

Berenberg & Goldman Sachs 9th German Corporate Conference



22-23 September 2020

Safe Harbor Statement

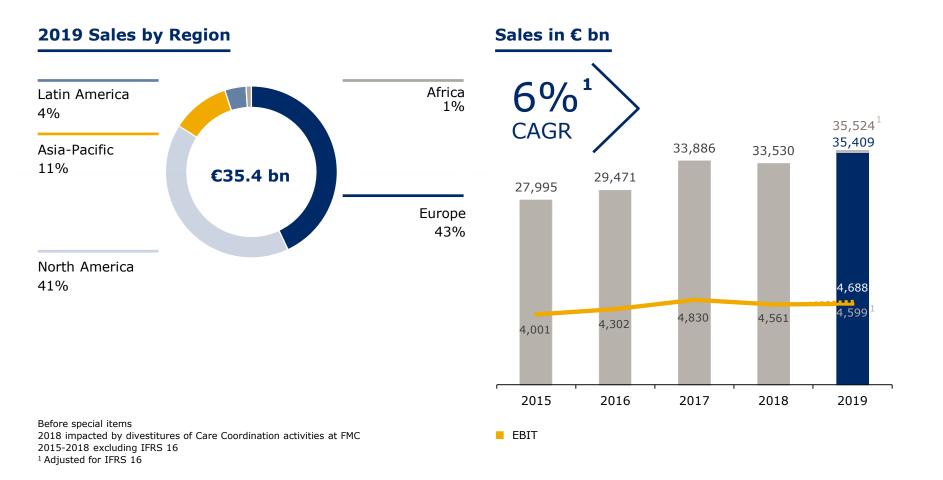
This presentation contains forward-looking statements that are subject to various risks and uncertainties. Future results could differ materially from those described in these forward-looking statements due to certain factors, e.g. changes in business, economic and competitive conditions, regulatory 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.

Figures for 2020 and 2019 according to IFRS 16 (except otherwise stated).

A Global Leader in Health Care Products and Services

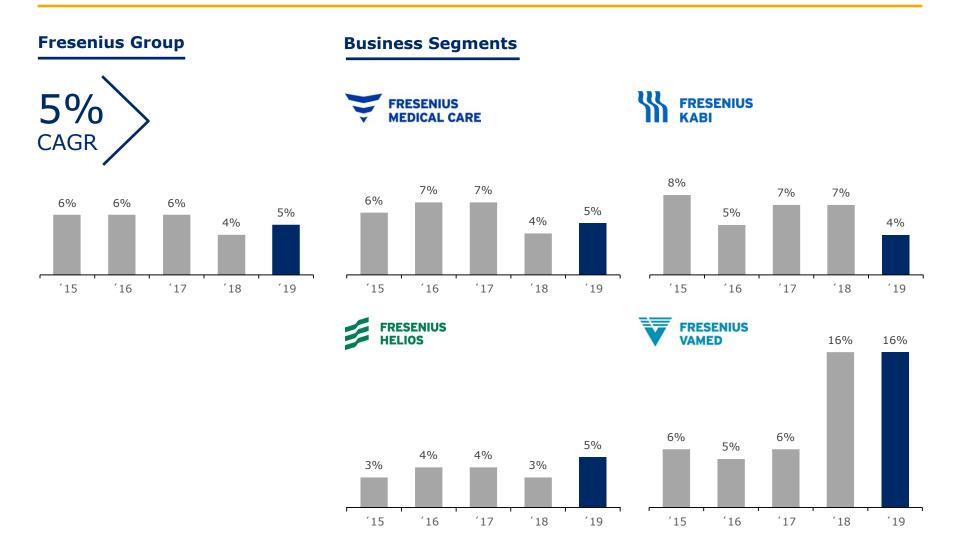


Fresenius Group: Global Sales Base in Growing, Non-Cyclical Markets



FRESENIUS

Fresenius Group: Strong Track Record of Organic Sales Growth in All Business Segments



Strong and Balanced Health Care Portfolio



Fresenius Medical Care: Global Dialysis Market Leader

- The world's leading provider of dialysis products and services treating ~347,000 patients¹ in ~4,000 clinics¹
- Provide highest standard of product quality and patient care

ලිළු Dialysis products

Dialysis services



• Expansion in Care Coordination and global dialysis service opportunities; enter new geographies

Market Dynamics

Global Dialysis Market 2019:

- ~€80 bn
- ~6% patient growth p.a.

