

Capital Markets Day, 8 June 2018

Helios.health

Fresenius Helios Summary & Outlook

Francesco De Meo – CEO Helios Health

The Best of Both Worlds



Just to Reiterate ...



Key Take-Aways Germany

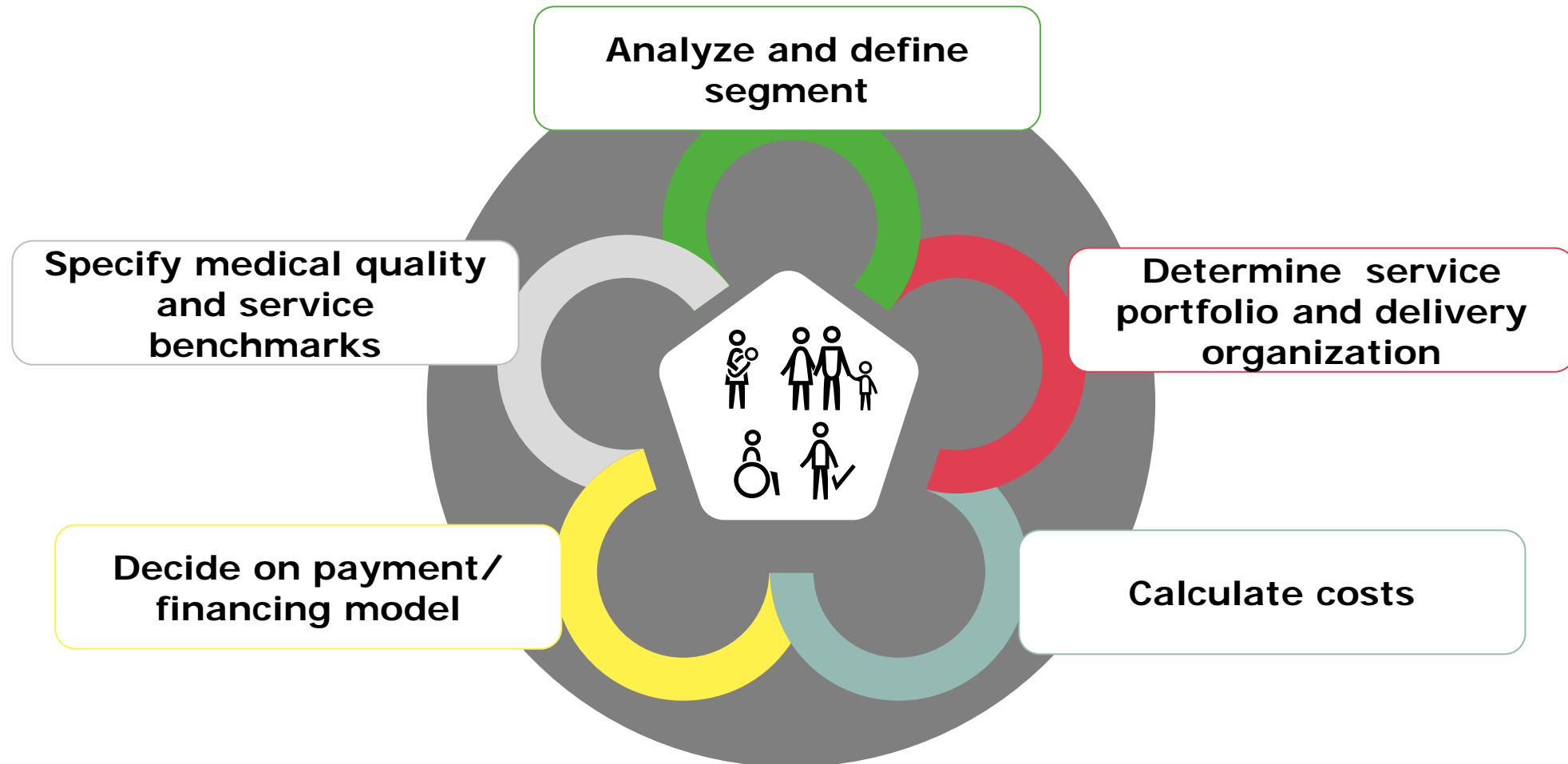
- Attractive business with high entry barriers
- Regulatory framework offers challenges & opportunities
- Helios Germany is the ideal partner for cross-sectoral care
- Pioneer in new care models
- Excellently prepared for the future

