

# Health Care Worldwide

Deutsche Bank – Leveraged Finance Conference  
September 30, 2009 – Phoenix



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.

# Financial Overview of the Fresenius Group

Group Enterprise Value<sup>1</sup> \$30.2 bn

S&P: BB  
Moody's: Ba1



Sales 2008 €12,336 m  
EBITDA 2008 €2,203 m<sup>4</sup>  
Market Cap.<sup>2</sup> \$8.8 bn

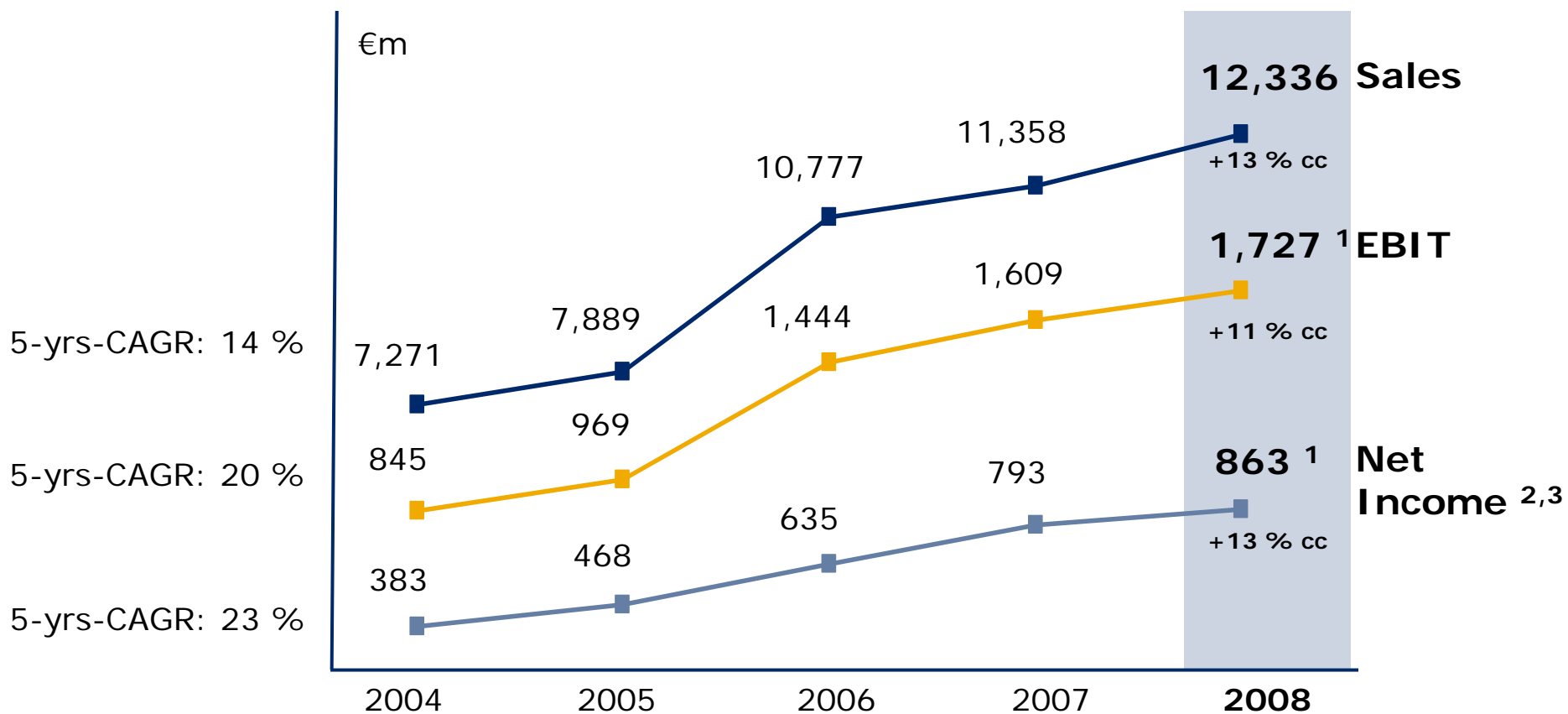


Market Cap.<sup>2</sup> \$13.9 bn

1 - based on market capitalisation of FSE and FMC as of September 17, 2009 and consolidated net debt as of June 30, 2009