Growth Drivers:

 Aging population, increasing incidence of diabetes and high blood pressure, treatment quality improvements



¹ As of June 30, 2020

Fresenius Kabi: A Leading Global Hospital Supplier

- Comprehensive product portfolio for critically and chronically ill patients
- Strong Emerging Markets presence
- Leading market positions



- 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 2019:

• ~€97 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

- Market leader in size and quality with excellent growth prospects
- $\sim 5\%^1$ share in German acute care hospital $\sim 12\%^1$ share in Spanish private hospital market
- Quality is key: defined quality targets, publication of medical treatment results, peer review processes
- Broad revenue base with public and privately insured patients, PPPs, self-pay and Occupational Risk Prevention

Market Dynamics

Hospital Market Size:

- ~€102 bn² German Acute Care Hospital Market
- ~€15 bn³ Spanish Private Hospital Market

Growth Drivers:

 Aging population, greenfield projects in Spain, potential market consolidation in Germany and Spain



Outpatient

Acute Care



 Development of new business models to foster digitalization and profit from trend towards outpatient treatments ¹ Based on sales

- ² German Federal Statistical Office 2018; total costs, gross of the German hospitals less academic research and teaching
- ³ Market data based on company research. Market definition does neither include Public Private Partnerships (PPP) nor Occupational Risk Prevention centers (ORP)

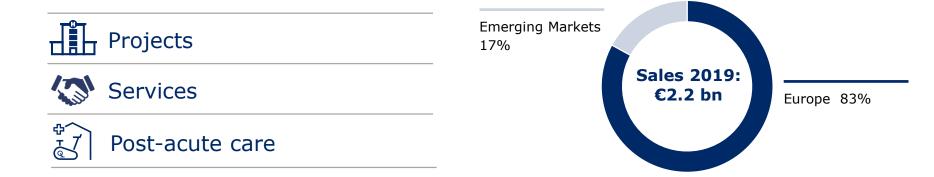
Fresenius Vamed: Leading Global Hospital Projects and Services Specialist

- Manages hospital construction/expansion projects and provides services for health care facilities worldwide
- Offers project development, planning, turnkey construction, maintenance as well as technical management, and total operational management
- Strong track record: More than 900 projects in over 90 countries completed
- Leading European post-acute care provider operating in five European countries

Market Dynamics

Growth Drivers:

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



Global Trends offer Growth Opportunities for Fresenius

Aging Population



Increasing national income

Growing healthcare sector



Chronically ill patients



Significant savings for healthcare systems

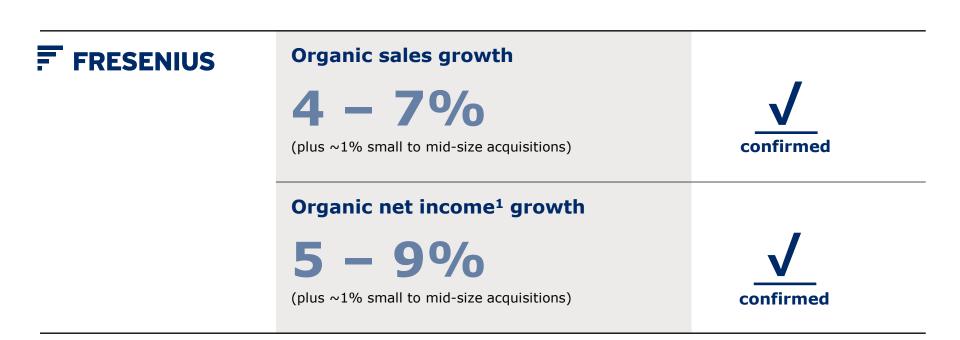


Sources: ¹ UN, 2019 Revision of World Population Prospects (2019) ² UBS, Longer Term Investments: EM healthcare (2018) ³ IMF (2019) ⁴ IDF Diabetes Atlas (2017) ⁵ AAM report (2019) ⁶ UBS, Longer Term Investments: Generics (2018)

Fresenius Group: Growth Areas



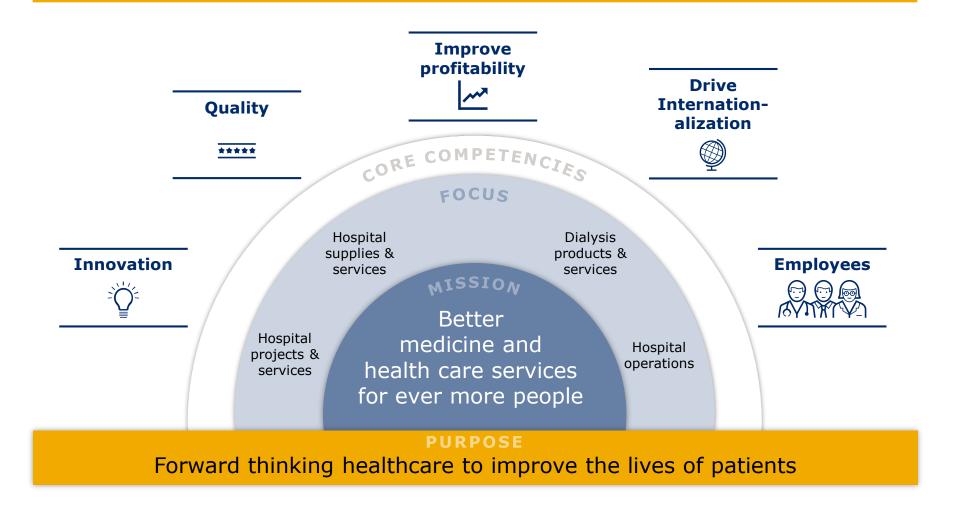
Fresenius Group: Medium-term Growth Targets 2020 – 2023 (CAGRs)