Key Take-Aways Spain

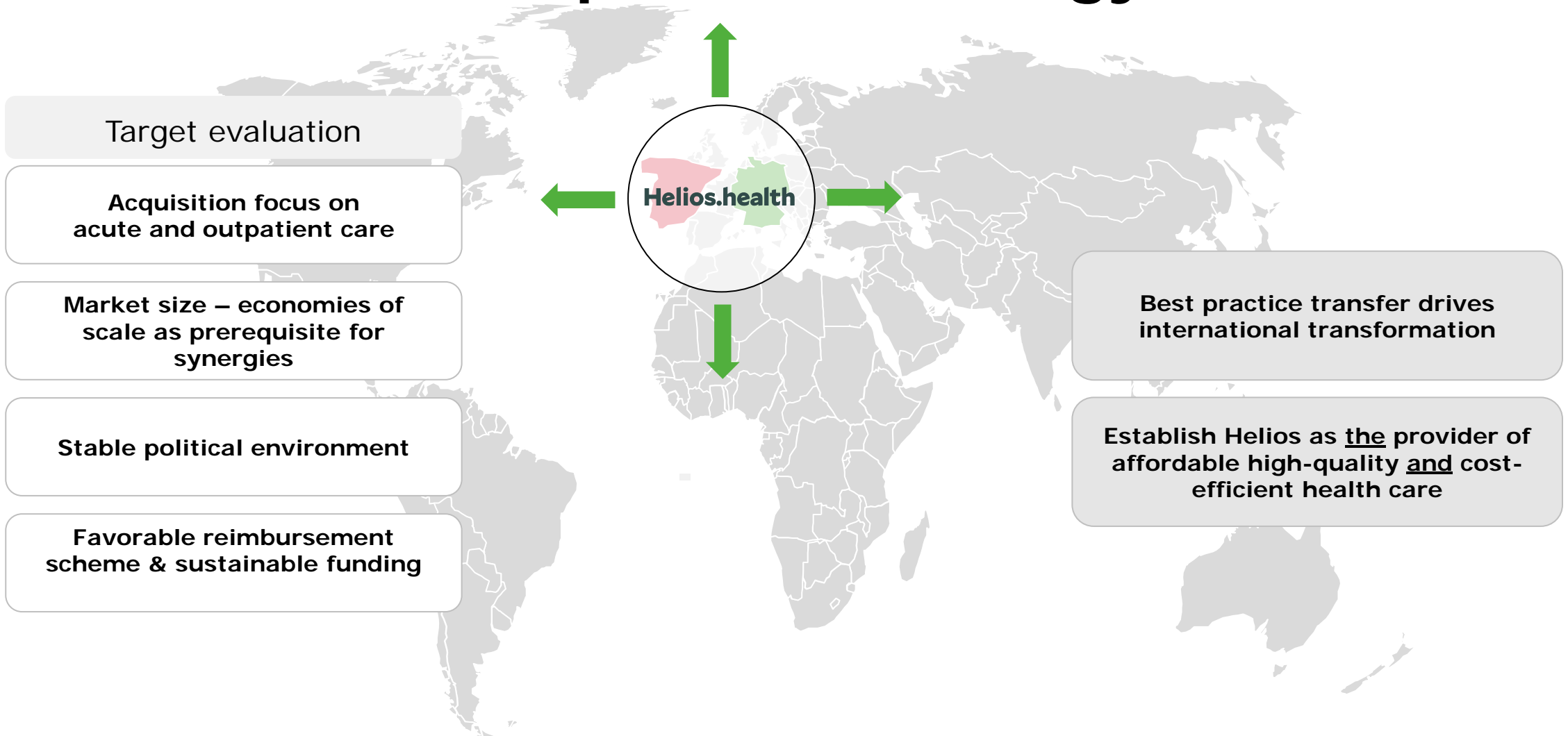
- Leading hospital group in Spain
- Spanish market offers diverse range of financing models
- Multiple opportunities for growth
- Top priorities are medical quality, patient experience and digital transformation