2 - as of September 17, 2009 3 - as held by Fresenius ProServe GmbH, a wholly owned subsidiary of Fresenius SE 4 - excl. special items related to APP-acquisition

# Fresenius Group: Financial Results



1 - group financial results before APP-transaction related special items  
 2 - before minority interest  
 3 - adjusted according to new accounting rule SFAS 160

## Fresenius Group: Financial Results H1/09

	<b>Sales</b>	<b>EBIT</b>	<b>Net income*</b>
	€ 6,895 m	€ 985 m	€ 240 m
Growth at constant currency rates	15 %	20 %	10 %
Growth at actual currency rates	21 %	26 %	13 %

\* Net income attributable to Fresenius SE and before special items due to MEB and CVR accounting

# Fresenius Group: Financial Results by Business Segment H1/09

	<b>Fresenius Medical Care</b>	<b>Fresenius Kabi</b>	<b>Fresenius Helios</b>	<b>Fresenius Vamed</b>
Sales Growth	US\$ 5,323 m 3 %	€ 1,500 m 34 %	€ 1,164 m 12 %	€ 247 m 40 %
EBIT Growth	US\$ 813 m -1 %	€ 290 m 60 %	€ 100 m 20 %	€ 9 m 0 %

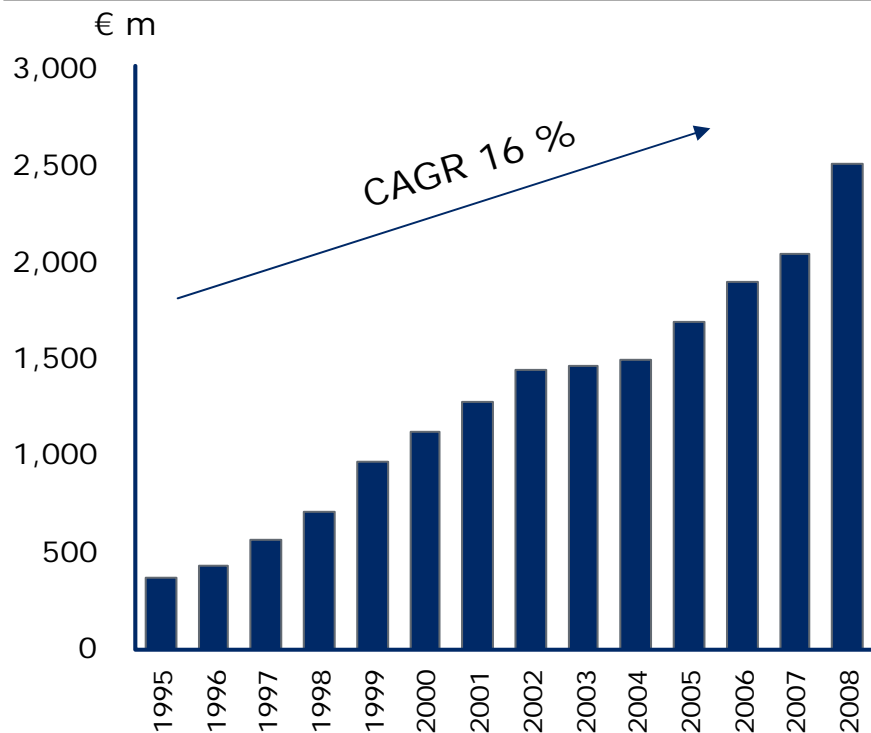
## Fresenius Medical Care: Update H1/09

- Strong organic growth of 8 % – on target for full year 2009
- Further improvement in quality performance metrics in both products and services
- Expect EBIT margin improvement in H2/09
- Continued acceptance and expansion of new products and therapies worldwide