¹ Net income attributable to shareholders of Fresenius SE&Co. KGaA

Before special items

The Fresenius Strategy



Our ESG Priorities: Patients, Employees and Compliance





FRESENIUS

ESG Rating Overview: Continuous Improvement through Reporting and Engagement

		Corporate Responsibility Prime rated by ISS-oekom>	MSCI 🌐	Dow Jones Sustainability Indexes	SUSTAINALYTICS		
Current Score	CDP Climate: C CDP Water: C	Prime C	BBB	39/100 DJSI Europe	55/100		
Sector Average	CDP Climate: B-	C-	BBB - A	28 / 100	47 - 63/ 100		
Previous Score	CDP Climate: D- CDP Water: D-	Prime C	BB	33/100	48 /100		
Next steps:	 Improve management-level responsibility over ESG-related issues, i.e. implement further emissions reduction and efficiency projects and related targets Intensify dialogue with rating agencies 						

Sustainability/ESG: Decisive Steps for 2020

Our Priorities

- "Better medicine for more people"
- Patients: Quality of products and services
- People: Being an attractive employer
- Compliance: Doing the right thing



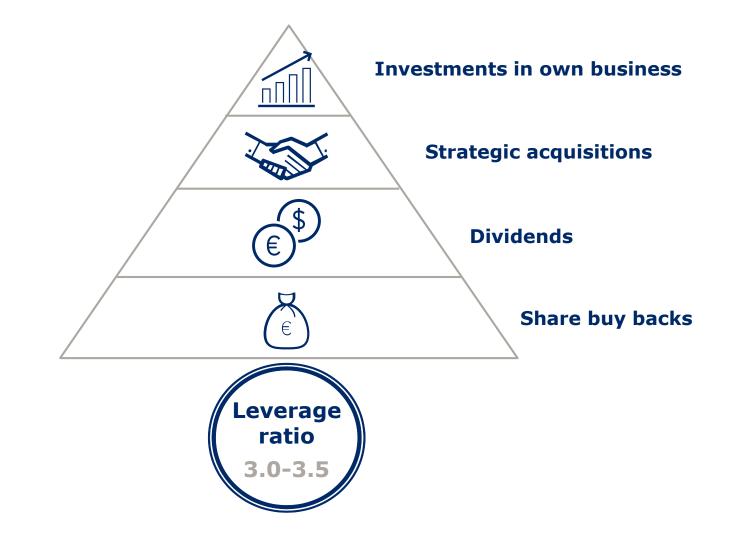
Sustainability Governance

- CEO sponsors Group sustainability efforts
- New Group Sustainability Board in 2020
- Strategy and KPI alignment program started in 2019, will continue in 2020

Remuneration

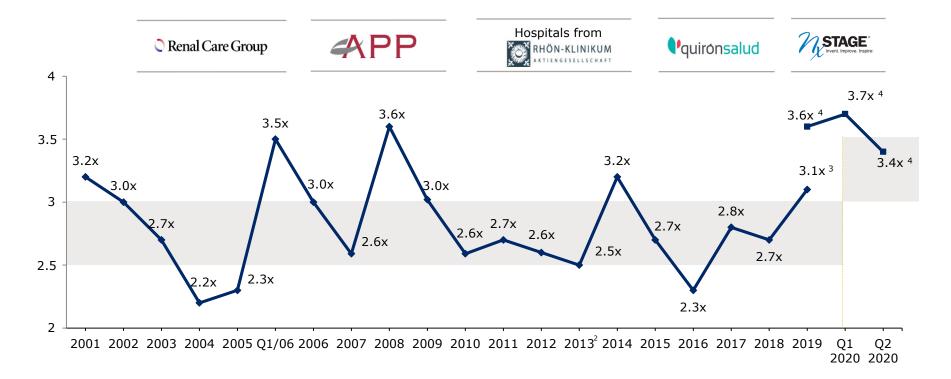
- Remuneration proposal planned for AGM 2021
- Based on new German legal framework
 and German Corporate Governance Code
- Will include ESG performance indicators

