

Analyst Conference Call – Q1-3/09 Results

November 3, 2009





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.



Fresenius Group: Financial Results

	Sales	EBIT	Net income*
Q1-3/09	€ 10,429 m	€ 1,496 m	€ 368 m
Growth at constant currency rates	15 %	19 %	12 %
Growth at actual currency rates	19 %	24 %	14 %

^{*} Net income attributable to Fresenius SE and before special items due to MEB and CVR accounting

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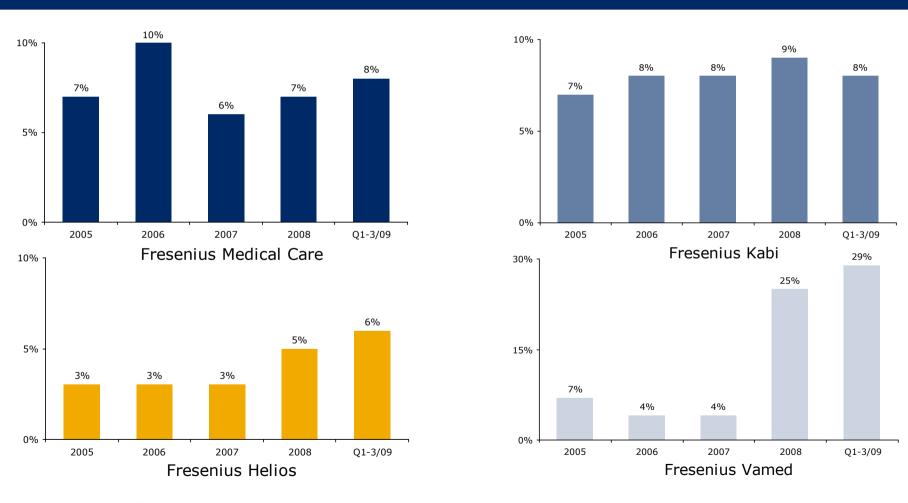


Fresenius Group: Financial Results by Business Segment

Q1-3/09	Fresenius	Fresenius	Fresenius	Fresenius
	Medical Care	Kabi	Helios	Vamed
Sales	US\$ 8,212 m	€ 2,274 m	€ 1,768 m	€ 393 m
Growth	4 %	31 %	13 %	36 %
EBIT	US\$ 1,265 m	€ 441 m	€ 152 m	€ 15 m
Growth	2 %	52 %	20 %	7 %



Fresenius Group: Sustainable Organic Sales Growth in All Business Segments





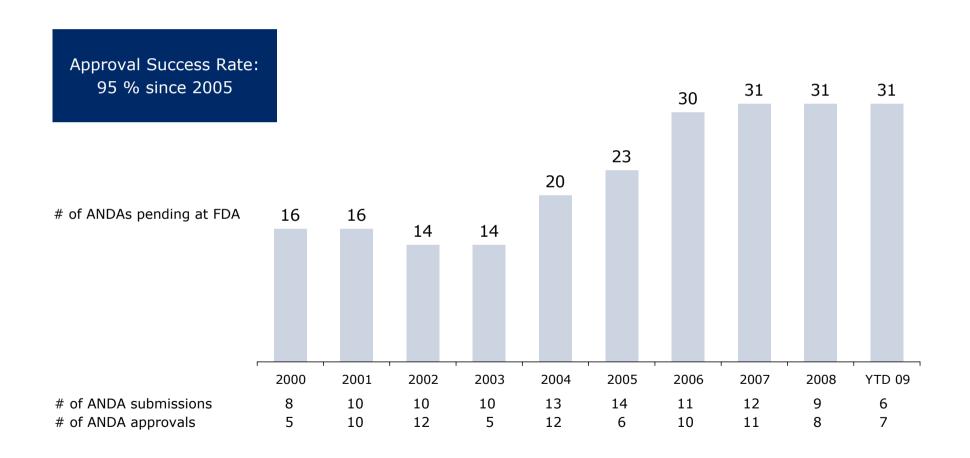
Fresenius Kabi: Update Q1-3/09

- Organic sales growth accelerated to 8 %
 - Asia-Pacific +15 % compared to +11 % in H1/09, mainly driven by sales in China
- APP Pharmaceuticals
 - Achieved sales growth in non-Heparin portfolio of 18 % in Q3 and 4 % in Q1-3/09
 - greater market penetration of pre-existing products
 - new product launches
 - Expect to achieve single-digit sales growth in non-Heparin portfolio in FY09
 - Expect to keep significant Heparin market share in FY09



