



Health Care Worldwide



Analysts' Meeting, November 2, 2004

Agenda

I. Business Update

- Fresenius Group
- Fresenius Kabi
- Fresenius ProServe
- Fresenius Biotech

II. Fresenius Financials First Nine Months 2004

III. Outlook

Poised for a Successful Year 2004

- Continued successful operating performance leading to excellent Group results
- Fresenius Medical Care and Fresenius Kabi exceeding earnings growth targets
- Selective acquisitions at Fresenius Kabi supporting geographic expansion
- Renewed momentum and focus at Fresenius ProServe
- Improved Group profitability and record cash flow

Fresenius Group: Strong Sales and Earnings Growth Continues

First nine months 2004	Sales 5,399 €m	EBIT 628 €m	EAT 125 €m
Growth at constant currency rates	+ 8 %	+ 13 %	+ 26 %
Growth at actual currency rates	+ 3 %	+ 6 %	+ 19 %



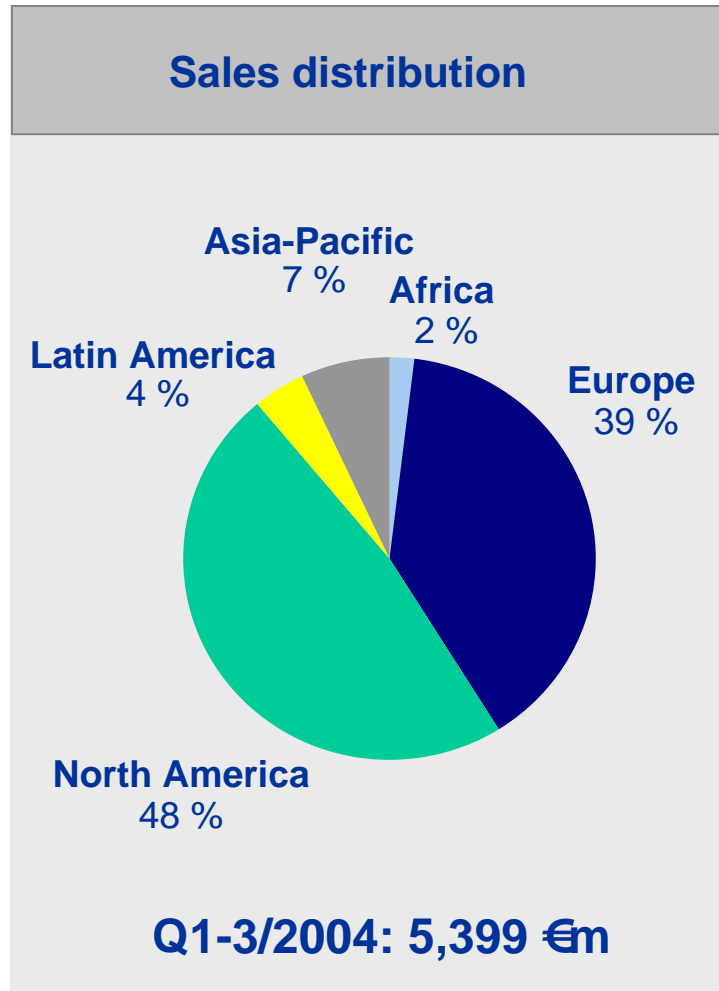
Q 1-3 performance points to expected 2004 EAT growth of ~ 35 %

Business Segments: Key Issues First Nine Months 2004

	Fresenius Medical Care	Fresenius Kabi	Fresenius ProServe
Sales Growth	4,588 \$m + 13 %	1,105 €m + 2 %	581 €m + 10 %
EBIT Growth	625 \$m + 14 %	129 €m + 21 %	3 €m 11 €m before one-time expenses

- Fresenius Medical Care
 - Excellent top-line and net income growth continued
 - Significant growth in key markets US and Europe
- Fresenius Kabi
 - Strong revenue growth in international markets
 - EBIT margin exceeding full-year target
- Fresenius ProServe
 - Operating performance improved
 - Business portfolio streamlined

Fresenius Group: Strong Sales Growth in All Geographic Areas



	Q1-3 2004 €m	Q1-3 2003 €m	Growth at constant currency
Europe	2,071	1,976	5 %
North America	2,620	2,638	9 %
Asia-Pacific	405	372	14 %
Latin America	200	183	18 %
Africa	103	85	18 %

