

Annual General Meeting Fresenius SE & Co. KGaA



May 12, 2017 | Frankfurt/Main

Quirónsalud: Market and quality leader in Spain



44 hospitals



~6,600 beds

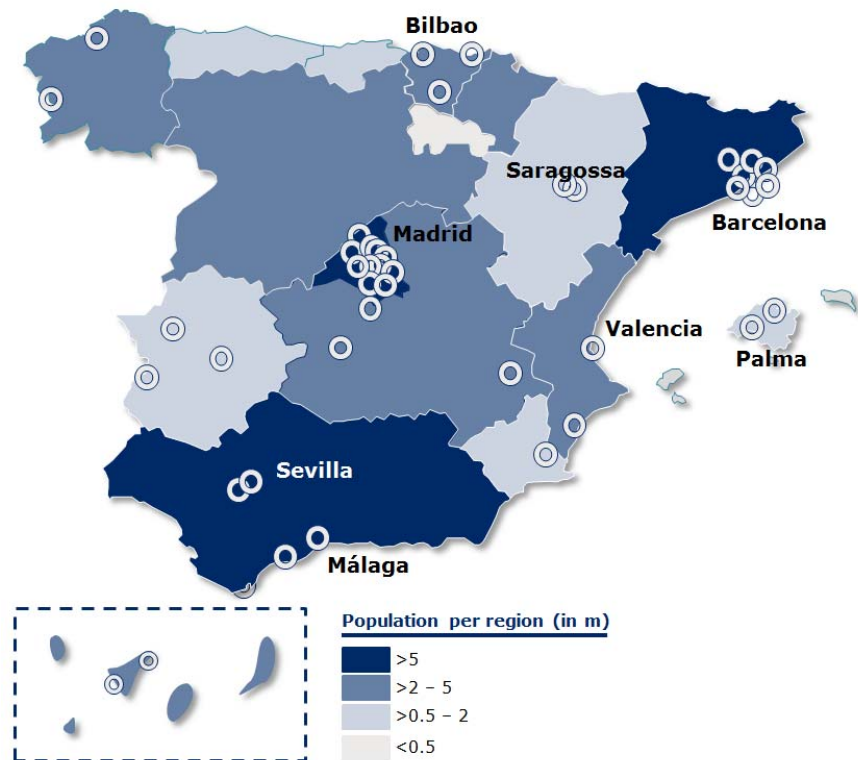


320,000 inpatients



9.4 million outpatients

As of March 31, 2017



Fresenius Helios: Continued strong commitment to Germany



112 hospitals



~ 35,000 beds

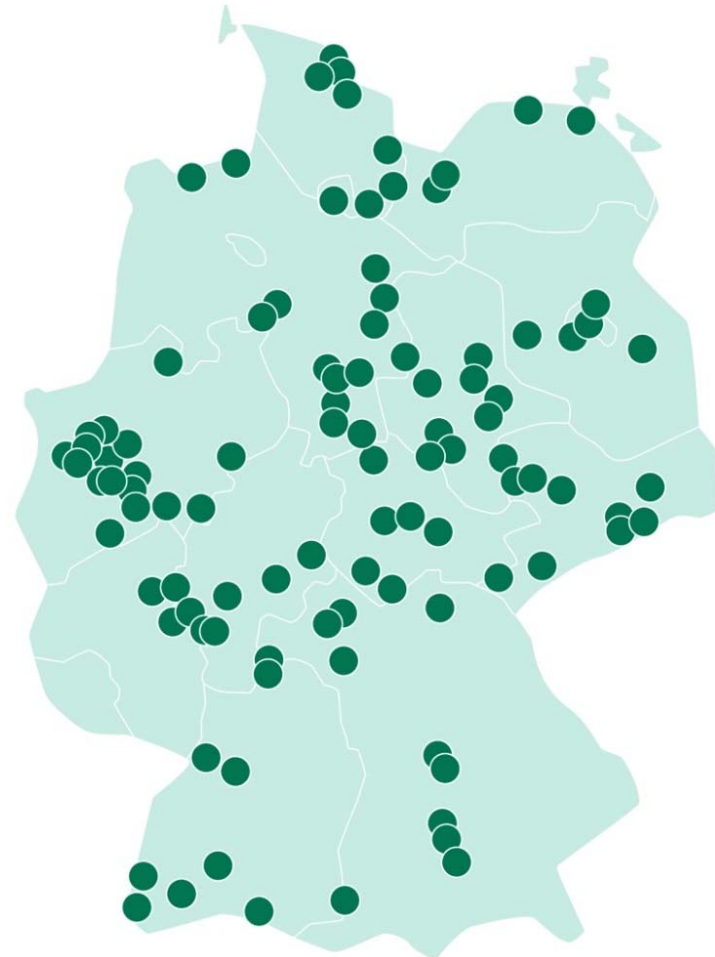


1.3 million inpatients







3.9 million outpatients

As of March 31, 2017



Fresenius Medical Care: The leader in dialysis for over 20 years



-  ~140 million dialyzers
-  >48,000 dialysis machines
-  >3,600 dialysis clinics
-  >300,000 patients

In 2016



Fresenius Kabi: Strong growth in all areas



~ 80 new I.V. generics



> 1 billion infusion solutions



€322 million in investments



~ 70 production sites





In 2016



Fresenius Vamed: Continued geographic expansion

Well-balanced revenue distribution in 2016



-  Order intake >€1 billion
-  Services for >600 hospitals
-  >800 projects since founding
-  in ~80 countries