Fresenius Group: Capital Deployment Focuses on Sustainable Value Creation



Fresenius Group: Proven Track Record of Deleveraging

Net Debt/EBITDA¹



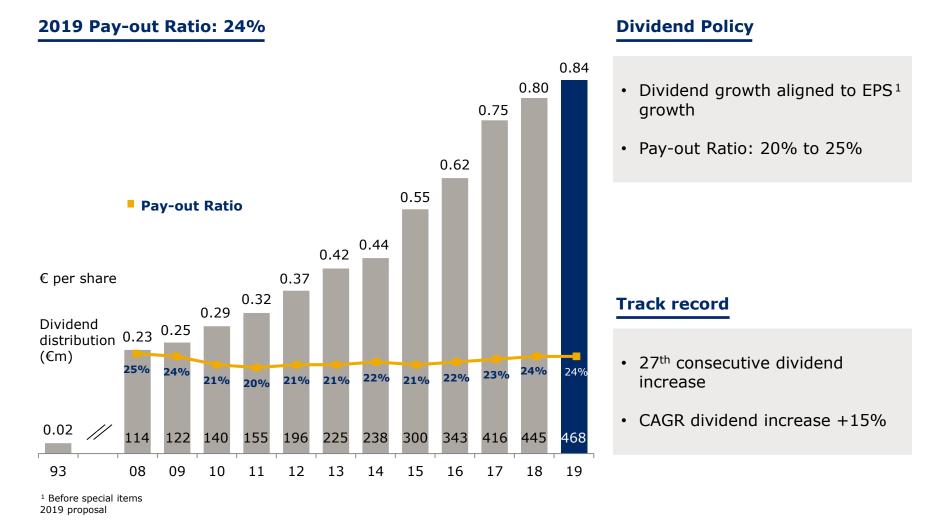
¹ At actual FX rates from 2001 to 2010 and at average FX rates from 2011 onwards, for both Net Debt and EBITDA; before special items; pro forma closed acquisitions/divestitures

² Pro forma excluding advances made for the acquisition of hospitals from Rhön-Klinikum AG