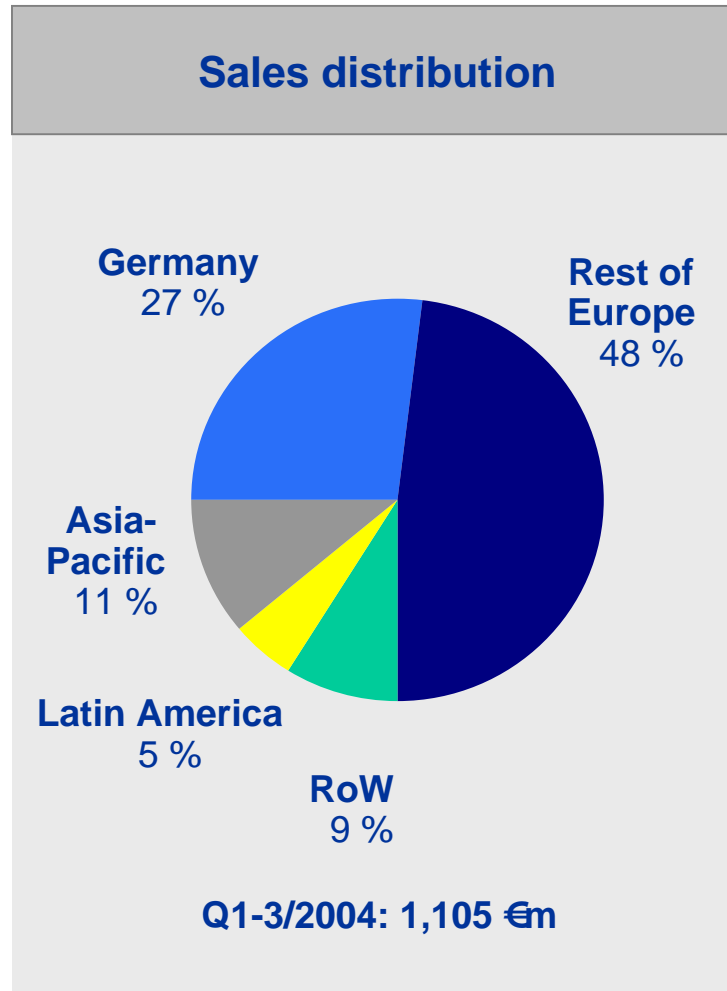
- Impressive organic growth in our largest markets US and Europe
- Double-digit growth in Asia-Pacific, Latin America and Africa
- Acquisitions building presence in international markets



Fresenius Kabi: Key Figures First Nine Months 2004

€m	Q1-3 2004	Q1-3 2003	Change
Sales	1,105	1,082	+ 2 %
Hospital Business	904	865	+ 5 %
Ambulatory Care Business	201	217	- 7 %
adjusted for divestiture			- 3 %
EBITDA	190	164	+ 16 %
EBITDA margin	17.2 %	15.2 %	
EBIT	129	107	+ 21 %
EBIT margin	11.7 %	9.9 %	

Fresenius Kabi: Excellent Revenue Growth in International Markets



	Q1-3 2004 €m	Q1-3 2003 €m	Organic Growth
Germany	300	321	-6 %
Rest of Europe	529	510	6 %
Asia-Pacific	115	104	20 %
Latin America	60	60	12 %
RoW	101	87	17 %

- Difficult market conditions in Germany
- Solid performance in rest of Europe
- Continued double-digit organic growth in Asia-Pacific and Latin America

Fresenius Kabi: Business Highlights

- Successful presence in China: 10-years sales CAGR of 54 %, now 5th largest foreign pharmaceutical company in China
- Strengthened market presence in Australia through joint venture with Pharmatel
- Acquisitions extend product portfolio and geographic reach
- Enhancing efforts to expand i.v. drug business