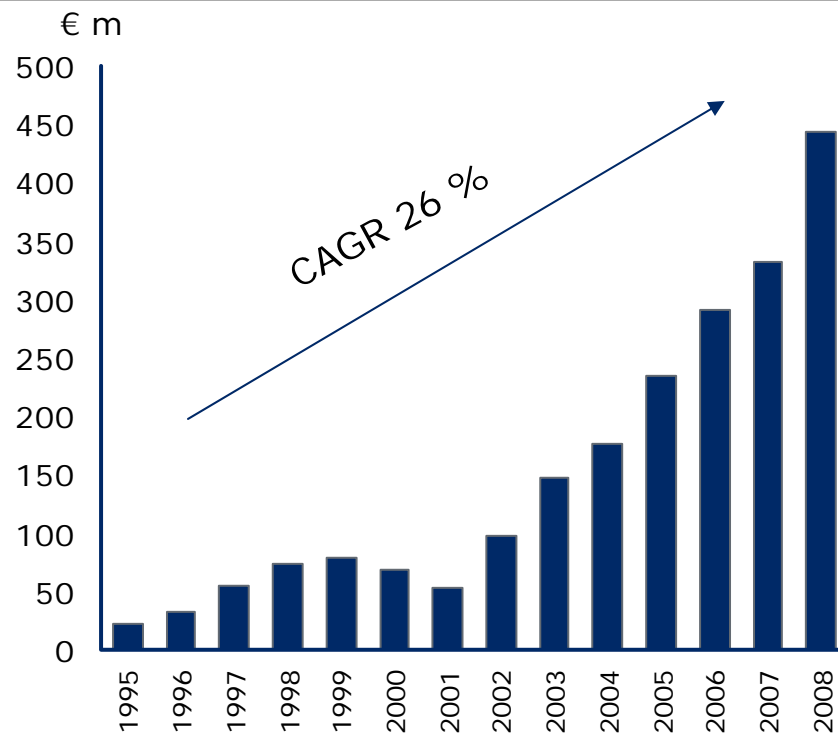


# Fresenius Kabi: Track record of strong Growth and Profitability

## Sales



## EBIT





## Fresenius Kabi: Update H1/09

- Strong organic sales growth of 7 % (excl. APP + Dabur)
  - Emerging markets accelerating slightly
  - German market performing well at 4 %
- APP Pharmaceuticals
  - 18 % sales growth in USD, EBIT margin expansion to 31.7 %
  - Modest growth in FY/09 in non-Heparin portfolio expected
  - Product launches behind business plan
  - 34 ANDA's pending with the FDA (2008: 31); in total, over 70 product candidates under development



# Fresenius Helios: Significant German hospital privatisation opportunity

## - Fresenius Helios is one of the three largest operators of private hospitals in Germany

- 62 hospitals including 5 maximum care clinics
- Acquired 6 hospitals in 2006, 5 hospitals in 2007, 1 hospital in 2008 and completed the acquisition of 5 additional hospitals in Q1/2009

## - Germany is Europe's largest hospital market (~€65 billion market size)

- Only ~14 %<sup>1</sup> of German acute hospital beds managed by private operators; privatisation trend expected to gain pace
- Market provides value-creation opportunity for efficient players with superior medical quality
- Superior growth and margin profile of Fresenius Helios



1 - German Federal Statistics Office, as of 2006

## Fresenius Helios: Update H1/09

- Strong organic sales growth of 5 %;  
130 bps EBIT margin increase in established clinic portfolio
- Krefeld/Huels hospital confirmed to achieve positive EBIT in 2009;  
integration of newly acquired hospitals in Northeim and Mansfeld on track
- Privatization activity expected to pick-up in 2010; management capacity determines rate of acquisition growth
- Management team expanded

