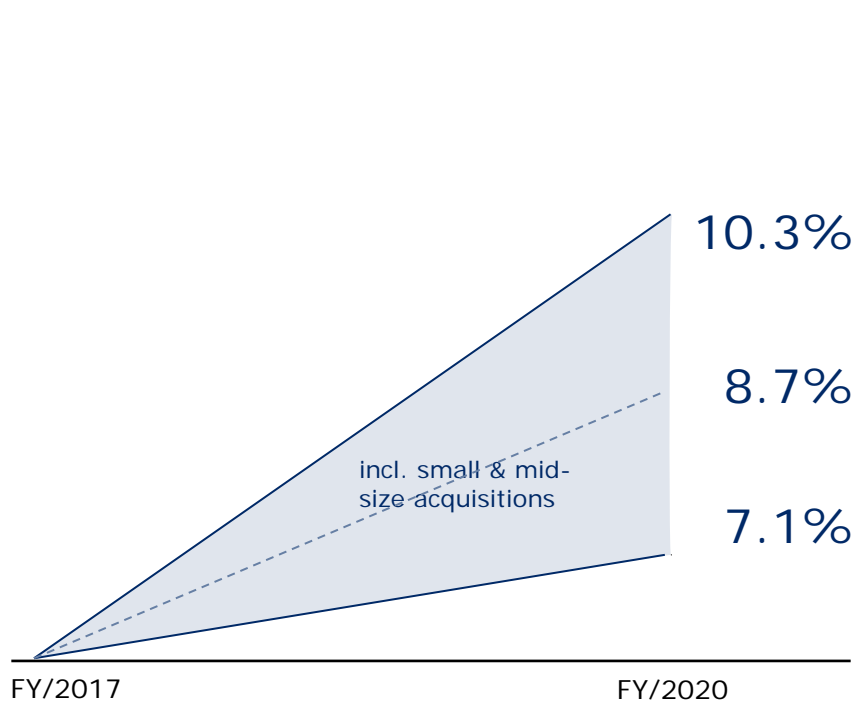
<sup>6</sup> Adjusted net income: before acquisition-related expenses, expenditures for further development of biosimilars business, book gain from the U.S. tax reform and FCPA provision

<sup>7</sup> Before special items (before acquisition-related expenses); excluding expenditures for further development of biosimilars business (€43 m after tax in FY/17 and expected expenditures of ~€120 m after tax in FY/18)

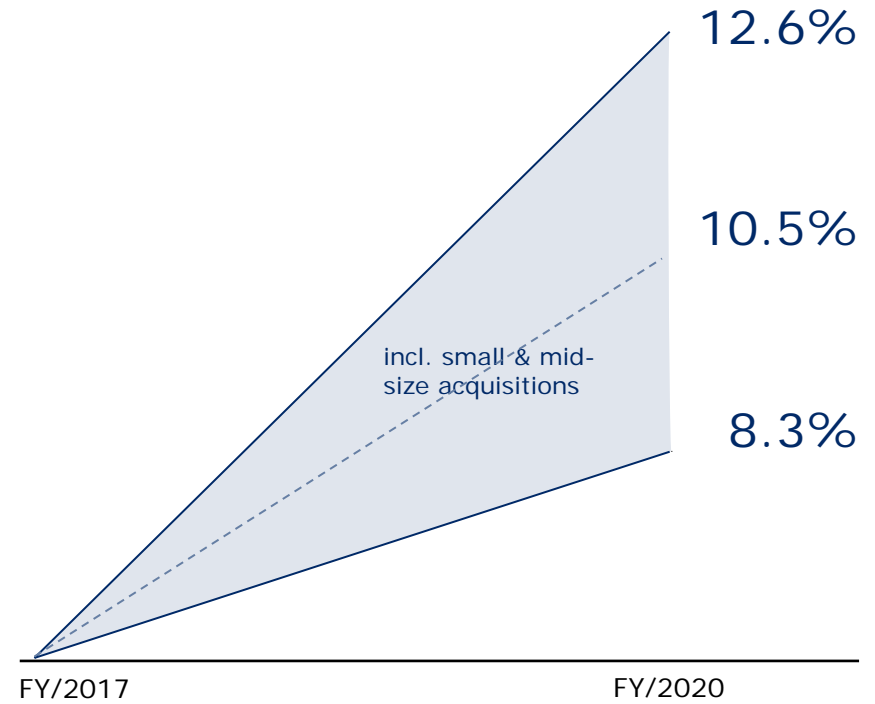
For a detailed overview of adjustments and special items please see the reconciliation tables on slides 52-53.

# Fresenius Group: 2020 Mid-Term Growth Targets Confirmed

## Sales CAGR



## Net Income CAGR









At February 2017 exchange rates and IFRS rules  
Net income attributable to shareholders of Fresenius SE & Co. KGaA

# Financial Review Q4 & FY/17



## Fresenius Group: FY/17 Highlights

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-  **Delivered on all targets: 14<sup>th</sup> consecutive record year and 25<sup>th</sup> consecutive dividend increase**
-  **Flawless integration of Quirónsalud**
-  **Successful entry into the biosimilars business**
-  **NxStage to strengthen vertically integrated dialysis business of Fresenius Medical Care**
-  **Ongoing organic growth across all business segments**
-  **Mid-term growth targets confirmed**



# Fresenius Kabi: Update on US Generic IV Drug Market

## 2018 pricing environment expected to be in line with recent years

- Nothing 'out of the ordinary' in generic injectables market
- Key molecules to see more competition, however unchanged pricing environment in large base business
- Continued low single-digit price decline for base business anticipated in 2018
- Healthy volume growth projected to more than offset price decline

## Strong customer relationships

- New FDA focus on accelerating generics approvals - excellent relationships with GPOs mitigate risk
- Broad portfolio, supply reliability and strong pipeline of new products are key assets in relationships with GPOs

<sup>1</sup> Association for Accessible Medicines, 2018

## Generics help to keep health care expenses down

- Generic drugs represent 89% of US prescriptions but just 27% of costs<sup>1</sup>



# Fresenius Kabi: Prepared for the Next Decade

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## North America growth initiatives

- Substantial investments in U.S. plants to increase capacity and foster automation
- Growth and expansion of product portfolio
  - Ramp-up of pre-filled syringe business
  - Good progress with Parenteral Nutrition
  - IV solutions – production planned on U.S. ground in the medium-term
  - New compounding center with high levels of automation
  - Introduction of Agilia and INfusia pump

## Worldwide growth initiatives

- New building with two additional antibiotics production lines in Portugal
- Intensified retail strategy for Enteral Nutrition
- Launch of Propofol in pre-filled syringe in China



## Biosimilars

- Three late stage molecules making good progress
  - Adalimumab launch expected early 2019
  - Pegfilgrastim pivotal studies initiated for EU and U.S. on time
  - Tocilizumab phase I studies for EU and U.S. initiated

# Fresenius Kabi: Current Topics

## AKORN

- Fresenius is conducting an independent investigation, using external experts, into alleged breaches of FDA data integrity requirements relating to product development at Akorn, Inc.
- Management and Supervisory Boards of Fresenius will assess the findings of that investigation.
- Consummation of transaction may be affected if the closing conditions under the merger agreement are not met.
- Fresenius continues to seek FTC clearance.