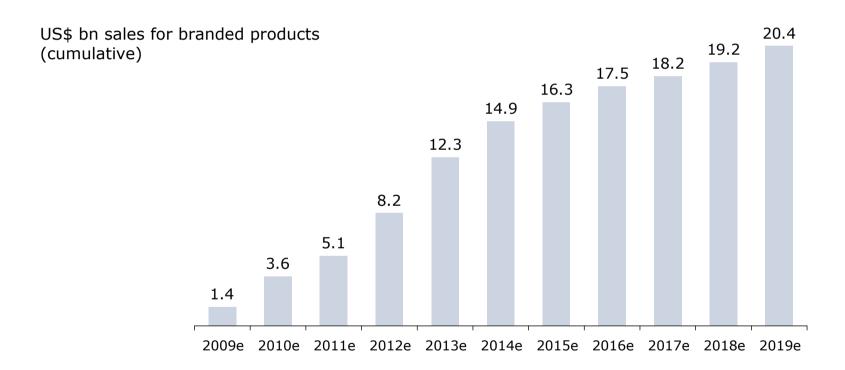


APP Pharmaceuticals: ANDA Track Record





Growth in New Product Development: Expected Patent Expirations 2009 - 2019



It is expected that drugs of > US\$ 20 bn branded sales will have gone off-patent by 2019 (based on 2008 revenues)

Source: IMS, FDA Orange Book, internal research

Note: Market size relates to current branded sales before patent expiry



Fresenius Helios: Update Q1-3/09

- Excellent organic sales growth of 6 %, driven primarily by increased hospital admissions
- 130 bps EBIT margin increase in established clinic portfolio; restructuring of newly-acquired clinics fully on track
- 2010 German budget change rate ('Veränderungsrate') increased to 1.54 % (2009: 1.41 %)
- Privatization pick-up expected in 2010 following sluggish market activities in 2008/2009





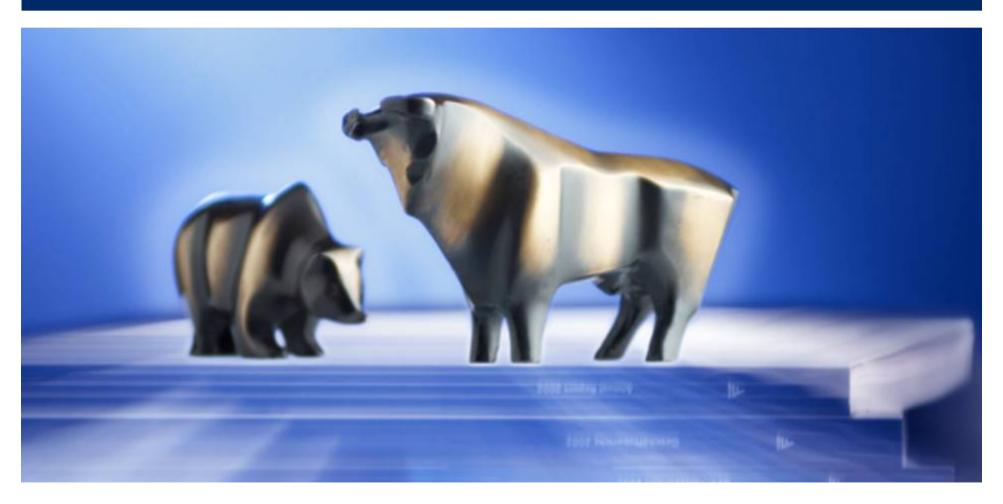
Fresenius Vamed: Update Q1-3/09

- Fully on track for 2009 sales and EBIT guidance
- Excellent growth in a challenging global economic environment
 - Project business sales Q1-3/09: +46 %, contributing 62 % to total sales (Q1-3/08: 58 %)
 - Order intake Q1-3/09: +29 % to
 € 313 million;
 Q3 more than doubled to € 157 million
 mainly driven by a turnkey contract for
 a general hospital in Gabon