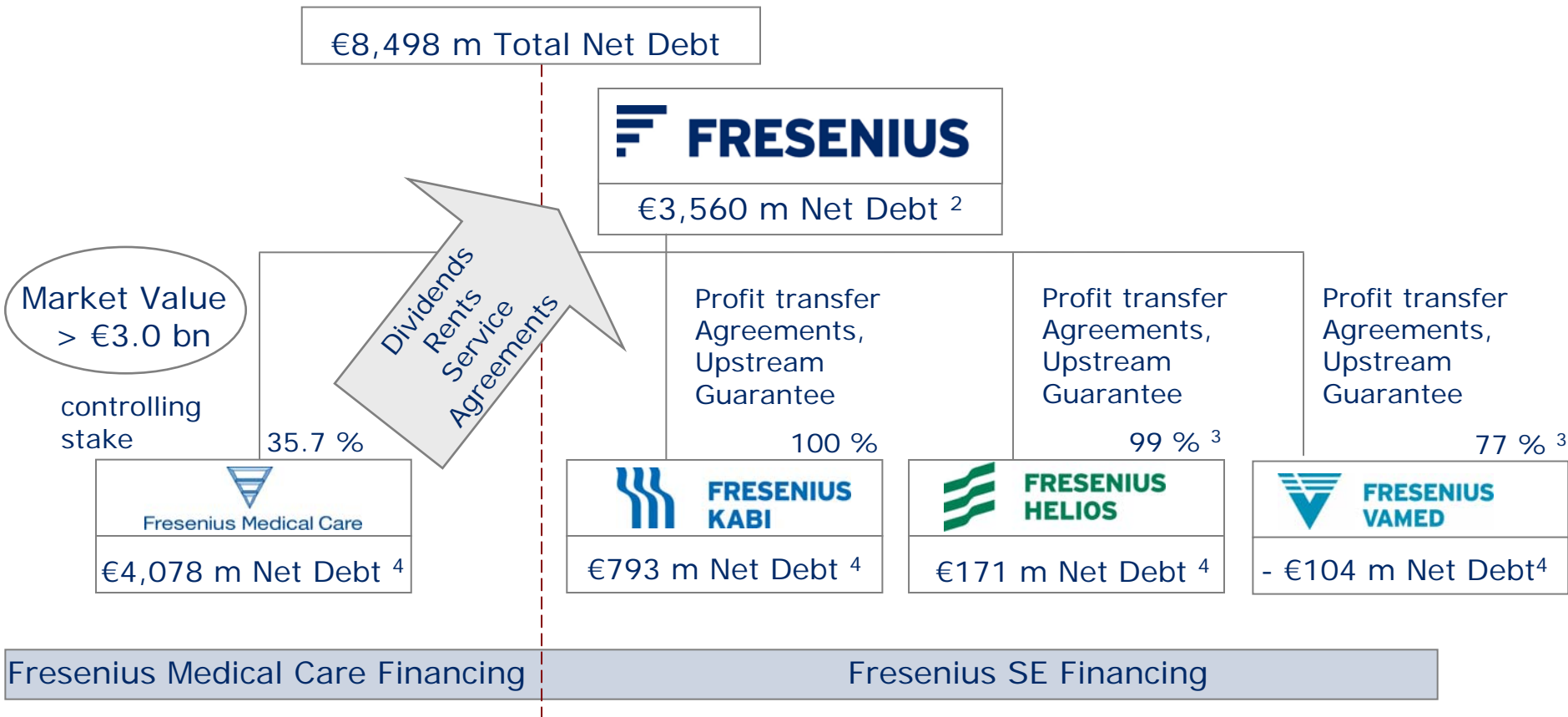


## Fresenius Vamed: Update H1/09

- Strong sales growth driven by project and service businesses
- Project business: € 50 million contract signed to upgrade the maximum care hospital in Cologne-Merheim
- Service business: technical management contract with university clinic Charité Berlin prolonged until end of 2012
- Q2/09 order intake: +51 % to 68 €m