A (more) International Approach

Helios as Health Care Provider for a Defined Patient Segment in Any Given Market

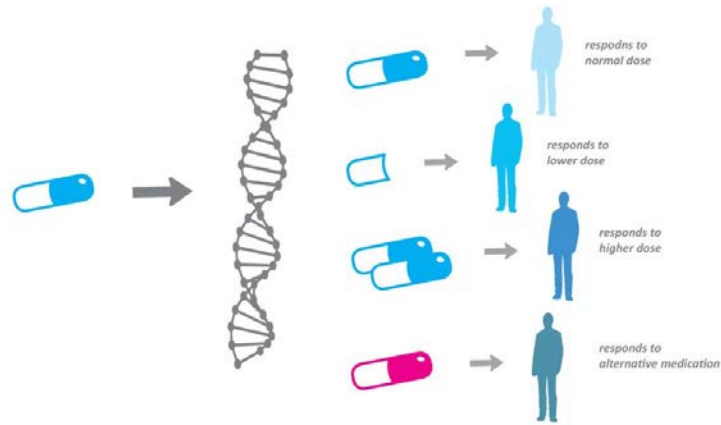


International Acquisition Strategy



Ready for Smart Transformation

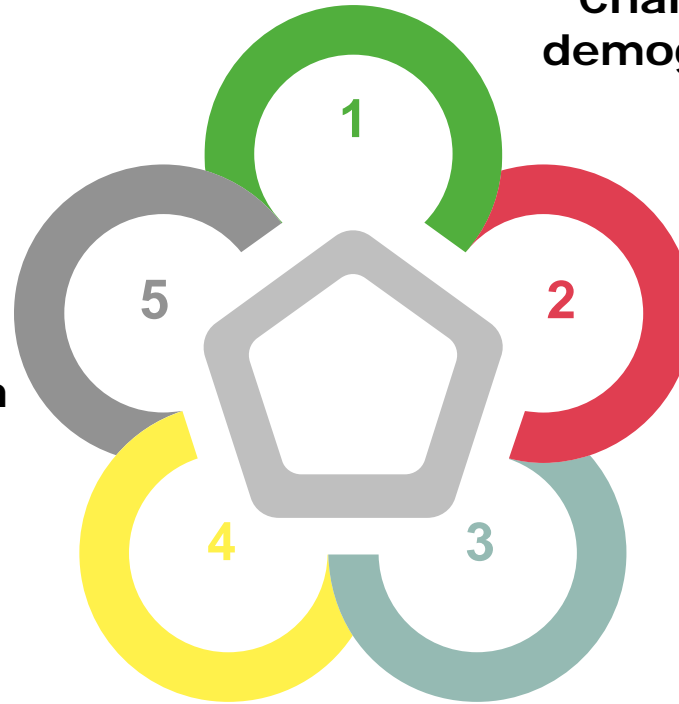
Five Megatrends in Health Care



Precision replaces intuition



Big data



Changes in demographics



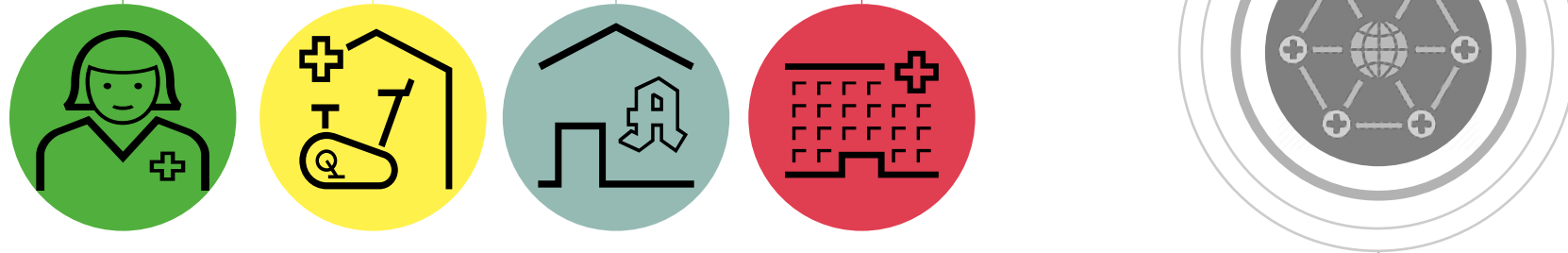
Focus on customer experience & expectations