Fresenius Kabi: 2004 Outlook Raised

Revenue growth
at constant currency

mid-single digit rate

EBIT margin

> 11.5 %

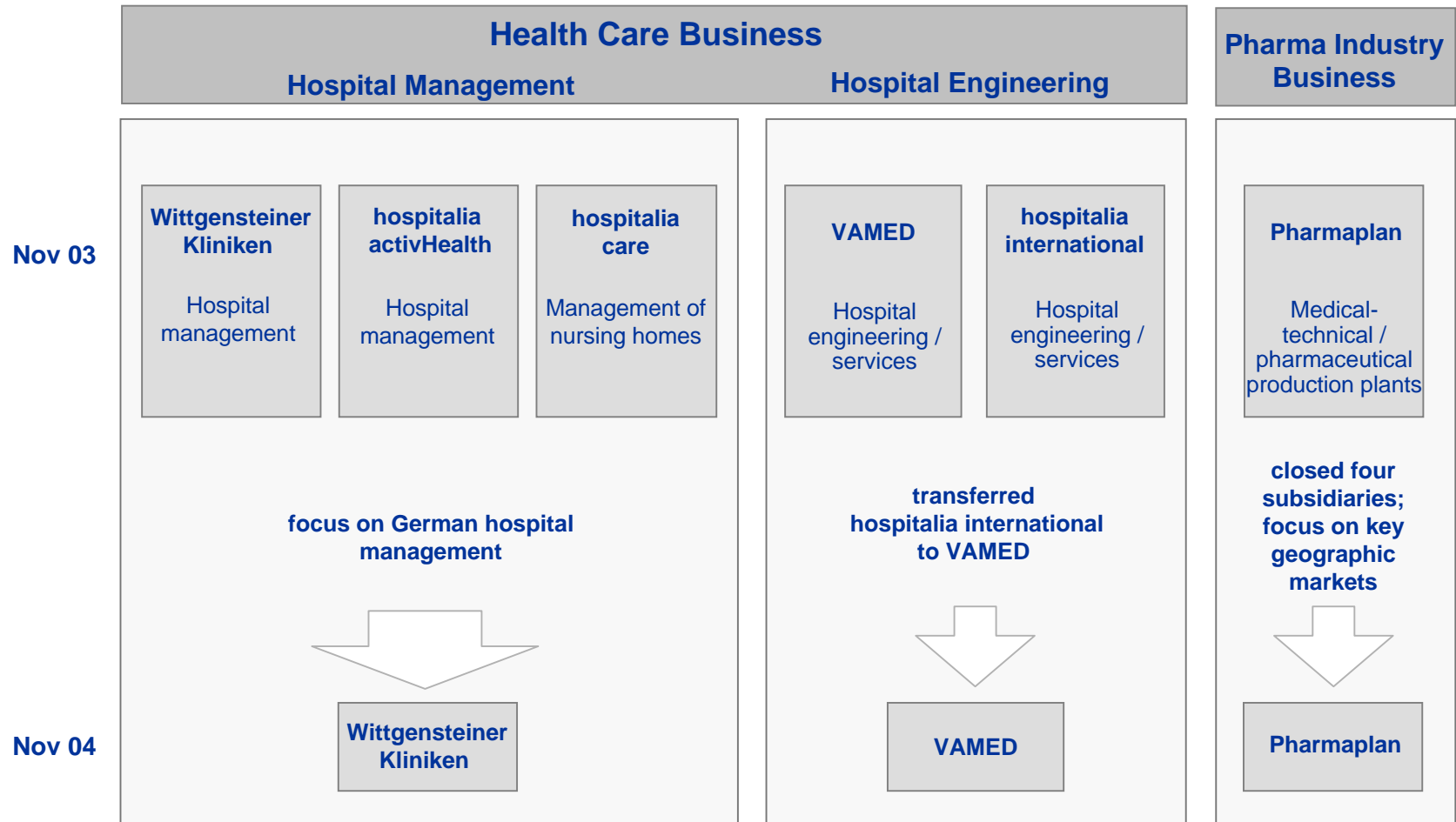


fresenius  proServe

Fresenius ProServe: Key Figures First Nine Months 2004

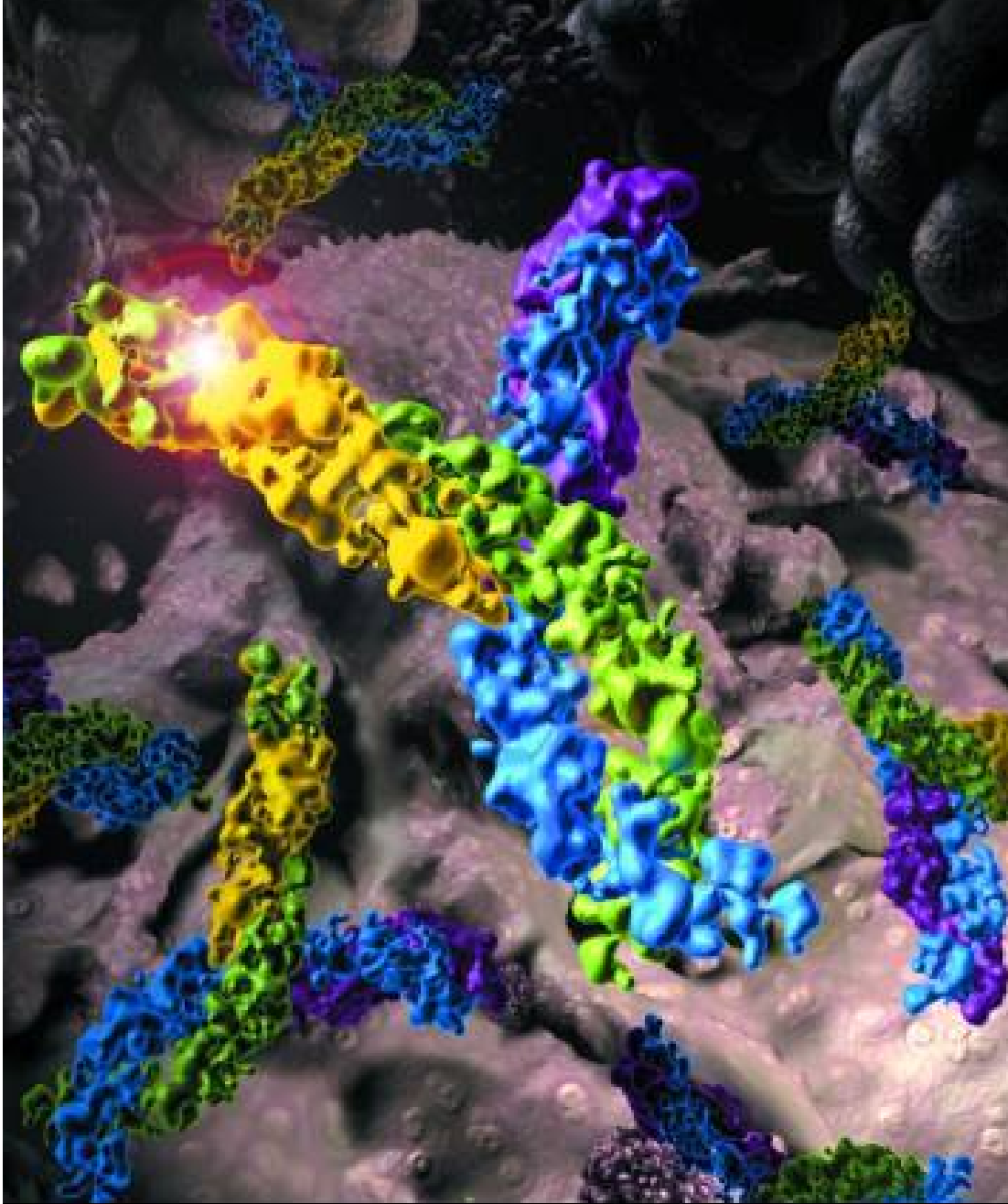
€m	Q1-3 2004	Q1-3 2003	Change
Sales	581	526	+ 10 %
Healthcare Business	518	452	+ 15 %