## HES

- EMA's committees recommended suspending market authorization for HES in Europe
- Fresenius is convinced that HES should remain on the market
- Kabi's outlook for 2018 considers meaningful risk adjustment



# Fresenius Helios: Prepared for the Next Decade

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## Helios Health

- Organizational structure to manage cross-border synergies and knowledge transfer
- Building a platform for future growth

## German Hospital Market

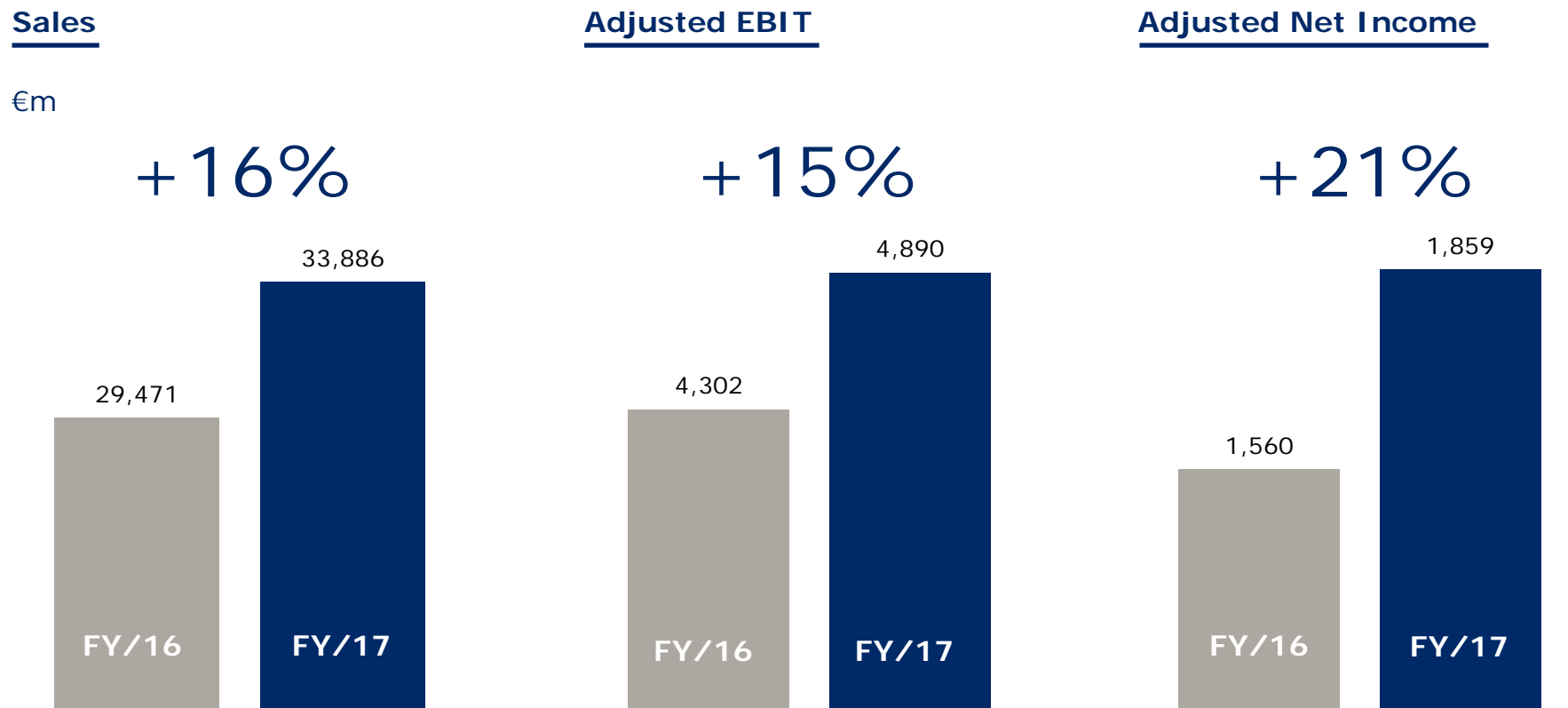
- Regulatory focus on minimum nursing staff levels
- Quality of care to be factored into remuneration
- Digitalization and clustering to raise efficiencies of Helios Germany

## Spanish Hospital Market

- Adding capacities through expansion of existing facilities
- Setting up greenfield hospitals
- Pursuing market consolidation opportunities



# Fresenius Group: FY/17 Key Financials



All figures consistent with scope of original guidance: before acquisition-related expenses, expenditures for further development of biosimilars business, book gain from U.S. tax reform and FCPA provision  
 All growth rates in constant currency (cc)  
 Net income attributable to shareholders of Fresenius SE & Co. KGaA

For a detailed overview of adjustments and special items please see the reconciliation tables on slides 52-53.

## Fresenius Group: Q4 & FY/17 Profit and Loss Statement

€m	Q4/17	Δ YoY cc	FY/17	Δ YoY cc
Sales	<b>8,695</b>	17%	<b>33,886</b>	16%
EBIT (adjusted) <sup>1</sup>	<b>1,354</b>	14%	<b>4,890</b>	15%
EBIT (before special items) <sup>2</sup>	<b>1,308</b>	11%	<b>4,830</b>	14%
Net interest <sup>3</sup>	<b>-152</b>	-8%	<b>-636</b>	-11%
Income taxes <sup>3,4</sup>	<b>-329</b>	-14%	<b>-1,184</b>	-15%
<b>Net income (adjusted)<sup>5,6</sup></b>	<b>520</b>	22%	<b>1,859</b>	21%
<b>Net income (before special items)<sup>2,4,6</sup></b>	<b>487</b>	15%	<b>1,816</b>	18%
<b>Net income<sup>6</sup></b>	<b>511</b>	21%	<b>1,814</b>	18%

<sup>1</sup> Consistent with scope of original guidance: before acquisition-related expenses, expenditures for further development of biosimilars business and FCPA provision

