

# Goldman Sachs – 31<sup>st</sup> Annual Global Healthcare Conference

June 15, 2010



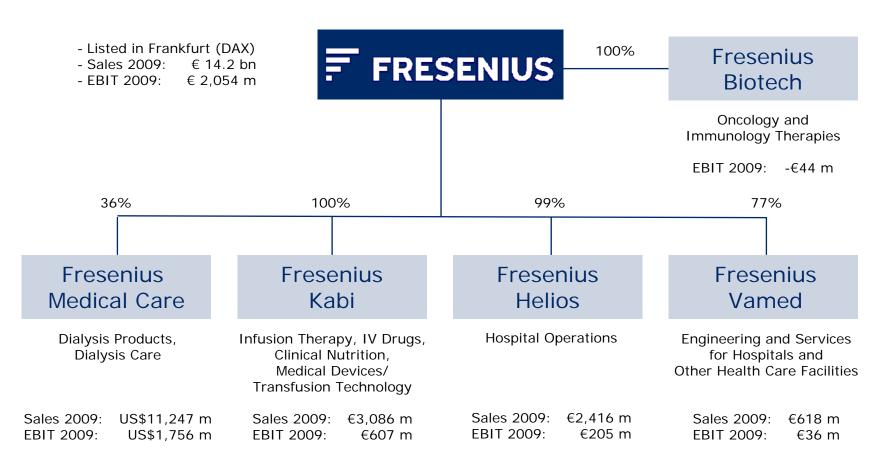


#### Safe Harbor Statement

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.



## Achieving Profitable Growth in Attractive Health Care Segments





### Fresenius Group: Financial Results

	Sales	EBIT	Net income*
Q1/10	€3,643 m	€500 m	€119 m
Growth at constant currency rates	10%	7%	8%
Growth at actual currency rates	8%	5%	8%

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

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#### Fresenius Group: Financial Results by Business Segment

Q1/10	Fresenius	Fresenius	Fresenius	Fresenius
	Medical Care	Kabi	Helios	Vamed
Sales	US\$2,882 m	€800 m	€608 m	€156 m
Growth	13%	11%	5%	34%
EBIT	US\$423 m	€145 m	€52 m	€7 m
Growth	7%	5%	18%	75%



#### Fresenius Kabi: Update Q1/10

- Strong start into the year, organic sales growth at 9%
  - 12% organic growth in clinical nutrition
  - 11% organic growth in IV drugs
- EBIT margin of 18.1% fully in line with expectations
- No significant impact from US healthcare reform and current German reform plans expected
- APP Pharmaceuticals update:
  - 14% sales growth in non-heparin portfolio
  - 1 product approval, 2 ANDA filings YTD,34 ANDAs pending





#### Fresenius Helios: Update Q1/10

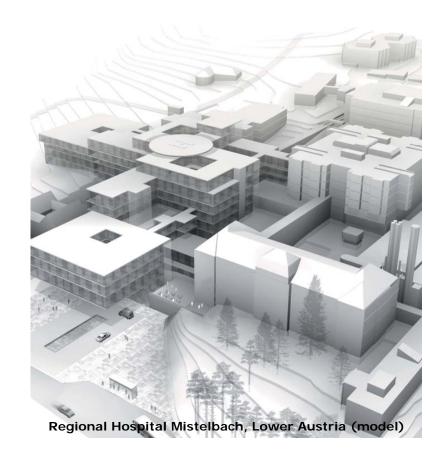
- Continued strong organic sales growth of 6%
- Improved key performance indicators
  - More than 152,000 in-patient hospital admissions in Q1, 4% organic growth
  - Average length of hospital stay at all-time low of 6.9 days
- Fully on track to achieve 2010 guidance
- Excellent progress at Krefeld hospital –
   reconstruction on plan radiation clinic in operation
- Privatization activity expected to gain momentum in 2010/2011





#### Fresenius Vamed: Update Q1/10

- Excellent 34% sales growth, driven by Ukraine medical equipment contract
- Order entry nearly tripled to €260 million
  - €102 million turnkey contract for extension of a 500-bed hospital in Lower Austria
- Order backlog (€838 million) at all-time high double the size of '09 project sales
  - Regional distribution:71% Europe (PIIGS: 0%)29% RoW