Group Financials Q1-3/09 — Outlook 2009





Fresenius Group: Profit and Loss Statement, Adjusted for Special Items

€m	Q3/09	Q1-3/09	Q1-3/0 actual rates	09 YoY constant rates
Sales	3,534	10,429	19 %	15 %
EBIT	511	1,496	24 %	19 %
Interest result	-145	-439	-62 %	-58 %
Taxes	-115	-326	-2 %	3 %
Net income*	128	368	14 %	12 %

^{*} Net income attributable to Fresenius SE and before special items due to MEB and CVR accounting

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Fresenius Kabi: Strong EBIT Growth

€m	Q1-3/09	Q1-3/08	Growth
Europe Margin	248 21.4 %	240 21.4 %	3 %
North America Margin	157 29.8 %	24 17.9 %	
Asia-Pacific/Latin America/Africa	109 18.5 %	84 17.5 %	30 %
Corporate and Corporate R&D	-73	-58	-26 %
Total EBIT	441	290	52 %
Margin	19.4 %	16.7 %	



Fresenius Helios: Excellent Sales and Earnings Development Continued

€m	Q1-3/09	Q1-3/08	Growth
Total sales	1,768	1,568	13 %
EBIT			
Established clinic portfolio Margin	154 9.4 %	126* 8.1 %	22 %
Acquisitions/Divestitures (consolidation/deconsolidation < 1 yr)	-2	1*	
Total EBIT	152	127	20 %
Margin	8.6 %	8.1 %	

^{*} Prior year EBIT split adjusted to current portfolio



Fresenius Vamed: Excellent Sales Growth

€m	Q1-3/09	Q1-3/08	Change
Project business Service business	244 149	167 123	46 % 21 %
Total sales	393	290	36 %
Total EBIT Margin	15 3.8 %	14 4.8 %	7 %
Order intake ¹	313	242	29 %
Order backlog ¹	640	571 ²	12 %

¹ Project business only

² Dec 31, 2008



Fresenius Group: Cash Flow

€m	Q3/09	Q1-3/09	Q1-3/09 YoY
Operating Cash Flow	520	1,120	52 %
Capex (net)	-154	-446	10 %
Free Cash Flow (before acquisitions and dividends)	366	674	181 %
Acquisitions (net)	-28	-160	94 %
Dividends	-11	-263	-12 %
Free Cash Flow (after acquisitions and dividends)	327	251	109 %



Fresenius Group: Cash Flow (excl. FMC)

€m	Operat Q3/09	ting CF Q1-3/09	Capex Q3/09	(net) Q1-3/09	Free Cas Q3/09	sh Flow* Q1-3/09
FRESENIUS KABI	145	311	-31	-87	114	224
FRESENIUS HELIOS	96	186	-26	-71	70	115
FRESENIUS VAMED	-11	33	-1	-3	-12	30
Corporate/ Other	-26	8	-1	-6	-27	2
F FRESENIUS excl. FMC	204	538	-59	-167	145	371

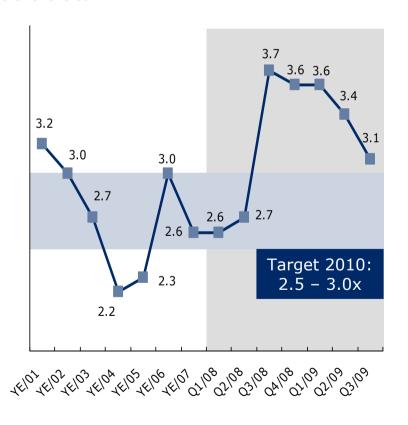
^{*} Before Acquisitions and Dividends



Fresenius Group: Debt and Interest Ratios

	Sept 30, 2009	Dec 31, 2008
Debt (€m) thereof 58 % US\$ denominated	8,476	8,787
Net debt (€m)	8,032	8,417
Net debt/EBITDA	3.1	3.6*
EBITDA/Interest	4.4	4.0*

Net debt/EBITDA



Debt excludes Mandatory Exchangeable Bonds

^{*} Pro forma APP acquisition and before special items



Fresenius Group: 2009 Financial Outlook Raised/Confirmed

		Previous	New
Fresenius Kabi	Sales growth EBIT margin*	25 - 30 % at constant currency 19.5 - 20.5 %	
Fresenius Helios	Sales EBIT	> € 2.3 bn € 190 – 200 m	> € 200 m
Fresenius Vamed	Sales growth EBIT growth	~ 10 % ~ 10 %	
Fresenius Biotech	EBIT	€ -40 – -45 m	