<sup>2</sup> Before acquisition-related expenses and FCPA provision

<sup>3</sup> Before acquisition-related expenses

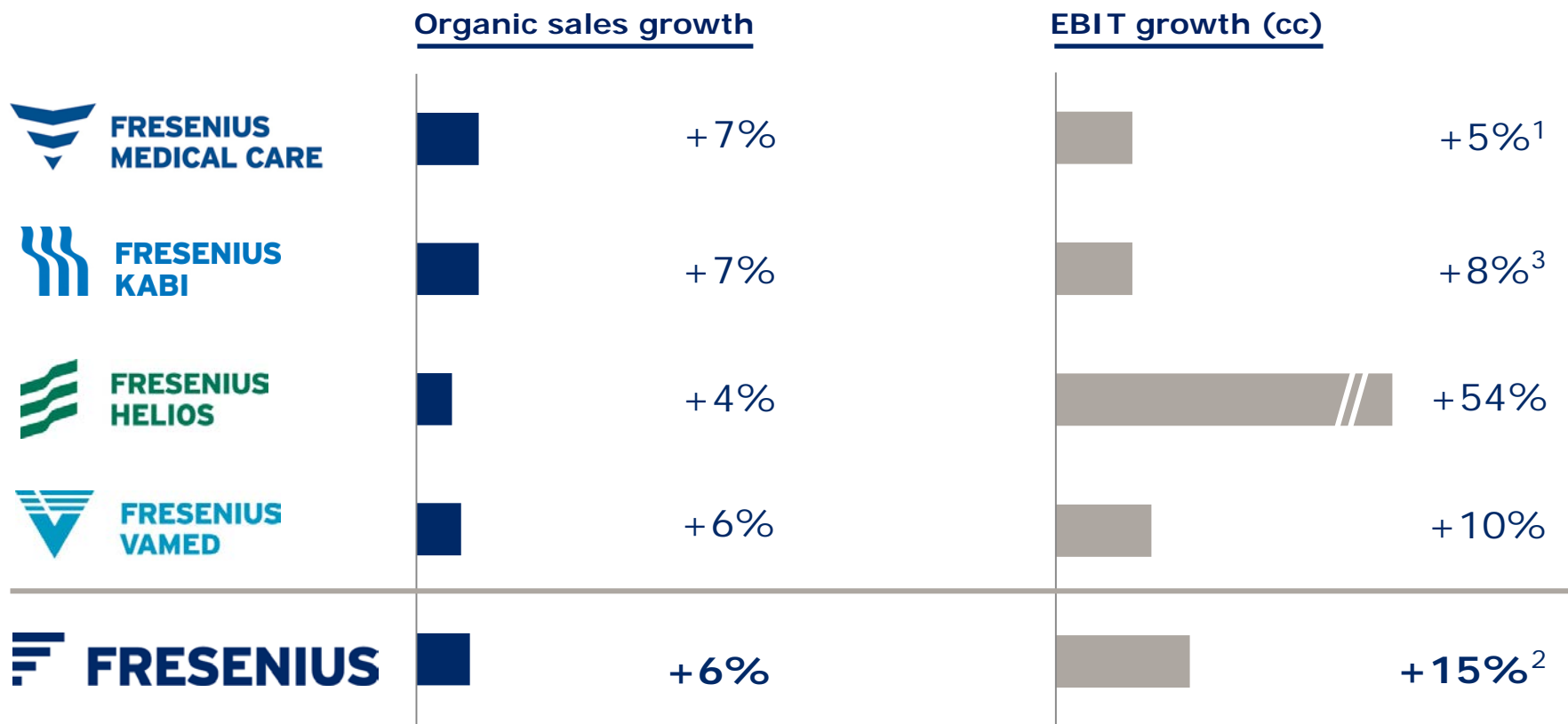
<sup>4</sup> Before book gain from U.S. tax reform

<sup>5</sup> Consistent with scope of original guidance: before acquisition-related expenses, expenditures for further development of biosimilars business, book gain from U.S. tax reform and FCPA provision

<sup>6</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA



# Fresenius Group: FY/17 Business Segment Growth



<sup>1</sup> EBIT adjusted: Before effects of agreement with the United States Departments of Veterans Affairs and Justice (VA agreement), natural disaster costs and FCPA provision

<sup>2</sup> Growth rate consistent with scope of original guidance: before acquisition-related expenses, expenditures for further development of biosimilars business and FCPA provision

<sup>3</sup> Growth rate consistent with scope of original guidance: before acquisition-related expenses and expenditures for further development of biosimilars business

For a detailed overview of adjustments and special items please see the reconciliation tables on slides 52-53.

## Fresenius Kabi: Organic Sales Growth by Regions

€m	Q4/17	Δ YoY organic	FY/17	Δ YoY organic
North America	554	11%	2,290	8%
Europe	579	3%	2,214	5%
Asia-Pacific/Latin America/Africa	461	11%	1,854	11%
Asia-Pacific	302	11%	1,196	11%
Latin America/Africa	159	10%	658	10%
<b>Total sales</b>	<b>1,594</b>	<b>8%</b>	<b>6,358</b>	<b>7%</b>



## Fresenius Kabi: Q4 & FY/17 EBIT Growth

€m	Q4/17	Δ YoY cc	FY/17	Δ YoY cc
North America Margin	194 35.0%	25% 350 bps	853 37.2%	8% 10 bps
Europe Margin	107 18.5%	10% 120 bps	351 15.9%	5% 20 bps
Asia-Pacific/Latin America/Africa Margin	101 21.9%	2% -190 bps	373 20.1%	10% -50 bps
Corporate and Corporate R&D	-130	-108%	-400	-26%
<b>Total adjusted EBIT<sup>2</sup></b> Margin <sup>2</sup>	<b>318</b> 19.9%	<b>9%</b> 0 bps	<b>1,237</b> 19.5%	<b>8%</b> 0 bps
<b>Total EBIT<sup>1</sup></b> Margin <sup>1</sup>	<b>272</b> 17.1%	<b>-6%</b> -280 bps	<b>1,177</b> 18.5%	<b>3%</b> -100 bps

Margin growth at actual rates

<sup>1</sup> Before acquisition-related expenses

<sup>2</sup> Consistent with scope of original guidance: before acquisition-related expenses and expenditures for further development of biosimilars business

For a detailed overview of adjustments and special items please see the reconciliation tables on slides 52-53.