#### Fresenius Group: 2010 Financial Outlook Fully Confirmed

Fresenius	Sales	> US\$12 bn
Medical Care	Net Income	US\$950 – 980 m
Fresenius	Sales growth	7 – 9% organic
Kabi	EBIT margin	18 – 19%
Fresenius	Sales growth	3 – 5% organic
Helios	EBIT	€220 – 230 m
Fresenius Vamed	Sales growth EBIT growth	5 – 10% 5 – 10%
Fresenius Biotech	EBIT	-€35 – -40 m



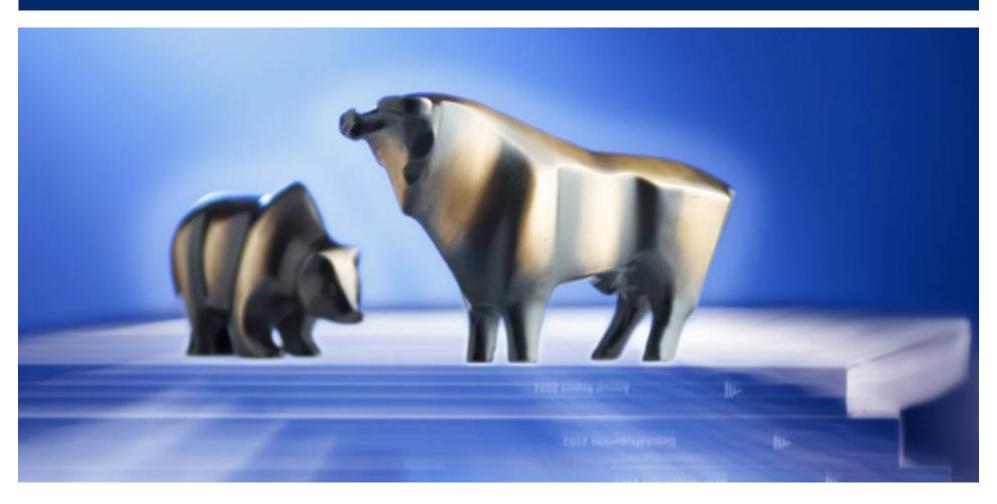
#### Fresenius Group: 2010 Financial Outlook Fully Confirmed

Revenue growth at constant currency	7 – 9%
Net income growth* at constant currency	8 – 10%
Capex	~ 5% of Group sales

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



#### Attachments





#### Fresenius Group: Profit and Loss Statement

€m	Q1/10	Q1/09	Growt	h YoY
			actual rates	constant rates
Sales	3,643	3,373	8%	10%
EBIT	500	477	5%	7%
Net interest	-143	-145	1%	-2%
Income taxes	-119	-107	-11%	-15%
Net income*	119	110	8%	8%

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



## Fresenius Group: Cash Flow

€m	Q1/10	LTM Margin	Q1/09*	LTM Margin	Growth YoY
Operating Cash Flow	438	12.5%	182	7.6%	141%
Capex (net)	-130	4.5%	-147	5.6%	12%
Free Cash Flow (before acquisitions and dividends)	308	8.1%	35	2.0%	
Acquisitions (net)	-66		-86		23%
Dividends	-24		-11		-118%
Free Cash Flow (after acquisitions and dividends)	218	4.6%	-62	-22.3%	

<sup>\*</sup> After FMC restatement of noncontrolling interest



### Cash Flow Development LTM

€m	Operating CF		Capex	Capex (net)		Free Cash Flow*	
	LTM Q1/10	LTM Margin	LTM Q1/10	LTM Margin	LTM Q1/10	LTM Margin	
FRESENIUS KABI	431	13.6%	(120)	(3.8%)	311	9.8%	
FRESENIUS HELIOS	249	10.2%	(123)	(5.0%)	126	5.1%	
FRESENIUS VAMED	78	11.9%	(5)	(0.8%)	73	11.1%	
Corporate/ Other	-42	n/a	(8)	n/a	-50	n/a	
F FRESENIUS excl. FMC	716	11.5%	(256)	(4.1%)	460	7.4%	