^{*} 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: Positive Outlook 2009 Confirmed

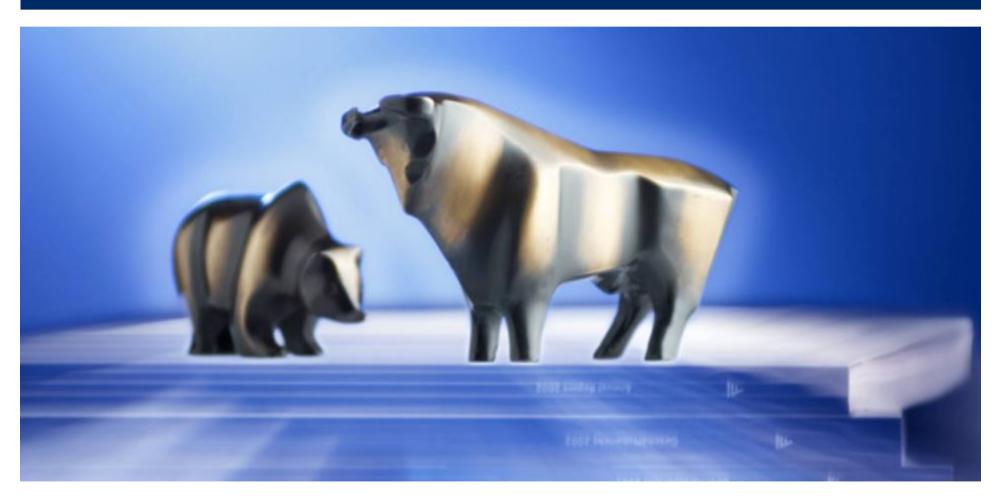
	Guidance 2009
Revenue growth at constant currency organic	> 10 % / 6 - 8 % /
Net income growth* at constant currency	~ 10 % 🗸
Capex	~ € 700 – 750 m ✓

Guidance 2009

^{*} Net income attributable to Fresenius SE and before special items due to MEB and CVR accounting



Attachments





Special items

- Other financial result:
 - CVR (Contingent Value Right): The trading price of the CVR on the B/S date is considered as fair redemption value. Changes of this value are recognized in the P&L. Valuation changes will lead to quarterly gains or expenses until maturity.
 - Calculation as of September 30, 2009: ∆ between trading price of US\$ 0.35 at December 31, 2008 and trading price at September 30, 2009 of US\$ 0.58 multiplied by 163.3 million CVRs = US\$ -37.5 million = € -27 million.
 - MEB (Mandatory Exchangeable Bond): Mark-to-market accounting based on the Black-Scholes valuation model reflecting FMC's share price. Any change in fair value is recognized in the P&L. Valuation changes will lead to gains or expenses until maturity.



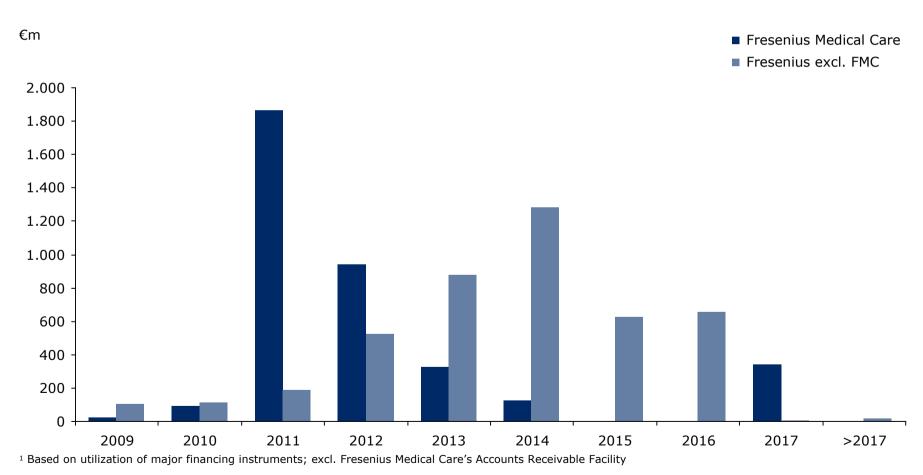
Fresenius Group: Overview – Calculation of Noncontrolling Interest