# Fresenius Kabi: Expected Organic Sales Growth 2018

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## North America

### Mid-single-digit growth

- Growth in 2018 driven by increased number of new drug launches, ramp-up of pre-filled syringe business, standard IV solutions and parenteral nutrition
- More competition for key molecules; unchanged pricing environment in base business
- Vigorous launch activity in 2018: 15+ product launches expected



## Europe

### Low to mid-single-digit growth

- Enteral nutrition continues to drive growth

# Fresenius Kabi: Expected Organic Sales Growth 2018

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## Emerging Markets

### Likely double-digit growth

#### China

- New tender policy implementation now expected to be mostly completed mid 2018
- Low to mid single-digit price decline and continued double-digit volume growth projected
- Significant organic growth expected

#### Asia-Pacific ex China:

- Excellent growth momentum expected

#### Latin America/Africa:

- Continued strong growth expected despite difficult situation for local economies



# Fresenius Helios

## Helios Germany

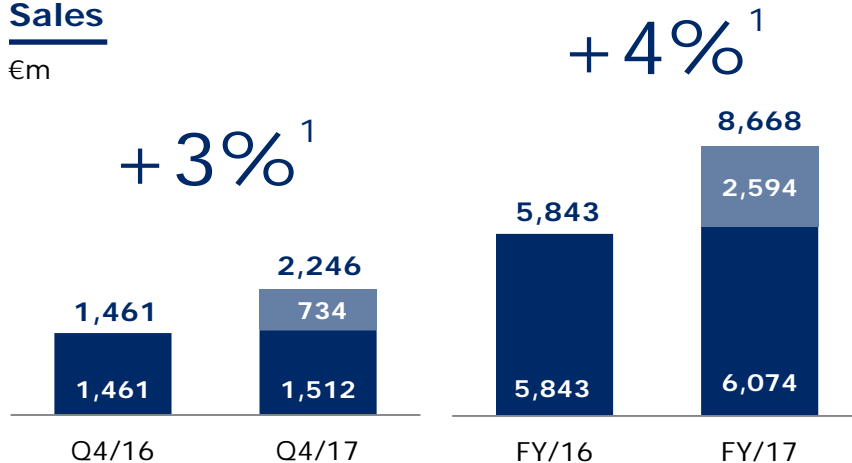
- Lack of privatization opportunities limits growth potential
- No new acquisitions for almost two years
- 2018 DRG inflator set at 2.97% - final price increase will be lower
- Additional “DRG catalogue effects” in FY/18

## Helios Spain


- Strong growth in Q4/17:
  - 12% sales growth
  - EBIT growth exceeds sales growth
- Seizing growth opportunities


### Sales

€m



<sup>1</sup> Organic sales growth

 Helios Germany

 Helios Spain



## Fresenius Helios: Q4 & FY/17 Key Financials

€m	Q4/17	Δ YoY	FY/17	Δ YoY
<b>Total sales</b>	<b>2,246</b>	<b>54%</b>	<b>8,668</b>	<b>48%</b>
Thereof Helios Germany	1,512	3%	6,074	4%
Thereof Helios Spain <sup>1</sup>	734	--	2,594	--
<b>Total EBIT</b>	<b>283</b>	<b>61%</b>	<b>1,052</b>	<b>54%</b>
Margin	12.6%	60 bps	12.1%	40 bps
Thereof Helios Germany	176	0%	725	6%
Margin	11.6%	-40 bps	11.9%	20 bps
Thereof Helios Spain <sup>1</sup>	107	--	327	--
Margin	14.6%	--	12.6%	--

<sup>1</sup> Consolidated since 1 February 2017

# Fresenius Vamed







- Strong FY/17: Organic sales growth of 6% in line with and EBIT growth at upper-end of guidance range
- Revenue share of more stable and high margin service business outstrips project business
- €1,096m order intake at all-time high; excellent basis for future growth



€m	Q4/17	Δ YoY	FY/17	Δ YoY
Project business	305	13%	606	2%
Service business	175	16%	622	10%
<b>Total sales</b>	<b>480</b>	<b>14%</b>	<b>1,228</b>	<b>6%</b>
<b>Total EBIT</b>	<b>44</b>	<b>16%</b>	<b>76</b>	<b>10%</b>
Order intake <sup>1</sup>	399	16%	1,096	8%
Order backlog <sup>1</sup>			2,147	9%

<sup>1</sup> Project business only

# Fresenius Group: Cash Flow

€m	Operating CF		Capex (net)		Free Cash Flow <sup>1</sup>	
	Q4/17	LTM Margin	Q4/17	LTM Margin	Q4/17	LTM Margin
 <b>FRESENIUS KABI</b>	370	15.9% <sup>2</sup>	-158	-6.6%	212	9.3%
 <b>FRESENIUS HELIOS</b>	173	8.5%	-185	-4.8%	-12	3.7% <sup>3</sup>
 <b>FRESENIUS VAMED</b>	35	3.4%	-5	-0.5%	30	2.9%
Corporate/Other	10	n.a.	-14	n.a.	-4	n.a.
 <b>FRESENIUS</b> Excl. FMC	<b>588</b>	<b>11.4%<sup>4</sup></b>	<b>-362</b>	<b>-5.4%</b>	<b>226</b>	<b>6.0%<sup>4</sup></b>
 <b>FRESENIUS</b>	<b>1,116</b>	<b>11.6%</b>	<b>-589</b>	<b>-5.0%</b>	<b>527</b>	<b>6.6%</b>
 <b>FRESENIUS</b> FY/17	<b>3,937</b>	<b>11.6%</b>	<b>-1,705</b>	<b>-5.0%</b>	<b>2,232</b>	<b>6.6%</b>

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

<sup>2</sup> Including the cash prepayment of €45 million for biosimilars business (LTM: 16.6% operating cashflow margin excl. cash prepayment biosimilars)

<sup>3</sup> Understated: 4.2% excluding €40 million of capex commitments from acquisitions