- Service	367	361	+ 2 %
- Projects	151	91	+ 66 %
Pharma Industry Business	63	74	- 15 %
EBITDA	23	27	- 15 %
EBITDA margin	4.0 %	5.1 %	
EBIT before one-time expenses	11	13	- 15 %
EBIT margin	1.9 %	2.5 %	
EBIT after one-time expenses	3	5	

Fresenius ProServe: Simplified Structure and Strengthened Focus



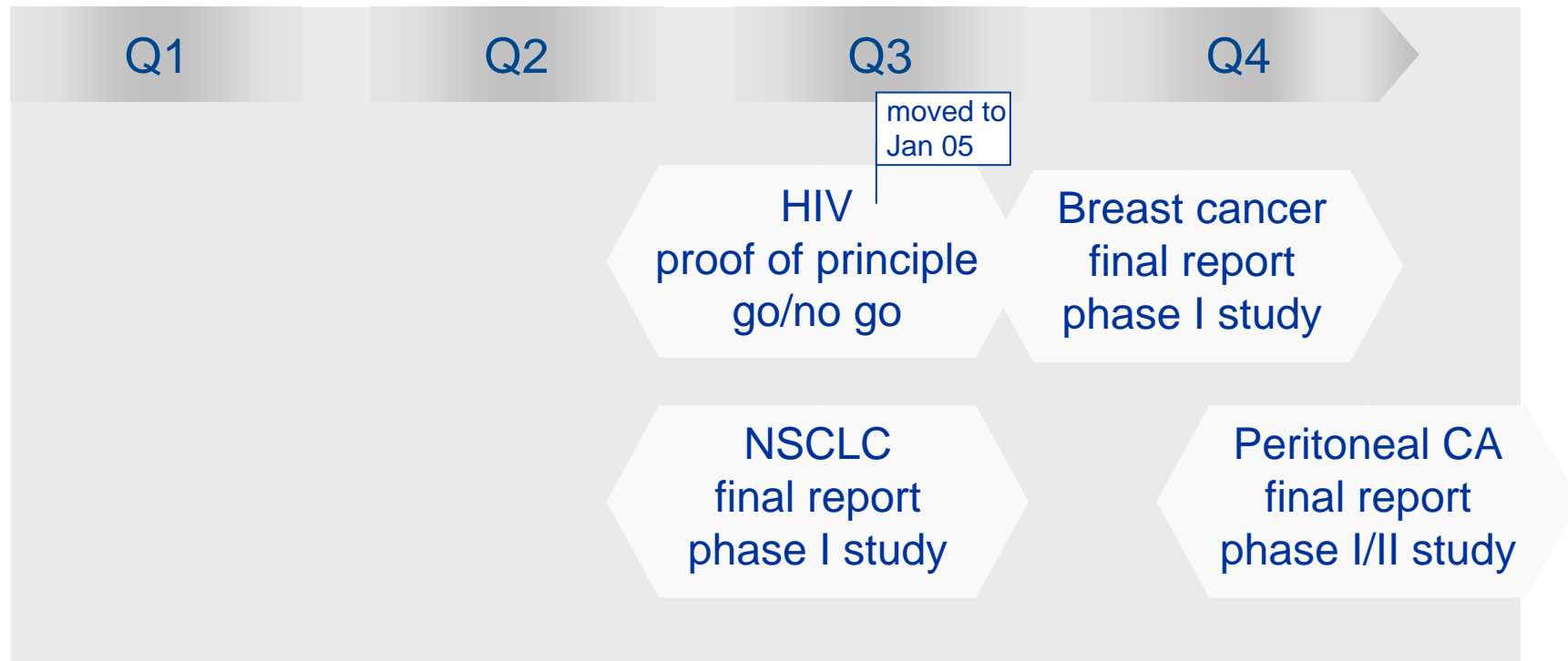
Fresenius ProServe: 2004 Outlook Confirmed