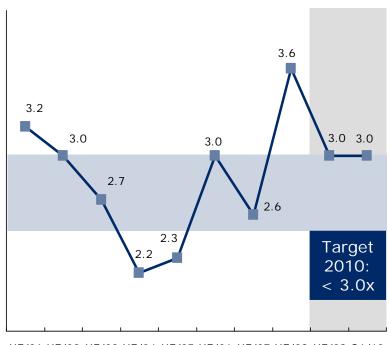
<sup>\*</sup> Before Acquisitions and Dividends



#### Fresenius Group: Debt and Interest Ratios

	Mar 31, 2010	Dec 31, 2009
Debt (€m) thereof 56% US\$ denominated	8,500	8,299
Net debt (€m)	8,033	7,879
Net debt/EBITDA	3.0	3.0
EBITDA/Interest	4.5	4.5

#### Net debt/EBITDA



YE/01 YE/02 YE/03 YE/04 YE/05 YE/06 YE/07 YE/08 YE/09 Q1/10

Debt excludes Mandatory Exchangeable Bonds



## Fresenius Kabi: Strong Organic Sales Growth

€m	Q1/10	Q1/09	Organic Growth
Infusion Therapy	196	168	6%
IV Drugs	255	237	11%
Clinical Nutrition	245	216	12%
Medical Devices/ Transfusion Technology	104	101	1%
Total sales	800	722	9%



## Fresenius Kabi: Strong Organic Sales Growth

€m	Q1/10	Q1/09	Organic Growth
Europe	409	376	6%
North America	179	168	11%
Asia-Pacific	128	111	14%
Latin America/Africa	84	67	7%
Total sales	800	722	9%



### Fresenius Kabi: EBIT Growth Fully in Line with Expectations

€m	Q1/10	Q1/09	Growth
Europe Margin	<b>86</b> 21.0%	80 21.3%	8%
North America Margin	<b>47</b> 26.3%	50 29.8%	-6%
Asia-Pacific/Latin America/Africa	<b>35</b> 16.5%	<b>27</b> 15.2%	30%
Corporate and Corporate R&D	-23	-19	-21%
Total EBIT	145	138	5%
Margin	18.1%	19.1%	



#### Fresenius Helios: Excellent Sales and EBIT Growth

€m	Q1/10	Q1/09	Growth
Total sales	608	577	5%
EBIT			
Established clinic portfolio  Margin	52 8.6%	<b>43</b> * 7.5%	21%
Acquisitions/Divestitures (consolidation/deconsolidation < 1 yr)	0	1*	
Total EBIT	52	44	18%
Margin	8.6%	7.6%	

<sup>\*</sup> Prior year EBIT split adjusted to current portfolio



#### Fresenius Helios: Performance Indicators

	Q1/10	Q1/09	Change
No. of hospitals* - Acute clinics - Post-acute care clinics	61 42 19	62 43 19	-2% -2% 0%
No. of beds* - Acute clinics - Post-acute care clinics  Admissions**	18,516 15,049 3,467	18,583 15,116 3,467	0% 0% 0%
- Acute care (in-patient)	152,730	147,623	3%
Occupancy** - Post-acute care	80%	79%	
Average length of stay (days)** - Acute care - Post-acute care	6.9 30.1	7.0 30.5	

<sup>\*</sup> Dec 31, 2009

<sup>\*\*</sup> Clinics in Germany



#### Fresenius Vamed: Excellent Sales and EBIT Growth

€m	Q1/10	Q1/09	Growth
Project business Service business	102 54	68 48	50% 13%
Total sales	156	116	34%
Total EBIT  Margin	<b>7</b> 4.5%	<b>4</b> 3.4%	75%
Order intake* Order backlog*	260 838	88 679**	195% 23%

<sup>\*</sup> Project business only

<sup>\*\*</sup> Dec 31, 2009



#### Financial Calendar

03.08.2010 Report on 1<sup>st</sup> half 2010

02.11.2010 Report on 1<sup>st</sup>-3<sup>rd</sup> quarters 2010

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<sup>\*</sup> Subject to the prior approval by the Annual General Meeting.