<sup>4</sup> Margin incl. FMC dividend



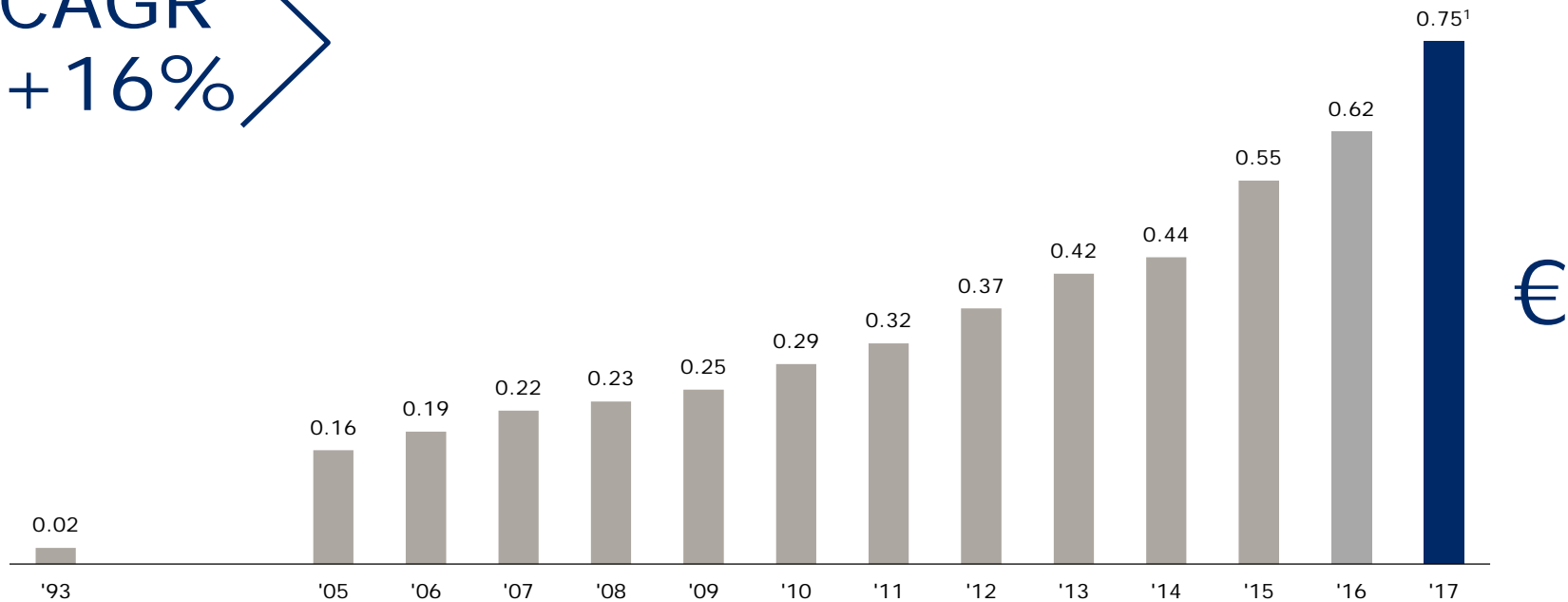
# Attachments





# Fresenius Group: 25th Consecutive Dividend Increase

CAGR  
+16%



Dividend growth aligned to EPS growth  
Pay-out ratio: 23%

<sup>1</sup> Proposal

# Fresenius Group: Profit and Loss Statement

€m	Q4/2017	Growth Q4 YoY		FY/2017	Growth FY YoY	
		actual rates	constant rates		actual rates	constant rates
Sales	<b>8,695</b>	11%	17%	<b>33,886</b>	15%	16%
EBIT <sup>1</sup>	<b>1,308</b>	5%	11%	<b>4,830</b>	12%	14%
Net interest <sup>2</sup>	<b>-152</b>	-2%	-8%	<b>-636</b>	-9%	-11%
Income taxes <sup>2,3</sup>	<b>-329</b>	-8%	-14%	<b>-1,184</b>	-13%	-15%
Net income <sup>4</sup>	<b>487</b>	10%	15%	<b>1,816</b>	16%	18%

<sup>1</sup> Before special items (before acquisition-related expenses, before FCPA provision)

<sup>2</sup> Before special items (before acquisition-related expenses)

<sup>3</sup> Before book gain from U.S. tax reform

<sup>4</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA; before special items (before acquisition-related expenses, book gain from U.S. tax reform and FCPA provision)

For a detailed overview of adjustments and special items please see the reconciliation tables on slides 52-53.

## Fresenius Group: Calculation of Noncontrolling Interest

€m	FY/17	FY/16
Earnings before tax and noncontrolling interest	4,194	3,720
Taxes	-1,184	-1,044
Noncontrolling interest, thereof	-1,194	-1,116
Fresenius Medical Care net income not attributable to Fresenius (FY/17: ~69%)	-864	-791
Noncontrolling interest holders in Fresenius Medical Care	-274	-276
Noncontrolling interest holders in Fresenius Kabi (-€39 m), Fresenius Helios (-€5 m), and due to Fresenius Vamed's 23% external ownership (-€12m)	-56	-49
<b>Net income attributable to Fresenius SE &amp; Co. KGaA</b>	<b>1,816</b>	<b>1,560</b>






Before special items

For a detailed overview of adjustments and special items please see the reconciliation tables on slides 52-53.

## Fresenius Group: Cash Flow

€m	Q4/17	LTM Margin	Q4/16	LTM Margin	Δ YoY
<b>Operating Cash Flow</b>	<b>1,116</b>	<b>11.6 %</b>	<b>1,312</b>	<b>12.2%</b>	<b>-15%</b>
Capex (net)	-589	-5.0%	-549	-5.5%	-7%
<b>Free Cash Flow</b> (before acquisitions and dividends)	<b>527</b>	<b>6.6%</b>	<b>763</b>	<b>6.7%</b>	<b>-31%</b>
Acquisitions (net)	210		-181		
Dividends	-61		-88		
<b>Free Cash Flow</b> (after acquisitions and dividends)	<b>676</b>	<b>-13.4%</b>	<b>494</b>	<b>2.5%</b>	<b>37%</b>

# Fresenius Group: FY/17 & LTM Cash Flow

€m	Operating CF		Capex (net)		Free Cash Flow <sup>1</sup>	
	FY/2017	LTM Margin	FY/2017	LTM Margin	FY/2017	LTM Margin
 <b>FRESENIUS KABI</b>	1,010	15.9% <sup>4</sup>	-420	-6.6%	590	9.3%
 <b>FRESENIUS HELIOS</b>	733	8.5%	-411	-4.8%	322	3.7% <sup>3</sup>
 <b>FRESENIUS VAMED</b>	42	3.4%	-7	-0.5%	35	2.9%
Corporate/Other	-40	n.a.	-26	n.a.	-66	n.a.
 <b>FRESENIUS</b> Excl. FMC	1,745	11.4% <sup>2</sup>	-864	-5.4%	881	6.0% <sup>2</sup>
 <b>FRESENIUS</b>	3,937	11.6%	-1,705	-5.0%	2,232	6.6%