Revenue growth	~ 10 %
EBIT before one-time expenses	15 - 20 €m
One-time expenses	8 €m



Fresenius
Biotech

Fresenius Biotech: Anticipated 2004 Newsflow



Update on Breast Cancer and Peritoneal CA Trials

	Metastatic Breast Cancer: rexomun i.v. Phase I Study	Peritoneal Carcinomatosis: removab [®] i.p. Phase I Study
	Preliminary Status	Preliminary Status
Study design:	Multi-center, uncontrolled, dose-escalating tolerability study	Multi-center, uncontrolled, dose-escalating tolerability study
Primary objectives:	Safety, tolerability, MTD	Safety, tolerability, MTD
Recruitment Status:	17/17 patients recruited / 16 patients treated	14/14 patients infusion time (6h)
MTD:	10-100-100 µg (needs to be confirmed with one patient)	10-20-50-200 µg
Final report:	H1/2005	H1/2005

Antibodies removab[®] and rexomun licensed from Trion Pharma

Non Small Cell Lung Cancer: removab[®] i.v. Phase I Study (Final Report)

Study design

- Multi-center, uncontrolled, dose-escalating tolerability study
- 58 patients screened, 3-5 patients at each dose level, 15 patients for the determination of the MTD (Maximum Tolerated Dose)
- 5 active study sites in Germany

Primary objectives

- Safety, tolerability
- MTD

Administration

- Pre-medication (antipyretics, antihistamines, steroids)
- removab[®] single dose i.v. application over 8 hours
- 2.0 - 7.5 µg

Inclusion criteria (selected)

- NSCLC patients stage Ib – IV
- Patient performance status (Karnofsky index) > 60 %

Non Small Cell Lung Cancer: removab[®] i.v. Phase I Study (Final Report)

Safety/ Tolerability outcomes

- No patient experienced a drug-related SAE (serious adverse event) or died during the study
- 11 patients experienced a total of 55 drug-related AEs (adverse events)

Most common side effects grade 3 and 4 (scale 1-5): total no. of patients (n=15)

	grade 3	grade 4
■ AST ¹⁾ increased	3	2
■ ALT ²⁾ increased	3	1
■ GGT ³⁾ increased	4	-
■ Lymphopenia	2	-
■ Pyrexia	-	-
■ Blood ALP ⁴⁾ increased	-	-
■ Dizziness	-	-

MTD

- 5 µg removab[®] + 40 mg dexamethasone (steroid)

¹⁾ Aspartate Amino Transferase ²⁾ Alanine Amino Transferase ³⁾ γ -Glutamyltransferase ⁴⁾ alkaline phosphatase

Conclusions from Current Trial Program

Metastatic breast cancer

- rexomun is safe and tolerable in i.v. setting within MTD
- Start phase II studies in first and second-line treatment in H2 2005 based on positive evidence

NSCLC

- Investigate switch from removab[®] i.v. to rexomun i.v. due to better tolerability

Peritoneal Carcinomatosis

- Confirmation of removab[®] safety and tolerability in i.p. setting
- Start phase II study on gastric cancer in H2 2005

Cancer Therapy with Trifunctional Antibody removab[®] – Phase II Trials Initiated