# Fresenius Group: Debt and Cash Flow Structure <sup>1</sup>

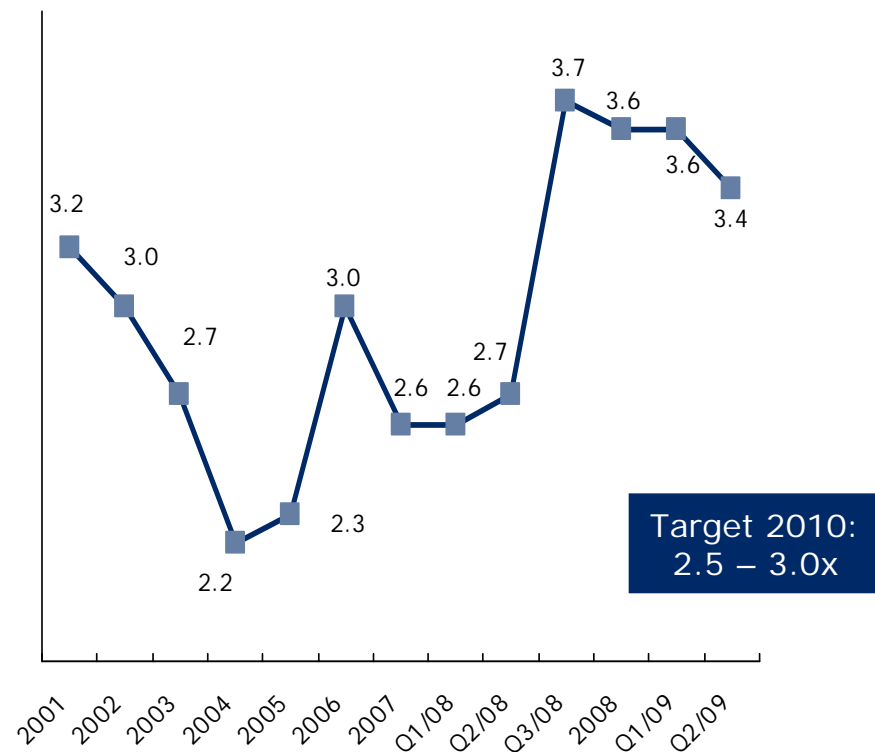


1 - external debt as of June 30, 2009    2 - incl. Fresenius Finance B.V. and other financing subsidiaries  
 3 - as held by Fresenius ProServe GmbH, a wholly owned subsidiary of Fresenius SE, which provides the guarantees    4 - incl. subsidiaries

