

# Goldman Sachs – European Medtech and Healthcare Services Conference

September 8 - 9, 2010





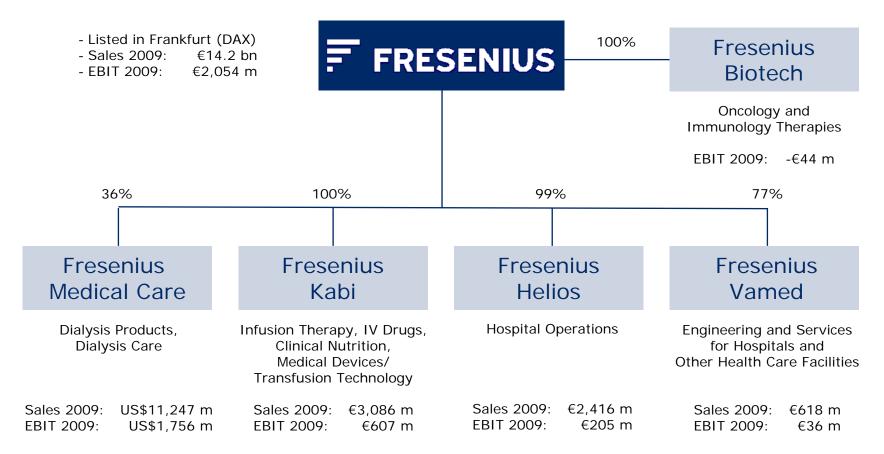
#### Safe Harbor Statement

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.

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# Achieving Profitable Growth in Attractive Health Care Segments



Fresenius Medical Care is fully consolidated in the financial statements of Fresenius SE



### Fresenius Group: Financial Results

	Sales	EBIT	Net income <sup>1</sup>
H1/10	€7,686 m	€1,118 m	€302 m
Growth at constant currency rates	10%	12%	23%
Growth at actual currency rates	11%	14%	26%

<sup>1</sup> Net income attributable to Fresenius SE and before special items due to MEB and CVR accounting



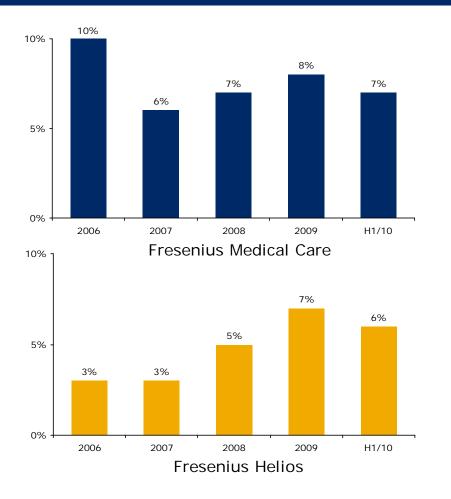
# Fresenius Group: Financial Results by Business Segment

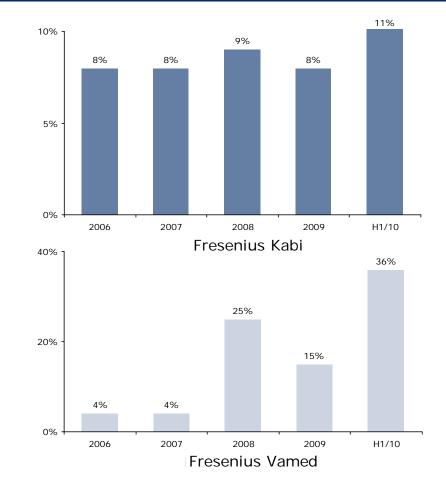
H1/10	Fresenius	Fresenius	Fresenius	Fresenius
	Medical Care	Kabi	Helios	Vamed
Sales	US\$5,828 m	€1,745 m	€1,223 m	€338 m
Growth	9%	16%	5%	37%
EBIT	US\$888 m	€347 m	€110 m	€15 m
Growth	9%	20%	10%	67%



# Fresenius Group:

# Sustainable Organic Sales Growth in All Business Segments





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#### Fresenius Medical Care: Update H1/10

- Strong underlying operational performance fully on track for full-year guidance and strategy
- Expanded global presence in dialysis services through acquisitions in attractive growth markets
- Superior quality performance in both products and services
- Uniquely poised to seize opportunities from U.S. bundled reimbursement system given vertical integration and consistent quality focus





### Fresenius Kabi: Update H1/10

- Strong sales and EBIT development
  - 11% organic sales growth
  - 19.9% EBIT margin
- APP Pharmaceuticals with 28% sales growth,
  4 key factors contributing to outperformance
  - New product launches
  - Propofol
  - Oxaliplatin
  - Heparin
- Pursue further efficiency increases in Europe; expected one-time expenses of €10 – 20 million in H2/10





#### Fresenius Helios: Update H1/10

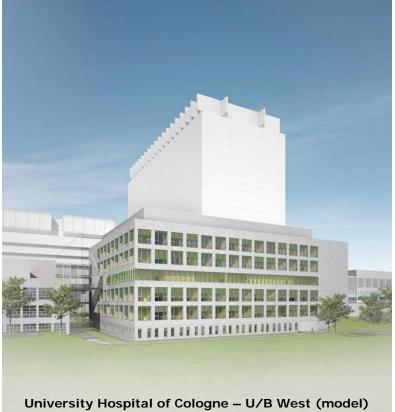
- Strong organic sales growth of 6%
  - patient admissions +4%
  - price/mix +2%
- 40 bps EBIT margin increase to 9.0%
- Acquisition activity YTD:
  - 9 properties coming to market
  - 3 bids submitted by HELIOS
  - 1 bid accepted
- Patient satisfaction survey on 67,000 patients showed 95% overall satisfaction – confirming high quality of care at HELIOS' clinics





#### Fresenius Vamed: Update H1/10

- Excellent organic sales growth of 36%
- Order entry more than doubled to €328 million in H1/10
  - €62 million turnkey construction project at Cologne university hospital (U/B West) including 25-year technical management contract – expanding German project and service business
  - €52 million medical equipment contract King Hamad Hospital, Bahrain
- Order backlog (€768 million) near all-time high
- Medical technical service contract for three German hospitals (>900 beds) in July





# Fresenius Group: 2010 Outlook Raised or Fully Confirmed

		Previous	New	
Fresenius Medical Care	Sales Net income <sup>1</sup>	>\$12 bn \$950 – 980 m		$\checkmark$
Fresenius	Sales growth	7 – 9% organic	Upper end of range	<b>†</b>
Kabi	EBIT margin	18 – 19%	18.5 – 19.0%	
Fresenius	Sales growth	3 – 5% organic	Upper end of range	<b>†</b>
Helios	EBIT	€220 – 230 m	Upper end of range	
Fresenius	Sales growth	5 – 10%	Upper end of range	<b>A</b>
Vamed	EBIT growth	5 – 10%	Upper end of range	
Fresenius Biotech	EBIT	-€35 – -40 m		<b>V</b>

<sup>1</sup>Net income attributable to Fresenius Medical Care AG & Co. KGaA



# Fresenius Group: 2010 Earnings Outlook Raised

	Previous	New	
Revenue growth at constant currency	7 – 9%		<b>V</b>
Net income growth <sup>1</sup> at constant currency	8 – 10%	10 – 15%	1
Сарех	~5% of Group sales		<b>v</b>

<sup>1</sup> Net income attributable to Fresenius SE and before special items due to MEB and CVR accounting