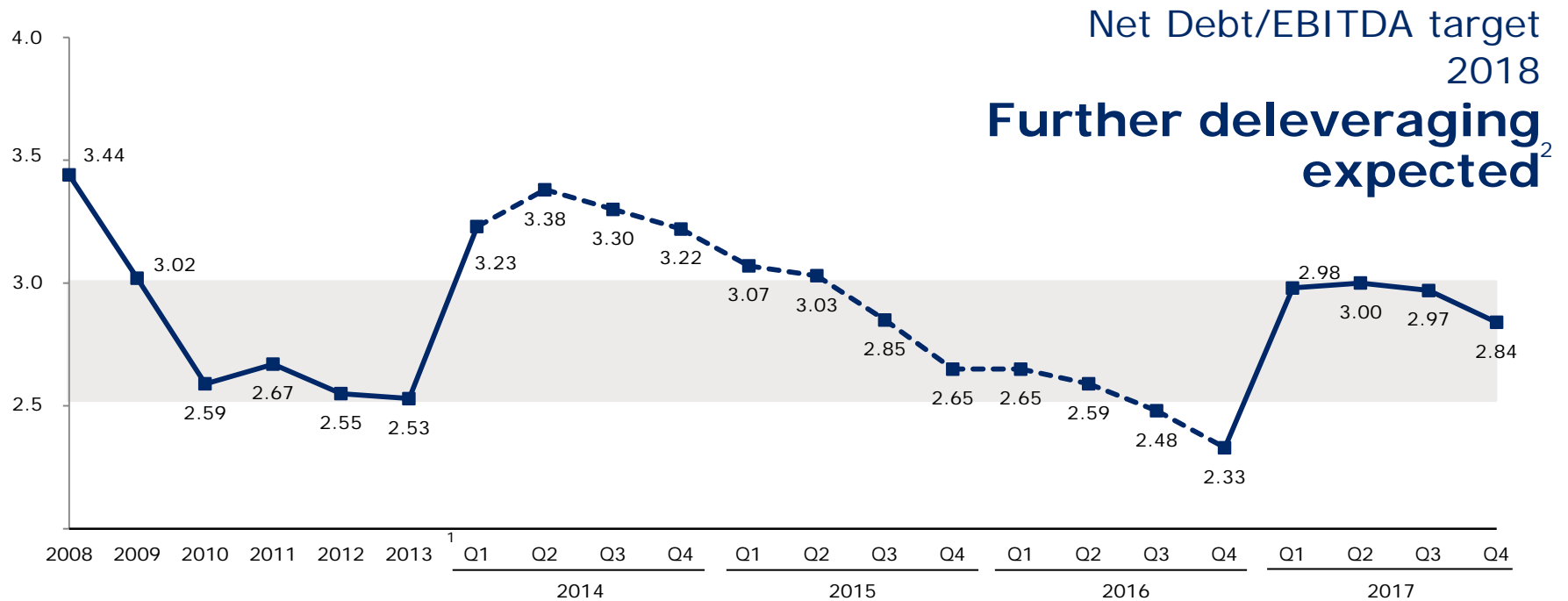
<sup>1</sup> Before acquisitions and dividends

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

<sup>3</sup> Understated: 4.2% excluding €40 million of capex commitments from acquisitions

<sup>4</sup> Including the cash prepayment of €45 million for biosimilars business (LTM: 16.6% operating cashflow margin excl. cash prepayment biosimilars)

# Fresenius Group: Leverage Ratio

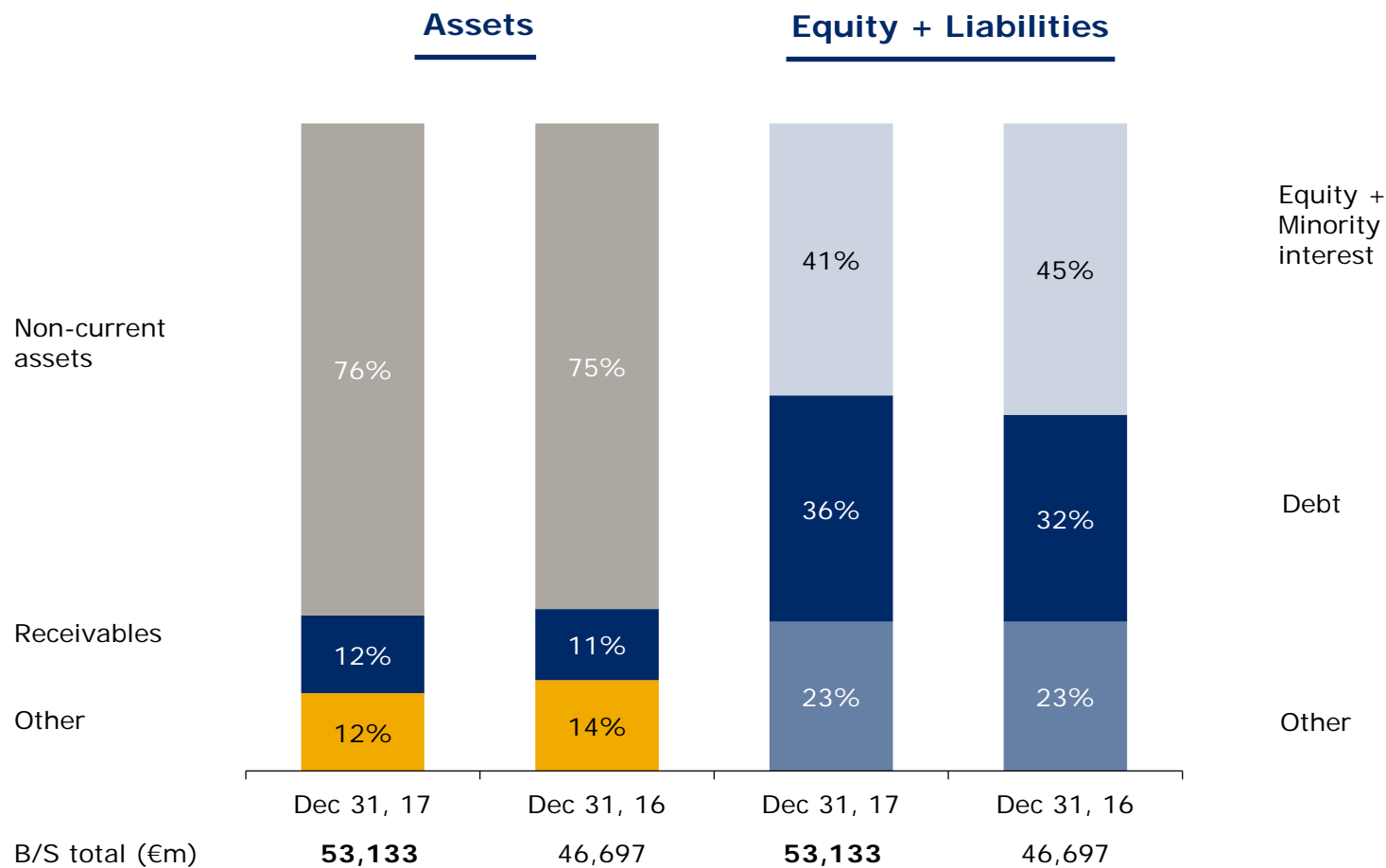


Before special items; pro forma acquisitions  
At annual average FX rates for both EBITDA and net debt

<sup>1</sup> Pro forma excluding advances made for the acquisition of hospitals from Rhön-Klinikum AG

<sup>2</sup> Excluding pending acquisitions of Akorn and NxStage; excluding further potential acquisitions; at current IFRS rules