€m	Q1-3/09	FY/08
Earnings before tax and noncontrolling interest	1,027	1,114
Taxes	-325	-431 [*]
Noncontrolling interest, thereof	-363	-413*
Fresenius Medical Care net income not attributable to Fresenius (~64 %)	-303	-356
Noncontrolling interest holders in Fresenius Medical Care (FY/2008: US\$ 42 m, Q1-3/2009: US\$ 50 m according to Fresenius Medical Care's Financial Statements)	-37	-29*
Noncontrolling interest holders in Fresenius Kabi, Fresenius Helios and due to Fresenius Vamed's 23 % external ownership	-23	-28
Net income attributable to Fresenius SE	339	270

^{*} Adjusted according to new accounting rule SFAS 160 Analyst Conference Call – Q1-3/2009 Results, Fresenius SE, Investor Relations © Copyright, November 3, 2009



Fresenius Group: Debt Maturity Profile¹ September 30, 2009





Fresenius Kabi: Organic Sales Growth Fully in Line with Expectations

€m	Q1-3/09	Q1-3/08	Organic Growth
Infusion Therapy	520	524	3 %
I.V. Drugs	751	287	11 %*
Clinical Nutrition	688	625	10 %
Medical Devices/ Transfusion Technology	315	298	6 %
Total sales	2,274	1,734	8 %

^{*} Organic growth calculation for I.V. drugs includes APP and Dabur just for the month of September as these businesses where consolidated as of September 1, 2008. January to August calculation is based on pre-existing I.V. drug business of Fresenius Kabi.



Fresenius Kabi: Organic Sales Growth Fully in Line with Expectations

€m	Q1-3/09	Q1-3/08	Organic Growth
Europe	1,159	1,120	5 %
North America	527	134	n/a
Asia-Pacific	361	275	15 %
Latin America/Africa	227	205	16 %
Total sales	2,274	1,734	8 %



Fresenius Helios: Strong Sales Growth

€m	Q1-3/09	Q1-3/08	Growth
Established clinic portfolio	1,646	1,550*	6 %
Acquisitions (consolidation < 1 yr)	122		
Divestitures (deconsolidation < 1 yr)		18*	
Total sales	1,768	1,568	13 %

^{*} Prior year sales split adjusted to current portfolio



Fresenius Helios: Performance Indicators

	Q1-3/09	Q1-3/08	Change
No. of hospitals ¹ - Acute clinics - Post-acute care clinics	62 43 19	57 38 19	
No. of beds ¹ - Acute clinics - Post-acute care clinics	18,562 15,116 3,446	17,249 13,733 3,516	8 % 10 % -2 %
Admissions ² - Acute care (in-patient)	437,393	381,737	15 %
Occupancy ² - Post-acute care	83 %	81 %	
Average length of stay (days) ² - Acute care ³ - Post-acute care ³	7.0 29.8	7.1 30.2	

¹ Dec 31, 2008

² Clinics in Germany

^{3 2008} cumulated



Fresenius Helios: Sales Impact Hospital Acquisitions

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Hospital Mariahilf, Hamburg 2 hospitals Northeim County (Lower Saxony) 3 hospitals Mansfeld-Südharz (Saxony Anhalt)

Annualized sales

~ € 50 m	consolidated as of Jan 1, 2009
~ € 86 m	consolidated as of Jan 1, 2009

~ € 26 m consolidated as of Aug 1, 2008

Divestitures

4 hospitals in Czech Republic	_
transferred to VAMED	

~ € 24 m deconsolidated as of Oct 1, 2008



Fresenius Group: Key Figures According to IFRS

€m	Q1-3/09 US GAAP	Q1-3/09 IFRS
Sales	10,429	10,429
EBIT	1,496	1,492
Interest result	-439	-439
Net income*	339	345
Net income, adjusted**	368	374
Operating Cash flow	1,120	1,127
Balance sheet total	20,632	20,911
. 5	·	·



Financial Calendar

23.02.2010 Report on Fiscal Year 2009

04.05.2010 Report on 1st quarter 2010

12.05.2010 Annual General Meeting, Frankfurt/Main

03.08.2010 Report on 1st half 2010

02.11.2010 Report on 1st-3rd quarters 2010

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