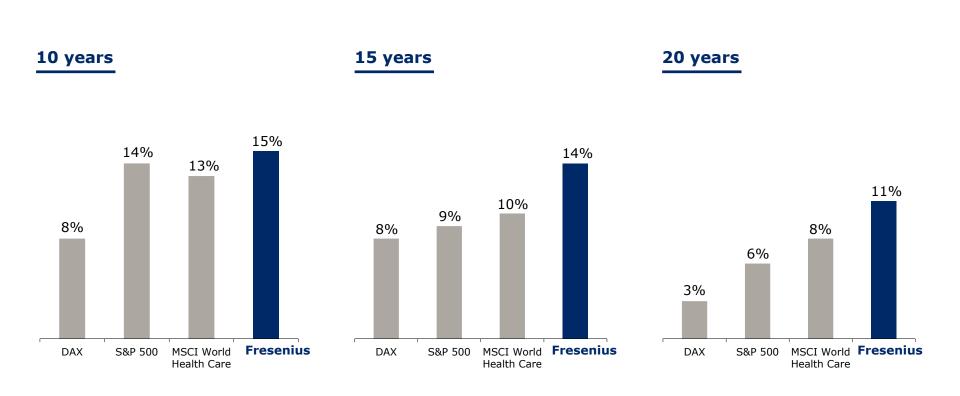
³ 2001-2019 excluding IFRS 16

⁴ Including IFRS 16

Fresenius SE: Earnings-Linked Dividend Policy



Total Shareholder Return – CAGR, Rounded



Source: Bloomberg; dividends reinvested, as of Dec 31, 2019

Review Q2/20









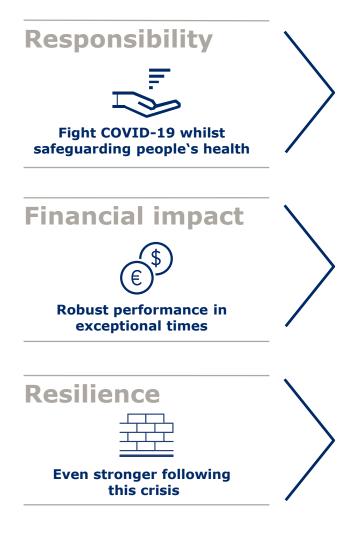








Fresenius Group Q2/20: Successful crisis management amid the COVID-19 pandemic

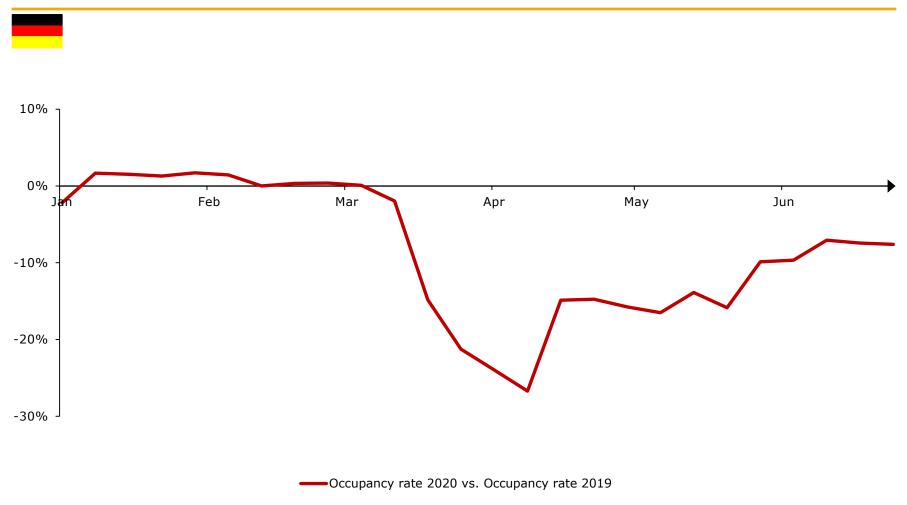


- Fresenius at the forefront to fight COVID-19
- Business continuity in plants, hospitals and sites ensured
- Safety measures to protect patients and staff enhanced
- Supplying COVID-19 patients with essential drugs & devices at stable prices
- COVID-19 weighs on H1/20 results, however, we see a strong underlying business development
- Q2/20 should mark the trough
- Acceleration of earnings growth expected in H2/20
- New 2020 guidance including COVID-19 effects is testament to the Group's resilience
- Resilience of business model also recognized by rating agencies
- Part of critical infrastructure with high degree of vertical integration
- Our core competencies affordable and high quality healthcare products and services - will play an even more important role in the future

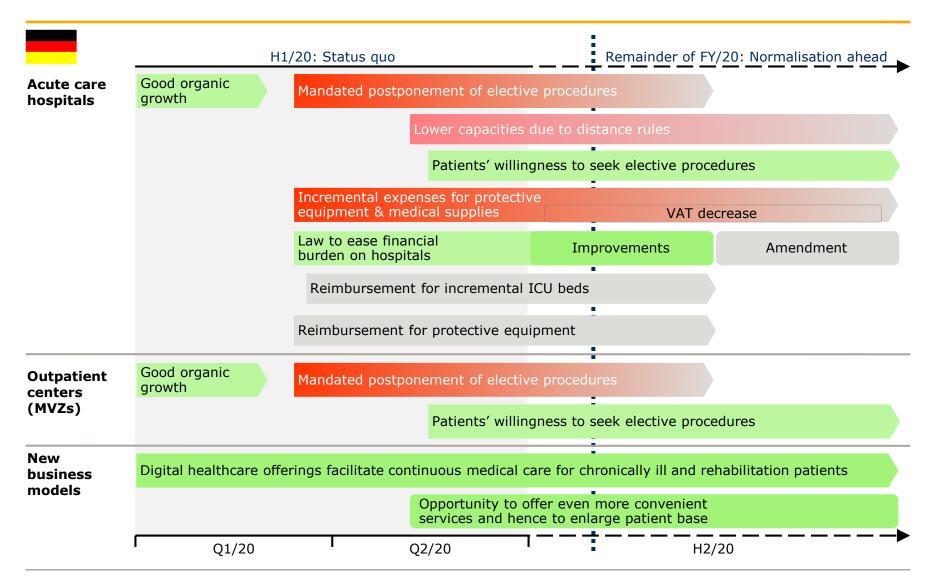
Fresenius Kabi: Gradual recovery in China, COVID-19 headwinds elsewhere due to few elective treatments

		H1/20: Status quo			Remainder of FY/20: Meaningful uncertainty
China	Postpor	ement of elective pro	cedures		
North America		COVID-related extr	a demand		
		Postponement of el	ective procedures		
Europe		COVID-related extra demand			
		Postponement of el	ective procedures		
Global		SG&A savings			
Devices	Pumps	COVID-related extra	a demand & stock-	build	
	ТСТ	COVID-related extra demand	Less blood cons and fewer blood		a donations
Manufacturing	China Reduce	d volumes			
	RoW	Improved capacity inventory build	utilization &		Under-utilization of capacity & working capital management
	Global Increme	ental expenses for raw	ı materials, logistic	s, labor a	nd protection of our staff
ſ	Q1/20	I	Q2/20		H2/20

Helios Germany: Occupancy rate deviation 2020 vs. 2019



Helios Germany: Gradual recovery of elective procedures in Q2



Helios Spain: Q2 marked by significant COVID-19 headwinds, gradual recovery of elective treatments started only end of Q2

	H	1/20: Status quo	Remainder of FY/20: Normalisation ahead
Private hospitals	Good organic growth	Mandated postponement of elective procedures	
		Pat	ients' willingness to seek elective procedures
		Incremental beds (ICU & acute)	and ventilators
		Incremental expenses for protect	tive equipment, medical supplies & additional staff
			mbursement/compensation negotiations n private Health Insurance Companies
PPPs	Good organic growth	Mandated postponement of elective procedures	
		Pat	ients' willingness to seek elective procedures
		Constrained opportunity to gene	rate 'Free Choice' sales
		Incremental beds (ICU & acute)	and ventilators
		Incremental expenses for protect	tive equipment, medical supplies & additional staff
			rification on reimbursement/compensation ected in H2/20
ORPs	Good organic growth	Cancellation of medical check-up	os
			litional opportunities in "safe workplace" utions, minimizing infection risk
	Q1/20	Q2/20	т — — — — — — — — — — — — — — — — — — —