Project	Study Phase	Status Nov 2, 2004	Announcement of results
Malignant Ascites	Phase II/III	started	H2/2006
Ovarian Cancer	Phase IIa	started	H1/2006
Malignant Pleural Effusion	Phase I/II	started	H2/2006

Fresenius – Opportunities for Profitable Growth in All Business Segments

- Fresenius Medical Care: capture *UltraCare*™ growth opportunities and further expand international presence
- Double-barrelled growth strategy at Fresenius Kabi: organic and acquisition-driven
- Improve earnings growth at Fresenius ProServe's core activities
- Fresenius Biotech: continued focus on successful clinical trials



Building consistently our position as a leading worldwide health care group

Financials

First Nine Months 2004

Fresenius Group: Excellent Financial Achievements First Nine Months 2004

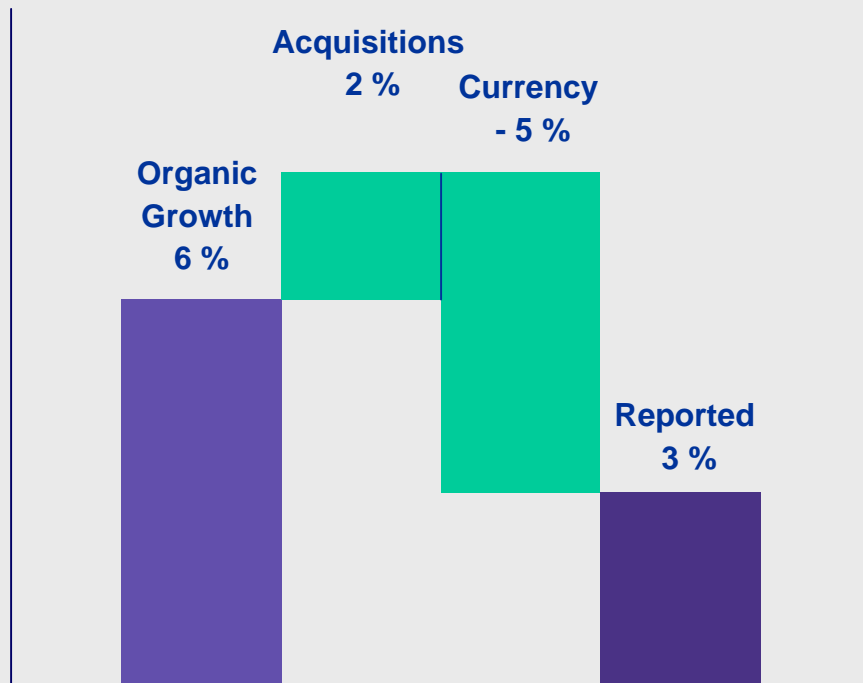
- Strong currency-adjusted sales growth of 8 % and organic growth of 6 %
- Remarkable net income growth of 19 %; currency-adjusted: 26 %
- Strong free cash flow (after acquisitions and dividends) of 232 €m
- Net debt / EBITDA ratio of 2.5

Fresenius Group: Key Figures – On Track for 2004

in €m	Q1-3 2004	Q1-3 2003	Change actual rates	Change constant rates	
Sales	5,399	5,254	+ 3 %	+ 8 %	
EBITDA	857	825	+ 4 %	+ 10 %	■ EBIT margin increase by 40 bps to 11.6 %
EBIT	628	590	+ 6 %	+ 13 %	
Interest result	- 156	- 186	+ 16 %	+ 12 %	■ Favorable interest performance
Taxes	- 190	- 158	- 20 %	- 28 %	
Minority interests	- 157	- 141	- 11 %	- 20 %	■ Tax rate of 40.3 % in line with full-year guidance
Net income	125	105	+ 19 %	+ 26 %	
EPS ordinary share	3.04	2.55	+ 19 %	+ 26 %	
EPS preference share	3.06	2.57	+ 19 %	+ 26 %	