In 2016

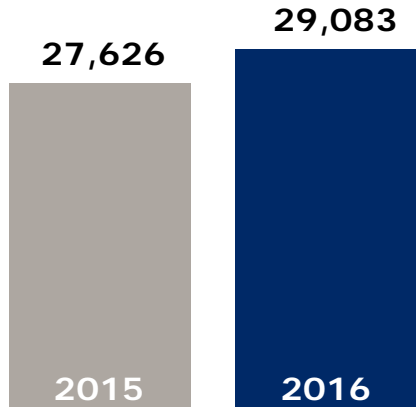


13th consecutive record year

Sales

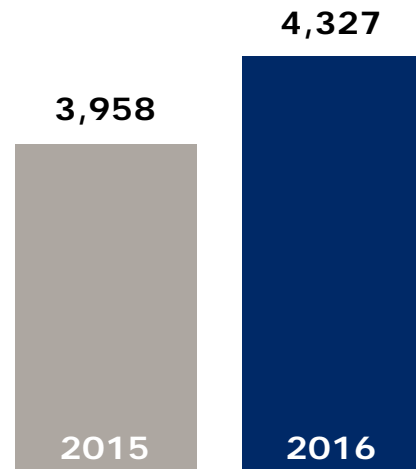
€m

+5%



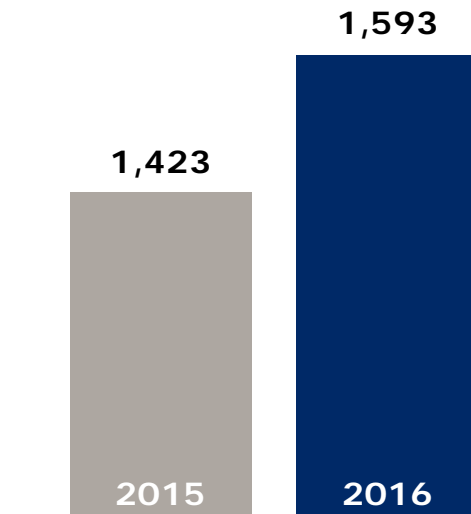
EBIT

+9%



Net income

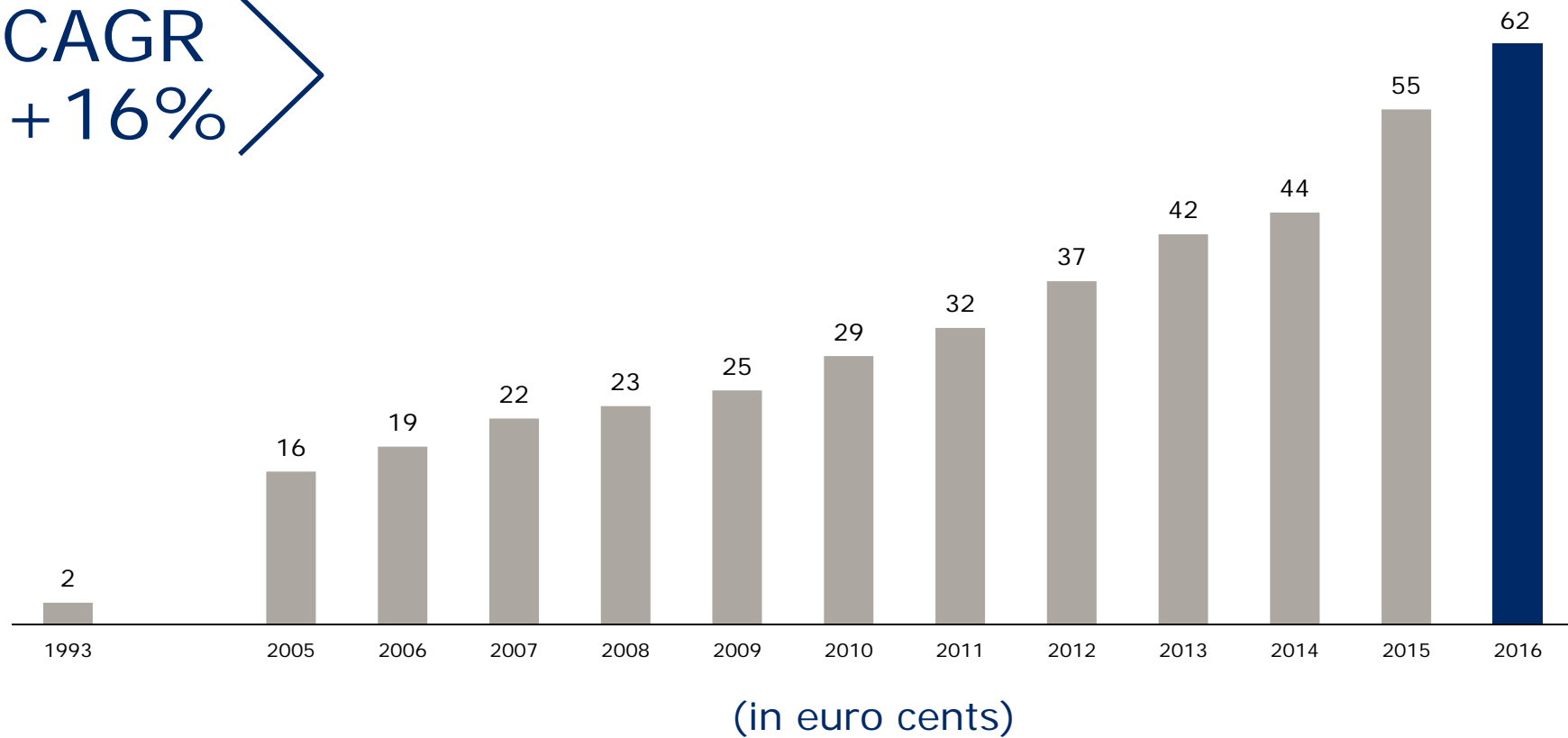
+12%



According to US-GAAP; in part before special items

24th consecutive dividend increase

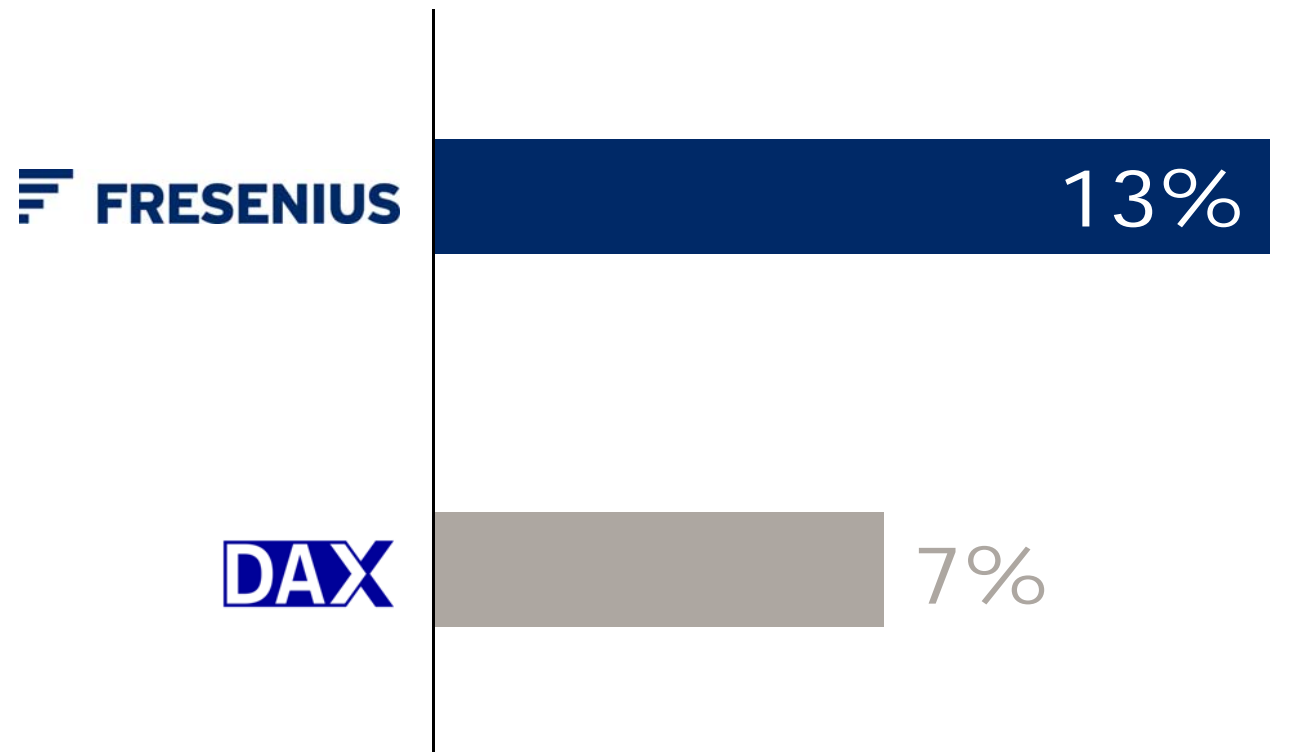
CAGR
+16%



2016: Proposed

Fresenius outperforms DAX index

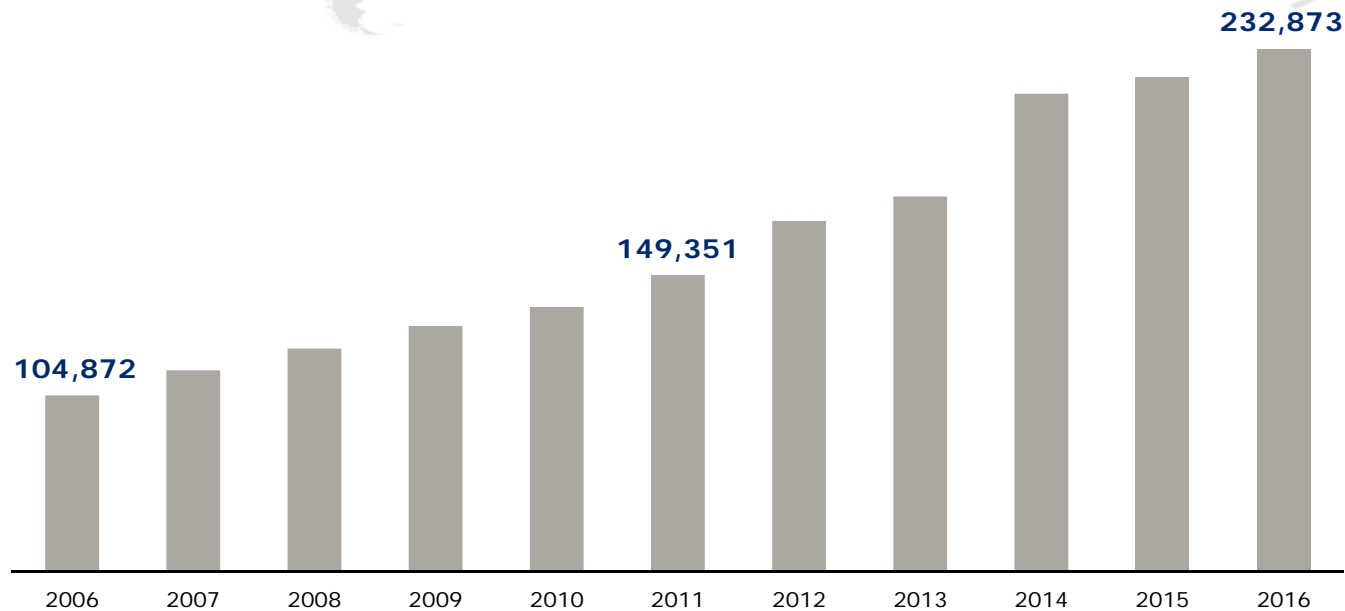