# Fresenius Group: Debt and Interest Ratios

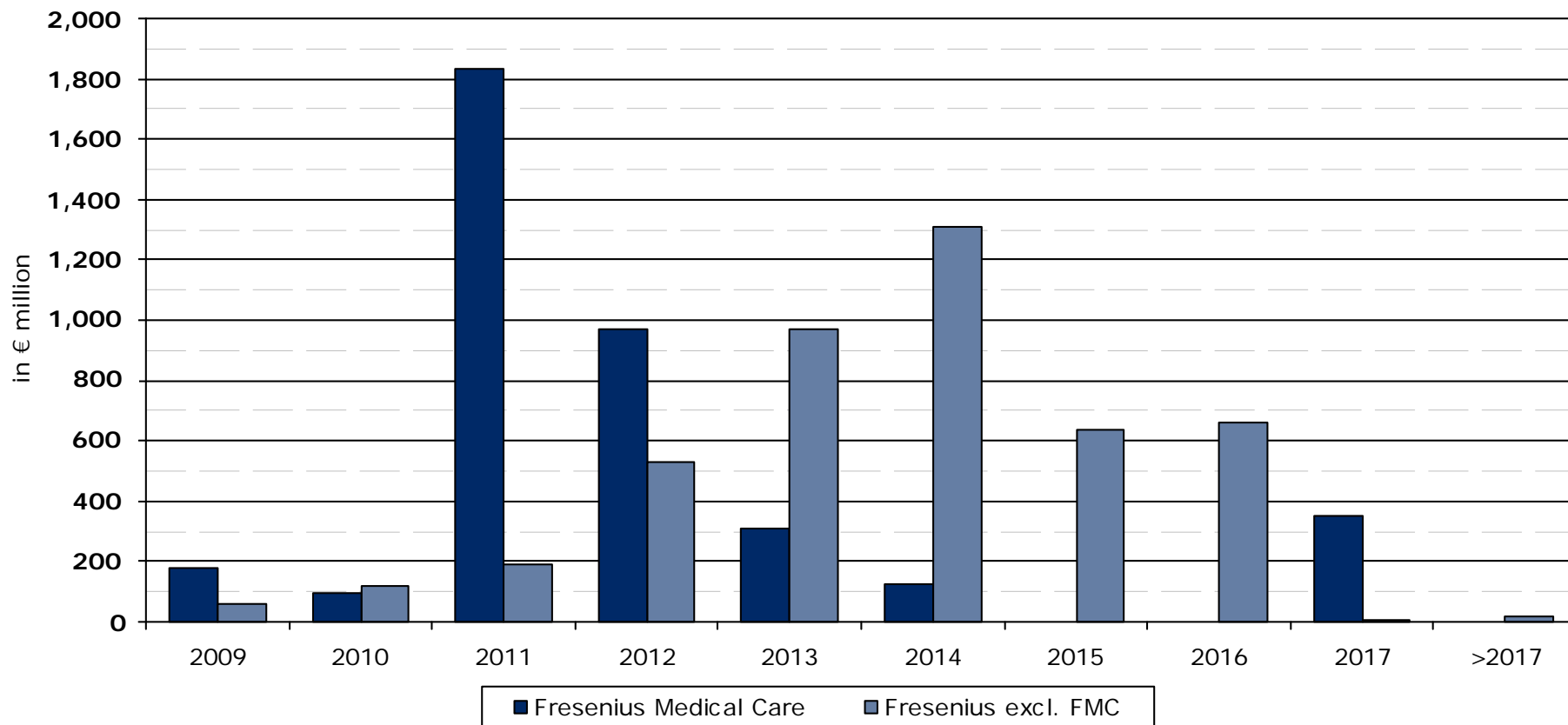
	June 30, 2009	Dec 31, 2008
Debt (€m) thereof 58 % US\$ denominated	<b>8,859</b>	8,787
Net debt (€m)	<b>8,498</b>	8,417
Net debt/EBITDA	<b>3.4</b> <sup>1,2</sup>	3.6 <sup>1,2</sup>
EBITDA/Interest	<b>4.3</b> <sup>1</sup>	4.0 <sup>1</sup>

## Net debt/EBITDA



1 – Pro forma APP acquisition and before special items  
2 – debt excl. Mandatory Exchangeable Bond

# Fresenius Group: Debt Maturity Profile as of June 30, 2009<sup>1</sup>



<sup>1</sup> – based on utilization of major financing instruments; excl. FMC Accounts Receivable Facility

## Fresenius Business Segments: Financial Outlook 2009

Fresenius Medical Care	Sales EAT	> \$ 11.1 bn \$ 850 – 890 m
Fresenius Kabi	Sales growth (cc) EBIT margin <sup>1</sup>	25 – 30 % 19.5 – 20.5 %
Fresenius Helios	Sales EBIT	> € 2.3 bn € 190 – 200 m
Fresenius Vamed	Sales growth EBIT growth	~ 10 % ~ 10 %
Fresenius Biotech	EBIT	€ -40 to -45 m

<sup>1</sup> – Translation effects may impact Fresenius Kabi's margin as APP provides a significant earnings contribution from the US\$ area. This guidance is based on the US\$/€ exchange rate from the beginning of 2009.



## Fresenius Group: Outlook 2009

### Guidance

Revenue growth at constant currency	> 10 % <sup>1</sup>
Net income growth <sup>2</sup> at constant currency	~ 10 %
Capital expenditures	~ €700 - 750 m

1 - organic growth 6 to 8 %    2 - before special items due to Mandatory Exchangeable Bond and Contingent Value Right Accounting

## Investment Highlights

Leading market positions

Diversified revenue base with four strong business segments

Global presence in growing, non-cyclical markets

Proven ability to integrate acquisitions

Clear track record of and commitment to de-leveraging

Strong financial performance and cash flow generation

# Health Care Worldwide