Fresenius Group: Sales Analysis First Nine Months 2004

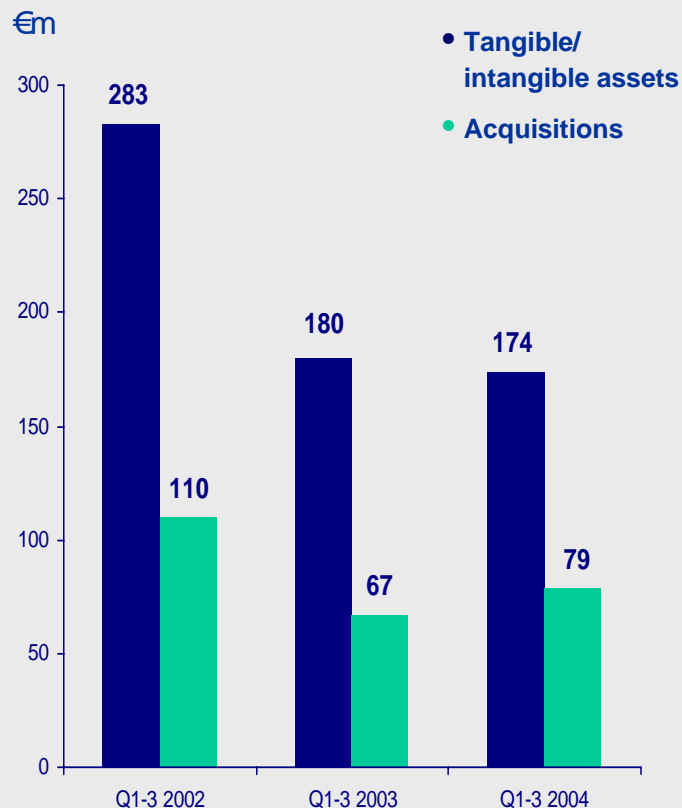
On track to deliver high single digit sales growth



- Organic growth + 6 %
- Acquisitions contributing + 2 %
- Currency impact of -5 %

Fresenius Group: Capital Expenditure + Acquisitions

Split capex and acquisitions



Distribution

By Region

Europe:	50 %
North America:	40 %
RoW:	10 %

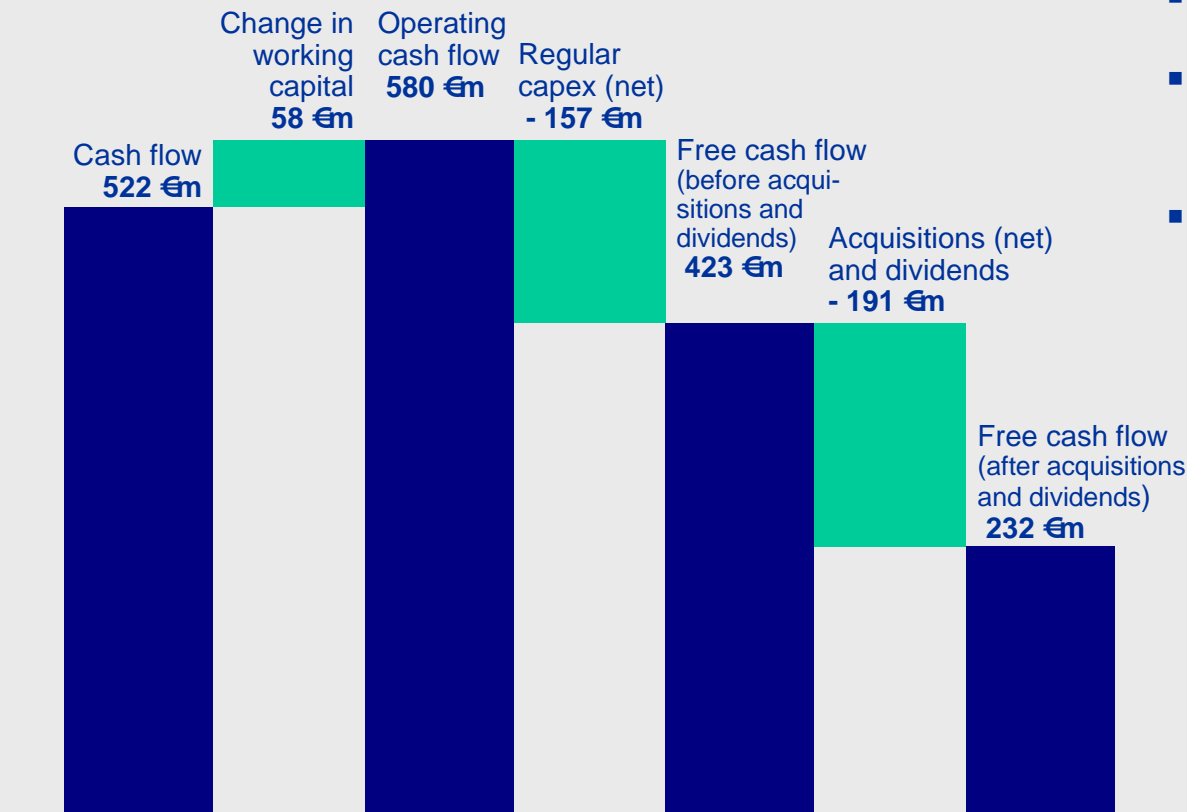
By Business Segment

Fresenius Medical Care:	77 %
Fresenius Kabi:	14 %
Fresenius ProServe:	8 %
Corporate/Others	1 %