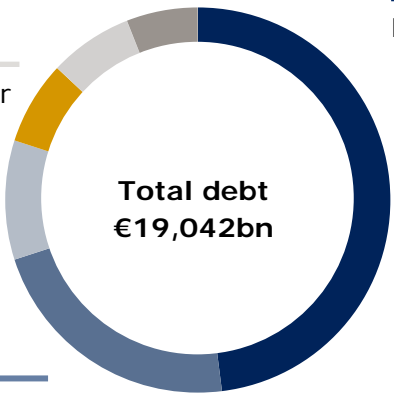
# Fresenius Group: Solid Balance Sheet Structure



# Fresenius Group: Well Balanced Financing Mix and Maturity Profile

## Financing mix

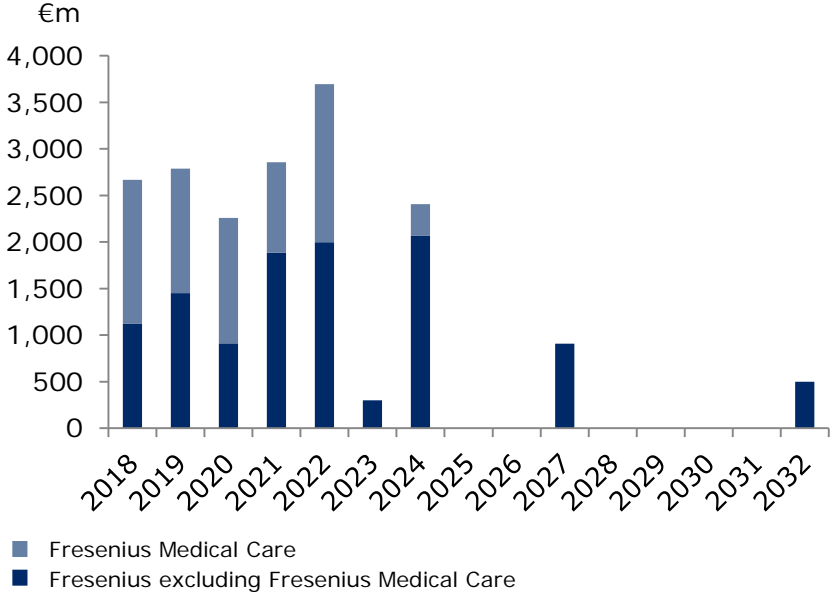
- Other Debt 6%
- Commercial Paper 7%
- Equity neutral convertible bond 7%
- Schuldschein loans 10%
- Syndicated credit facilities 22%



Bonds 48%

**Average interest rate/cost of debt  
2.8% p.a.**

## Maturity profile



**Average maturity  
3.6 years.**



## Fresenius Kabi: Organic Sales Growth by Product Segment

€m	Q4/17	Δ YoY organic	FY/17	Δ YoY organic
IV Drugs	669	8%	2,699	8%
Infusion Therapy	227	5%	903	6%
Clinical Nutrition	417	8%	1,671	8%
Medical Devices/ Transfusion Technology	281	12%	1,085	5%
<b>Total sales</b>	<b>1,594</b>	<b>8%</b>	<b>6,358</b>	<b>7%</b>

## Fresenius Kabi: Profit and Loss Statement

€m	2017	2016
Sales	<b>6,358</b>	6,007
EBITDA margin %	<b>1,483</b> <b>23.3</b>	1,468 24.4
EBIT margin %	<b>1,177</b> <b>18.5</b>	1,171 19.5
Net interest	<b>-119</b>	-149
Earnings before taxes and noncontrolling interest	<b>1,058</b>	1,022
Income taxes Tax rate %	<b>-317</b> <b>30.0</b>	-311 30.4
Noncontrolling interest	<b>-39</b>	-36
Net income <sup>1</sup>	<b>702</b>	675

Before special items

<sup>1</sup> Attributable to shareholders of Fresenius SE & Co. KGaA

## Fresenius Kabi: Cash Flow Statement

€m	2017	2016
Net income <sup>1</sup> (incl. noncontrolling interest)	<b>739</b>	711
Depreciation / amortization	<b>306</b>	297
Change in working capital	<b>-35</b>	-4
Cash flow from operations Margin %	<b>1,010</b> <b>15.9</b>	1,004 16.7
CAPEX, net	<b>-420</b>	-336
Cash flow before acquisitions and dividends	<b>590</b>	668
Acquisitions, net	<b>-152</b>	-114
Free cash flow (before dividends)	<b>438</b>	554

<sup>1</sup> After special items

## Fresenius Kabi: Balance Sheet

€m	2017	2016
Accounts receivable	841	779
Inventories	1,361	1,354
Fixed assets	8,092	7,974
Other assets	1,498	1,323
<b>Total assets</b>	<b>11,792</b>	<b>11,430</b>
Debt	4,806	5,155
Other liabilities	2,997	2,308
Equity (incl. noncontrolling int.)	3,989	3,967
<b>Total liabilities and shareholders' equity</b>	<b>11,792</b>	<b>11,430</b>

# Fresenius Helios Germany: Performance Indicators

	FY/17	FY/16	Δ YoY
No. of hospitals	111	112	-1%
- Acute care clinics	88	88	0%
- Post-acute care clinics	23	24	-4%
No. of beds	34,610	34,706	0%
- Acute care clinics	29,438	29,618	-1%
- Post-acute care clinics	5,172	5,088	2%
Admissions			
- Acute care (inpatient)	1,237,068	1,229,125	1%
Occupancy			
- Post-acute care	82%	82%	
Average length of stay (days)			
- Acute care <sup>1</sup>	6.2	6.4	
- Post-acute care	26.0	26.1	
Bad debt of sales	0.2%	0.3%	

<sup>1</sup> German average (2016): 7.3

# Fresenius Helios: Profit & Loss Statement

€m	2017 <sup>1</sup>	2016
Sales	8,668	5,843
EBITDA	1,426	879
Margin %	16.5	15.0
Depreciation / amortization	-374	-196
EBIT	1,052	683
Margin %	12.1	11.7
Net interest	-155	-37
Earnings before taxes and noncontrolling interest	897	646
Income taxes	-164	-100
Tax rate %	18.3	15.5
Noncontrolling interest	-5	-2
Net income <sup>2</sup>	728	544

<sup>1</sup> Including Helios Spain

<sup>2</sup> Attributable to shareholders of Fresenius SE & Co. KGaA

## Fresenius Helios: Cash Flow

€m	2017 <sup>1</sup>	2016
Net income (incl. noncontrolling interest)	733	546
Depreciation / amortization	374	196
Change in working capital	-374	-120
Cash flow from operations	733	622
Margin %	8.5	10.6
CAPEX, net	-411	-349
Cash flow before acquisitions and dividends	322	273
Acquisitions, net	-5,945	-48
Free cash flow (before dividends)	-5,623	225