Internet of things

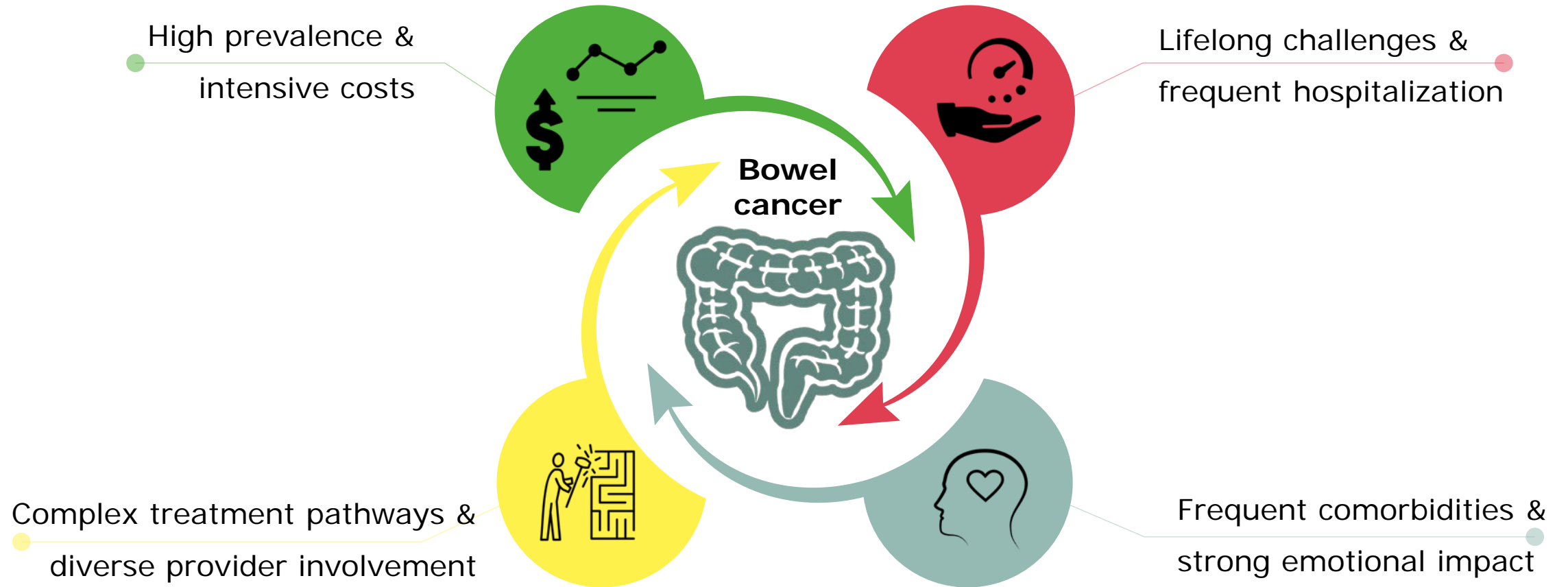


New Business Models Ahead

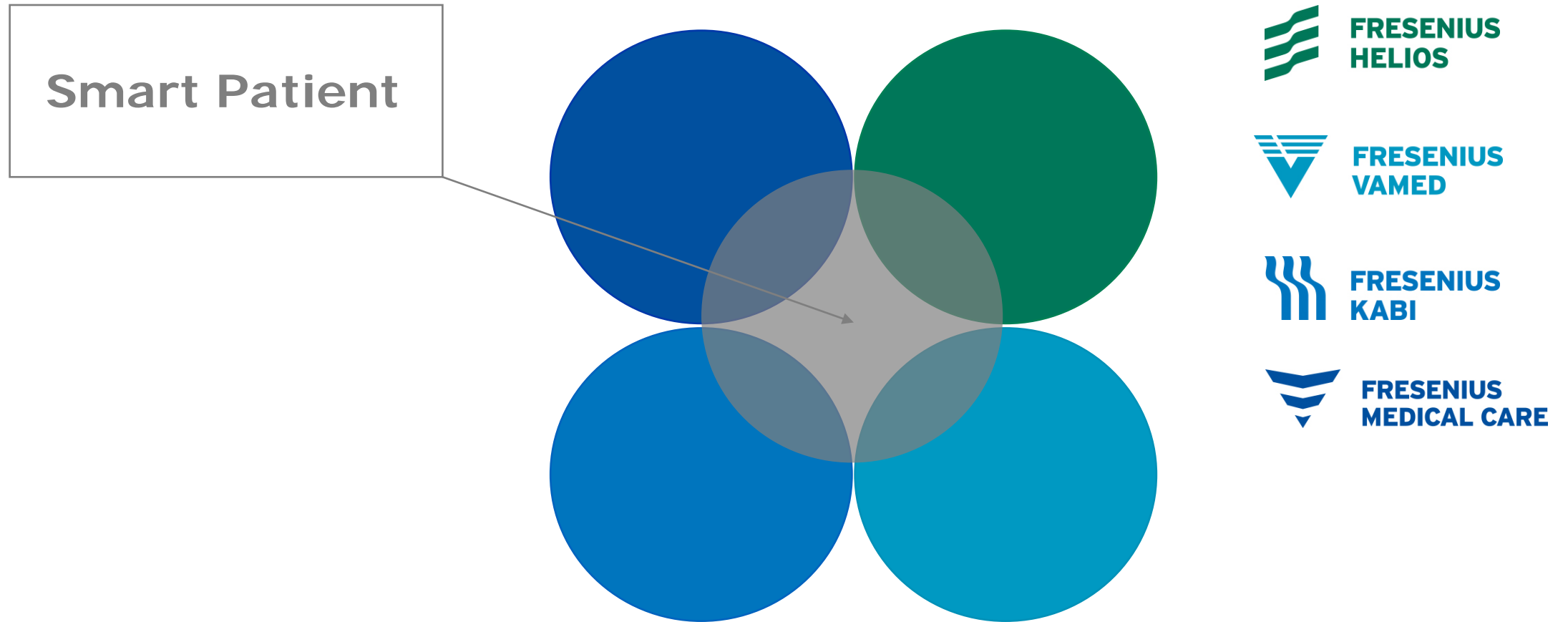


A facilitated health care platform will allow all market players to focus on their unique core competencies

An Example for Platform Advantages



Smart Patient within the Fresenius Platform



Key Take-Aways Summary

- Successful across different health care markets
- Learn from each other, learn from the best
- Best practice transfers drive international transformation
- Prepared for further regional expansion

Thank you