Q1-3/2004: 253 €m

Fresenius Group: Cash Flow Statement

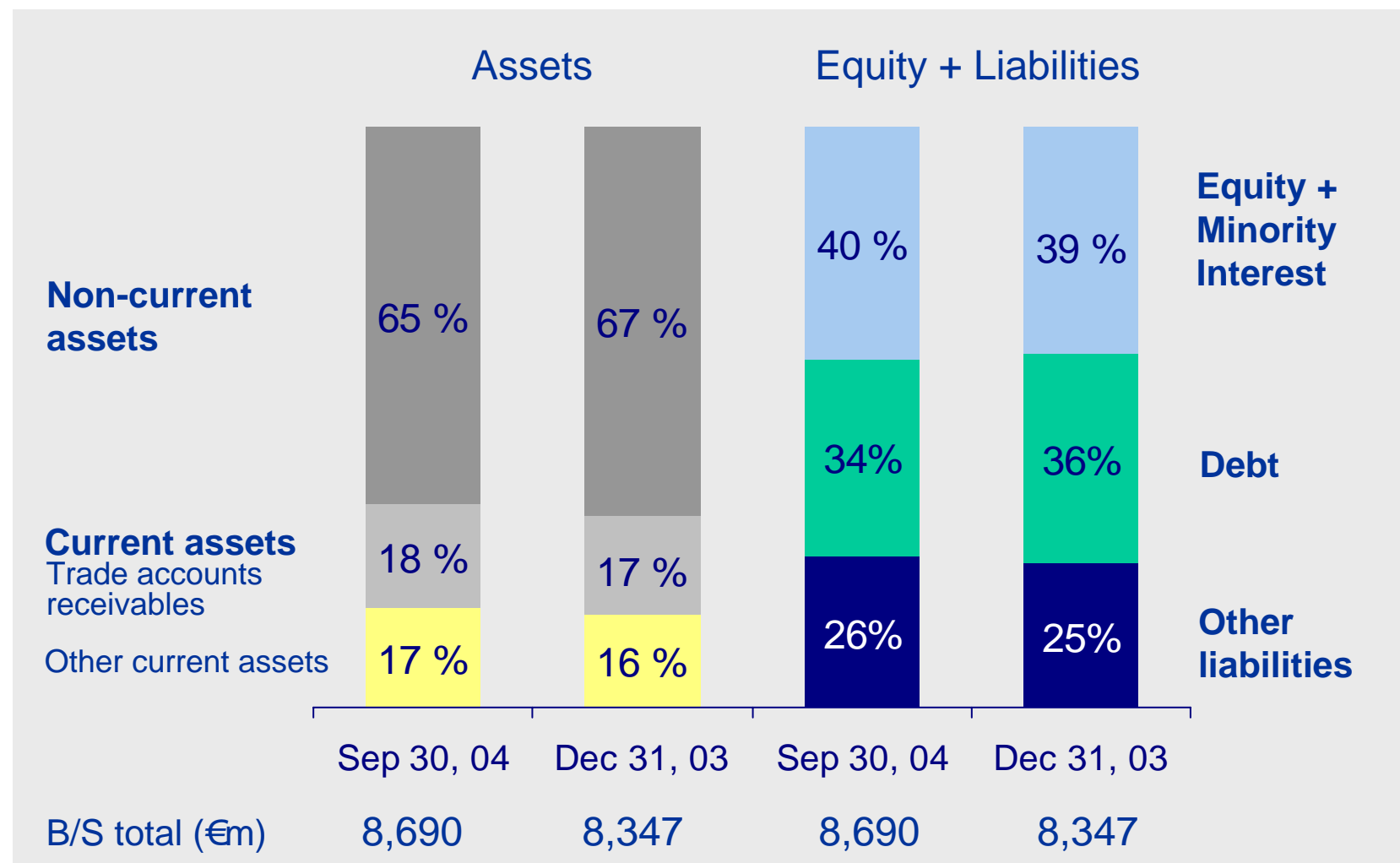
Sustainable strong cash flow performance



- CFFO/sales: 10.7 %
- Cash flow driven by earnings growth
- Free cash flow of 232 €m generated

First nine months 2004

Fresenius Group: Solid Balance Sheet Structure



Fresenius Group: Debt and Debt Ratios

€m	Sep 30, 2004	Dec 31, 2003
Debt*	3,006	3,148
Net debt	2,845	3,023
Net debt/EBITDA	2.5	2.7

* incl. A/R liabilities

Fresenius Group: 2004 Outlook Raised

Revenue growth at constant currency	High-single digit
Net income growth rate at constant currency	~ 35 %
Capital expenditure	~ 300 €m
Acquisitions	~ 120 €m

Fresenius

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.