Fresenius Vamed: Ongoing headwinds in project and service business due to COVID-19

	H1/	20: Status quo	Remainder of FY/20: Meaningful uncertainty		
Project	Good organic growth	Delays and cancellations of project orders	s		
business		Execution delays due to travel/quarantine restrictions and supply chain restraints			
		Incremental expenses due to project dela	ays		
		SG&A savings			
Service business	Good organic growth	Mandated postponement of elective proce	edures		
business		Lower capacities due to	distance rules		
Operational		Patients' willingness	to seek elective procedures		
management		German decree to ease financial burden on post-acute facilities	Pot. compensation in AUT, CH and CZ		
		Health authority induced shut-down of m	edical wellness resorts		
		Incremental expenses for protective equi	pment and medical supplies		
Technical services	Good organic growth Technical maintenance not meaningfully impacted				
		Less demand for instrument sterilization mandated postponement of elective proc			
	Q1/20	Q2/20	H2/20		

Fresenius Group



"During the COVID-19 pandemic, Fresenius continues to make many important contributions to the provision of high-quality, affordable healthcare. We are standing with our patients around the world – fulfilling our social responsibility."

Stephan Sturm

Chairman of the Management Board

Financial Review Q2/20

















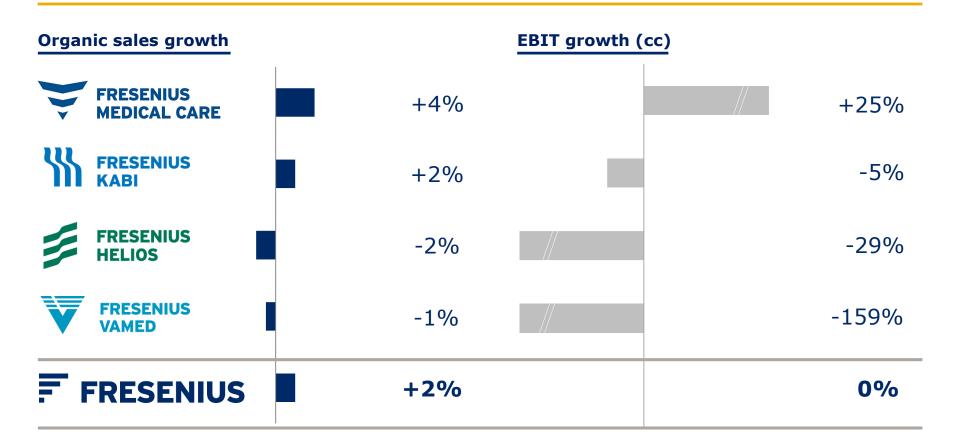
Fresenius Group: Q2/20 Profit and Loss Statement

Sales	EBIT	
+2%	0%	
Q2/20: €8,920 m	Q2/20: €1,123 m	Net Income
Income Tax Rate	Net Interest	-13%
23.5%	-€167 m	Q2/20: €410 m
Q2/19: 22.8%	Q2/19: -€180 m	

All growth rates in constant currency (cc) Before special items Net income attributable to shareholders of Fresenius SE & Co. KGaA

FRESENIUS

Fresenius Group: Q2/20 Business Segment Growth



All figures before special items

For a detailed overview of special items please see the reconciliation tables provided on our website https://www.fresenius.com/results-center.

Fresenius Group: Cash Flow

	Operati	ng CF	Capex (net)		Free Cas	h Flow ¹
€m	Q2/2020	LTM Margin	Q2/2020	LTM Margin	Q2/2020	LTM Margin
FRESENIUS MEDICAL CARE	2,319	25.2%	-216	-6.2%	2,103	19.0%
	437	18.3%	-161	-10.7%	276	7.6%
FRESENIUS HELIOS	295	9.2%	-69	-5.0%	226	4.2%
	28	1.8%	-23	-3.8%	5	-2.0%
Corporate/Other	3	n.a.	-7	n.a.	-4	n.a.
FRESENIUS Excl. FMC	763	12.0%	-260	-7.4%	503	4.6%
FRESENIUS	3,082	18.6%	-476	-6.8%	2,606	11.8%

¹ Before acquisitions and dividends

Fresenius Group: Strong financial position



- Resilience of business model also recognized by rating agencies -IG ratings unchanged, stable outlook
- Funding costs near pre-Covid-19 levels
- Comfortable liquidity cushion of >€5.7 bn
- No further long-term refinancing needs in 2020

Fresenius Group: FY/20 Financial Outlook by Business Segment (including COVID-19 effects)

€m (except otherwise stated)			FY/19 Base ¹	H1/20 Actual	FY/20e ²	FY/20 ³ New
	Sales growth (org)	6,919	3,467	+3% to +6%	+2% to +5%	
		EBIT growth (cc)	1,205	581	-4% to 0%	-6% to -3%
	FRESENIUS HELIOS	Sales growth (org)	9,234	4,781	+3% to +6%	+1% to +4%
HELIUS	EBIT growth (cc)	1,025	472	+3% to +7%	broadly stable	
V	FRESENIUS VAMED	Sales growth (org)	2,206	974	+4% to +7%	~ 10% decline
•		EBIT growth (cc)	134	1	+5% to +9%	~ 50% decline

¹ Before special items and including IFRS 16 effects

² Before special items

³ Before special items and including estimated COVID-19 effects

For a detailed overview of special items please see the reconciliation tables provided on our website https://www.fresenius.com/results-center.