<sup>1</sup> Including Helios Spain

## Fresenius Helios: Balance Sheet

€m	2017 <sup>1</sup>	2016
Accounts receivable	1,834	749
Property, plant and equipment (net)	4,113	2,630
Goodwill	7,902	4,538
Other assets	2,734	779
<b>Total assets</b>	<b>16,583</b>	<b>8,696</b>
Debt	6,665	1,406
Other liabilities	2,529	1,440
Equity (incl. noncontrolling interest)	7,389	5,850
<b>Total liabilities and shareholders' equity</b>	<b>16,583</b>	<b>8,696</b>

<sup>1</sup> Including Helios Spain



## Fresenius Vamed: Profit & Loss Statement

€m	2017	2016
Sales	<b>1,228</b>	1,160
EBITDA	<b>87</b>	80
Margin %	<b>7.1</b>	6.9
EBIT	<b>76</b>	69
Margin %	<b>6.1</b>	5.9
Net interest	<b>-2</b>	-2
Earnings before taxes and noncontrolling interest	<b>74</b>	67
Income taxes	<b>-23</b>	-21
Tax rate %	<b>31.1</b>	31.0
Noncontrolling interest	<b>-1</b>	-1
Net income <sup>1</sup>	<b>50</b>	45
ROE (before taxes) %	<b>19.0</b>	19.6

<sup>1</sup> Attributable to shareholders of Vamed AG

## Fresenius Vamed: Cash Flow

€m	2017	2016
Net income (incl. noncontrolling interest)	<b>51</b>	46
Depreciation / amortization	<b>11</b>	11
Change in working capital	<b>-20</b>	-30
Cash flow from operations	<b>42</b>	27
Margin %	<b>3.4</b>	2.3
CAPEX, net	<b>-7</b>	-11
Cash flow (before acquisitions and dividends)	<b>35</b>	16
Acquisitions, net	<b>-19</b>	0
Free cash flow (before dividends)	<b>16</b>	16

## Fresenius Vamed: Balance Sheet

€m	2017	2016
Accounts receivable	238	209
Property, plant and equipment	80	72
Intangible assets	127	103
Other assets	837	724
<b>Total assets</b>	<b>1,282</b>	<b>1,108</b>
Debt	245	176
Other liabilities	648	591
Equity (incl. noncontrolling interest)	389	341
<b>Total liabilities and shareholders' equity</b>	<b>1,282</b>	<b>1,108</b>

# Reconciliation Q4/17

Consolidated results for 2017 include special items related to the acquisition of the biosimilars business of Merck KGaA, the announced acquisition of the shares in Akorn, Inc. (acquisition related expenses). These are mainly transaction costs in the form of legal and consulting fees as well as costs of the financing commitment for the Akorn transaction. Moreover special items arose from a book gain from the revaluation of deferred tax liabilities due to U.S. tax reform as well as from the FCPA provision. In order to compare the results with the scope of original guidance, key figures are additionally adjusted for expenditures for further development of the biosimilars business. The following presentation shows the corresponding reconciliation to the IFRS values. There were neither adjustments nor special items in 2016.

€m	Basis for guidance comparison: Before special items and before biosimilars business	Expenditures for further development of biosimilars business	Before special items	Special items (acquisition-related expenses)	Special items (book gain U.S. tax reform)	Special items (FCPA provision)	After special items (IFRS reported)
<b>Sales</b>	<b>8,695</b>		<b>8,695</b>				<b>8,695</b>
<b>EBIT</b>	<b>1,354</b>	<b>-46</b>	<b>1,308</b>	<b>-16</b>		<b>-200</b>	<b>1,092</b>
Net interest	-150	-2	-152	-7			-159
<b>Net income before taxes</b>	<b>1,204</b>	<b>-48</b>	<b>1,156</b>	<b>-23</b>		<b>-200</b>	<b>933</b>
Income taxes	-344	15	-329	6	266		-57
<b>Net income</b>	<b>860</b>	<b>-33</b>	<b>827</b>	<b>-17</b>	<b>266</b>	<b>-200</b>	<b>876</b>
Noncontrolling interest	-340		-340		-163	138	-365
<b>Net income attributable to shareholders of Fresenius SE &amp; Co. KGaA</b>	<b>520</b>	<b>-33</b>	<b>487</b>	<b>-17</b>	<b>103</b>	<b>-62</b>	<b>511</b>

The acquisition-related expenses are reported in the Group Corporate/Other segment.

# Reconciliation FY/17

Consolidated results for 2017 include special items related to the acquisition of the biosimilars business of Merck KGaA, the announced acquisition of the shares in Akorn, Inc. (acquisition related expenses). These are mainly transaction costs in the form of legal and consulting fees as well as costs of the financing commitment for the Akorn transaction. Moreover special items arose from a book gain from the revaluation of deferred tax liabilities due to U.S. tax reform as well as from the FCPA provision. In order to compare the results with the scope of original guidance, key figures are additionally adjusted for expenditures for further development of the biosimilars business. The following presentation shows the corresponding reconciliation to the IFRS values. There were neither adjustments nor special items in 2016.

€m	Basis for guidance comparison: Before special items and before biosimilars business	Expenditures for further development of biosimilars business	Before special items	Special items (acquisition-related expenses)	Special items (book gain U.S. tax reform)	Special items (FCPA provision)	After special items (IFRS reported)
<b>Sales</b>	<b>33,886</b>		<b>33,886</b>				<b>33,886</b>
<b>EBIT</b>	<b>4,890</b>	<b>-60</b>	<b>4,830</b>	<b>-41</b>		<b>-200</b>	<b>4,589</b>
Net interest	-634	-2	-636	-15			-651
<b>Net income before taxes</b>	<b>4,256</b>	<b>-62</b>	<b>4,194</b>	<b>-56</b>		<b>-200</b>	<b>3,938</b>
Income taxes	-1,203	19	-1,184	13	266		-905
<b>Net income</b>	<b>3,053</b>	<b>-43</b>	<b>3,010</b>	<b>-43</b>	<b>266</b>	<b>-200</b>	<b>3,033</b>
Noncontrolling interest	-1,194		-1,194		-163	138	-1,219
<b>Net income attributable to shareholders of Fresenius SE &amp; Co. KGaA</b>	<b>1,859</b>	<b>-43</b>	<b>1,816</b>	<b>-43</b>	<b>103</b>	<b>-62</b>	<b>1,814</b>

The acquisition-related expenses are reported in the Group Corporate/Other segment.

# Financial Calendar / Contact

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## Financial Calendar

3 May 2018	Results Q1/2018
18 May 2018	Annual General Meeting
7/8 June 2018	Capital Markets Day
31 July 2018	Results Q2/2018
30 October 2018	Results Q3/2018

Please note that these dates could be subject to change.

## Contact

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