Share price development in 2016



A steadily growing Fresenius workforce

263,957

Employees worldwide



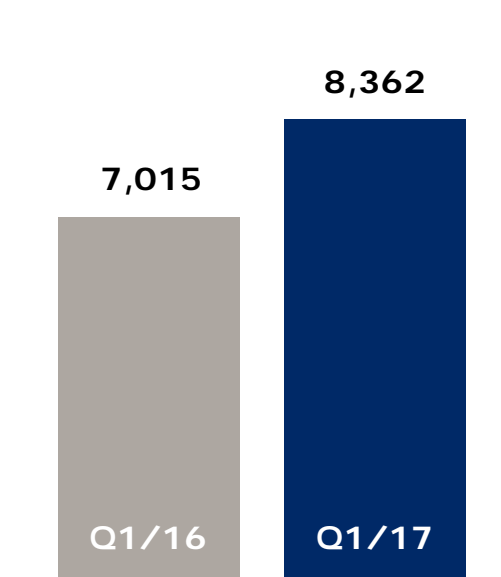
As of
March 31, 2017

An excellent start in 2017

Sales

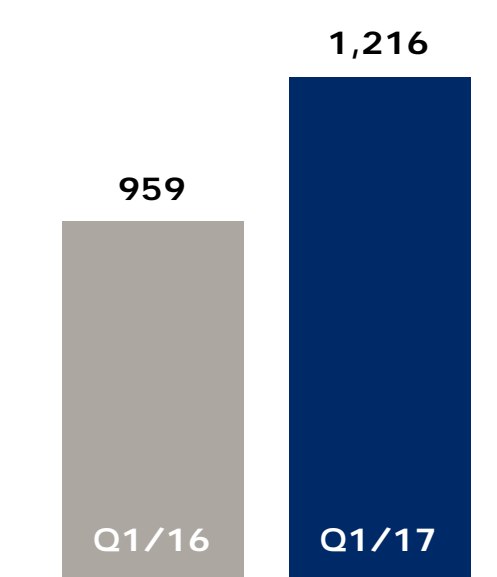
€m

+19%



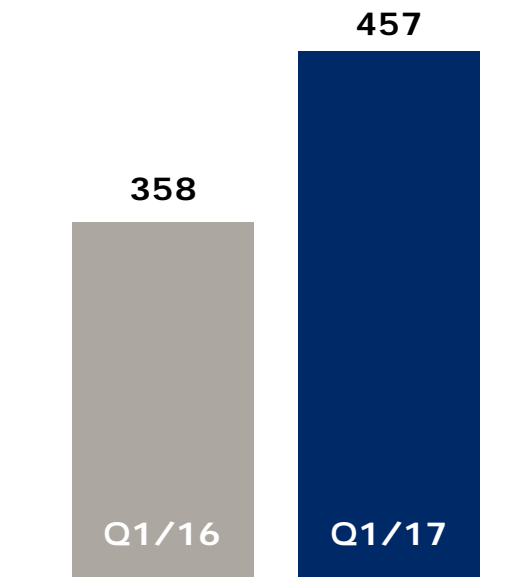
EBIT

+27%



Net income

+28%



Group outlook 2017: Double-digit sales and earnings growth

2017:

Sales +15 - 17%

Net income +19 - 21%

Constant currency, according to IFRS, net income before special items

Strategic acquisitions for further growth



- Provider of generic pharmaceuticals
- Plants in the USA, Switzerland and India
- New dosage forms such as eye-drops, creams and sprays
- New treatment areas, for example ophthalmology and dermatology



- “Similar” to its already approved biologic originator drug, a biosimilar is produced using living cells
- Much less expensive than original preparations
- Ideal time to enter biosimilars
- Importance in medicine has been growing steadily
- Many similarities to conventional generics



Ambitious mid-term targets

2020:

Sales €43 - €47 bn

Net income €2.4 - €2.7 bn

Fresenius Helios: Learning from the best



Fresenius Medical Care: World's largest dialysis provider



Fresenius Kabi: Investing in quality



Fresenius Vamed: Projects around the world



Fresenius: Better medicine for more people



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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