Fresenius Group: FY/20 Financial Guidance (including COVID-19 effects)

€m (except otherwise stated)		FY/19 Base ¹	H1/20 Actual ²	FY/20e ²	FY/20e ^{2,3} New
F FRESENIUS	Sales growth (cc)	35,409	+5%	+4% to +7%	+3% to +6%
	Net income ⁴ growth (cc)	1,879	-6%	+1% to +5%	-4% to +1%

¹ Before special items, including IFRS 16 effects, including NxStage operations

² Before special items

³ Including estimated COVID-19 effects

 $^{\rm 4}$ Net income attributable to shareholders of Fresenius SE & Co. KGaA

For a detailed overview of special items please see the reconciliation tables provided on our website https://www.fresenius.com/results-center.

Attachments

















Fresenius Kabi: Q2 & H1/20 Organic Sales Growth by Regions

€m	Q2/20	Δ YoY organic	H1/20	Δ YoY organic
North America	600	3%	1,269	4%
Europe	566	1%	1,197	5%
Emerging Markets	512	2%	1,001	2%
Total sales	1,678	2%	3,467	4%

Fresenius Kabi: Q2 & H1/20 Organic Sales Growth by Product Segment

€m	Q2/20	Δ YoY organic	H1/20	Δ YoY organic
IV Drugs	741	5%	1,537	6%
Infusion Therapy	178	-9%	377	-5%
Clinical Nutrition	456	1%	917	2%
Medical Devices/ Transfusion Technology	303	2%	636	7%
Total sales	1,678	2%	3,467	4%

Fresenius Kabi: Q2 & H1/20 EBIT Growth

€m	Q2/20	Δ YoY cc	H1/20	Δ YoY cc
North America	236	0%	493	1%
Margin	39.3%	-140 bps	38.8%	-120 bps
Europe	80	4%	184	13%
Margin	14.1%	+30 bps	15.4%	+90 bps
Emerging Markets	107	2%	178	-14%
Margin	20.9%	+20 bps	17.8%	-280 bps
Corporate and Corporate R&D	-131	-18%	-274	-12%
Total EBIT	292	-5%	581	-5%
Margin	17.4%	-90 bps	16.8%	-130 bps

All figures before special items

Margin growth at actual rates

For a detailed overview of special items and adjustments please see the reconciliation tables provided on our website https://www.fresenius.com/results-center.

Fresenius Helios: Q2 & H1/20 Key Financials

€m	Q2/20	Δ YoY cc	H1/20	Δ YoY cc
Total sales	2,315	-2% ¹	4,781	1% ¹
Thereof Helios Germany	1,571	4%1	3,174	6% ¹
Thereof Helios Spain	743	-14%1	1,606	-7% ¹
Total EBIT Margin	198 8.6%	-29% -320 bps	472 9.9%	-14% -190 bps
Thereof Helios Germany ^{Margin}	147 9.4%	-5% -80 bps	312 9.8%	3% -30 bps
Thereof Helios Spain Margin	54 7.3%	-58% -800 bps	166 10.3%	-34% -480 bps
Thereof Corporate	-3		-6	

¹ Organic growth

For a detailed overview of special items and adjustments please see the reconciliation tables provided on our website https://www.fresenius.com/results-center.

Fresenius Helios: Key Metrics

	H1/20	FY/19	Δ
No. of hospitals Germany - Acute care hospitals	86 83	86 83	0% 0%
No. of hospitals Spain (Hospitals)	52	51	2%
No. of beds Germany - Acute care hospitals	28,811 28,284	28,907 28,380	0% 0%
No. of beds Spain (Hospitals)	7,832	7,288	7%
Admissions Germany (acute care)	519,184	1,206,654	
Admissions Spain (including outpatients)	7,009,642	15,396,051	

Fresenius Vamed: Q2 & H1/20 Key Financials

€m	Q2/20	Δ YoY cc	H1/20	Δ YoY cc
Total sales Thereof organic sales	475	1% -1%	974	7% 5%
Project business	146	18%	288	24%
Service business	329	-4%	686	1%
Total EBIT	-13	-159%	1	-97%
Order intake ¹	50	-57%	174	-65%
Order backlog ¹			2,745	-4% ²

¹ Project business only ² Versus December 31, 2019

Fresenius Group: Q2/20 Key Financials

€m	Q2/20 ¹	special items	Q2/20 reported	Δ YoY cc ¹
Sales	8,920	-	8,920	2%
EBIT	1,123	-	1,123	0%
Net interest	-167	-	-167	7%
Income taxes	-225	1	-224	-4%
Net income ²	410	1	411	-13%

¹ Before special items

² Net income attributable to shareholders of Fresenius SE & Co. KGaA

For a detailed overview of special items and adjustments please see the reconciliation tables provided on our website https://www.fresenius.com/results-center.

F FRESENIUS

Fresenius Group: Calculation of Noncontrolling Interests

Net income attributable to Fresenius SE & Co. KGaA	875	928
Fresenius Vamed's 23% external ownership (+€2 m)		
Noncontrolling interest holders in Fresenius Kabi (- \in 17 m), Fresenius Helios (- \in 2 m), Fresenius Vamed (\in 0 m) and due to	-17	-35
Noncontrolling interest holders in Fresenius Medical Care	-144	-118
Fresenius Medical Care net income not attributable to Fresenius (H1/20: ~68%)	-431	-371
Noncontrolling interests, thereof	-592	-524
Taxes	-440	-435
Earnings before tax and noncontrolling interests	1,907	1,887
€m	H1/20	H1/19

Before special items

For a detailed overview of special items and adjustments please see the reconciliation tables provided on our website https://www.fresenius.com/results-center.

Fresenius Group: Cash Flow

€m	Q2/20	LTM Margin	Δ ΥοΥ
Operating Cash Flow	3,082	18.6%	156%
Capex (net)	-476	-6.8%	14%
Free Cash Flow	2,606	11.8%	
(before acquisitions and dividends)			
Acquisitions (net)	-79		
Dividends	-153		
Free Cash Flow (after acquisitions and dividends)	2,374	8.7%	

Estimated COVID-19 effects Q2/H1 2020

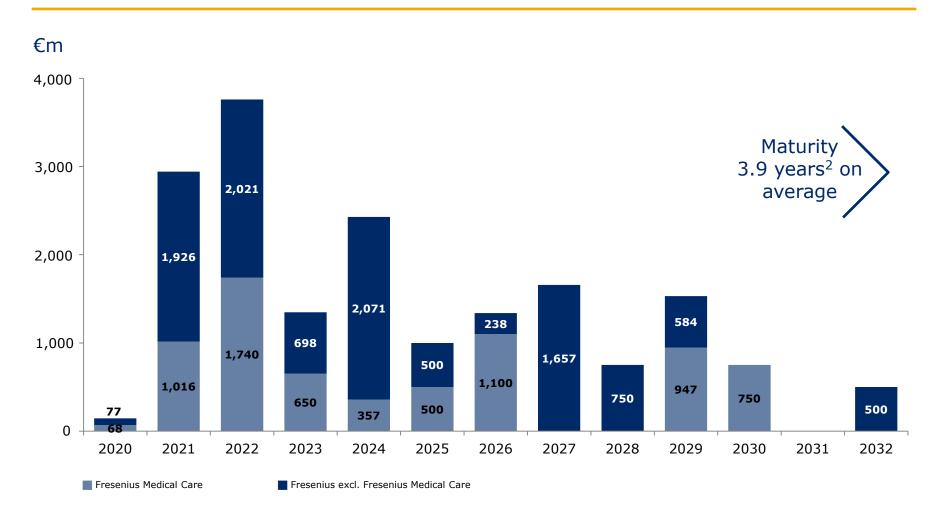
	Growth cc as reported incl. COVID-19		Estimated COVID-19 impact c	
€m	Q2/20 ¹	H1/20 ¹	Q2/20 ¹	H1/20 ¹
Sales	+2%	+5%	-4% to -5%	-2% to -3%
Net income ²	-13%	-6%	-13% to -17%	-9% to -13%

¹ Before special items

² Net income attributable to shareholders of Fresenius SE & Co. KGaA

FRESENIUS

Fresenius Group: Major Long Term Debt Maturities^{1,2} **All major remaining 2020 maturities already refinanced**



¹ As of June 30, 2020 and based on utilization of major financing instruments, excl. Commercial Paper of €1,267m

² Pro Forma repayment of FSE €500m bonds on July 15, 2020 and early repayment of FMC \$500m bonds on July 17, 2020, originally maturing on Oct. 15, 2020

F FRESENIUS

Financial Calendar / Contact

Financial Calendar

29 October 2020

Results Q3/20

Please note that these dates could be subject to change.

Contact

Investor Relations & Sustainability Fresenius SE & Co. KGaA phone: +49 6172 608-2485 e-mail: ir-fre@fresenius.com For further information and current news: <u>www.fresenius.com</u>

Follow us on Twitterwww.twitter.com/fresenius_irand LinkedIn:www.linkedin.com/company/fresenius-investor-relations