

Annual General Meeting – Fresenius SE & Co. KGaA



May 18, 2018 | Frankfurt

Our 2017

c. **17 million patients**
treated in **>150 hospitals**



>70,000 births
attended and assisted

>320,000 dialysis patients
treated



>48 million treatments carried
out in **>3,700 dialysis clinics**

>273,000 employees in
>100 countries at year-end



**>90 lower-cost IV generic
drugs** launched

>€500 million invested in
research & development



>€1.8 billion invested in
hospitals and plants

**Services provided to
>670 hospitals**



**11 additional local medical care
centers** in Germany opened

Outstanding business year 2017

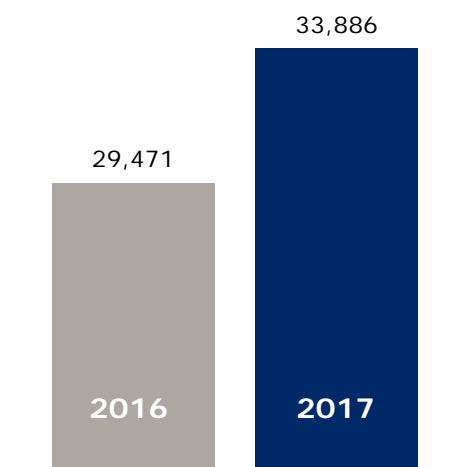
- 14th consecutive record year**
 - More than €30 billion in sales for first time**
 - Integration of Quirónsalud proceeding to plan**
 - NxStage acquisition strengthens position in home dialysis**
 - Successful entry into biosimilars market**
 - Continued strong growth expected**
-

Another year of strong sales and earnings growth

Sales

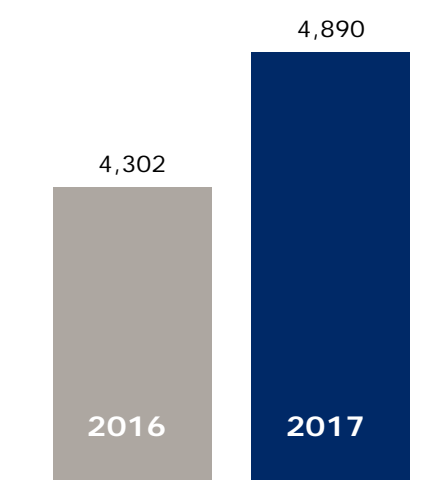
€m

+16%



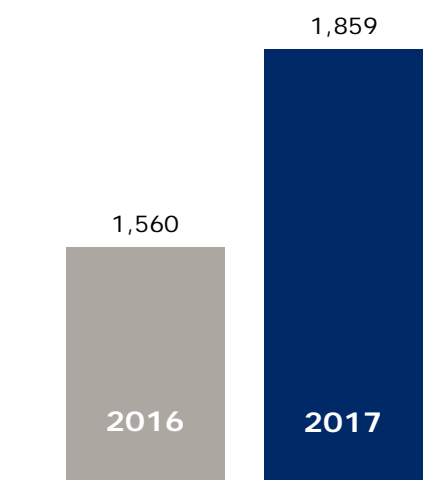
EBIT

+15%



Net income

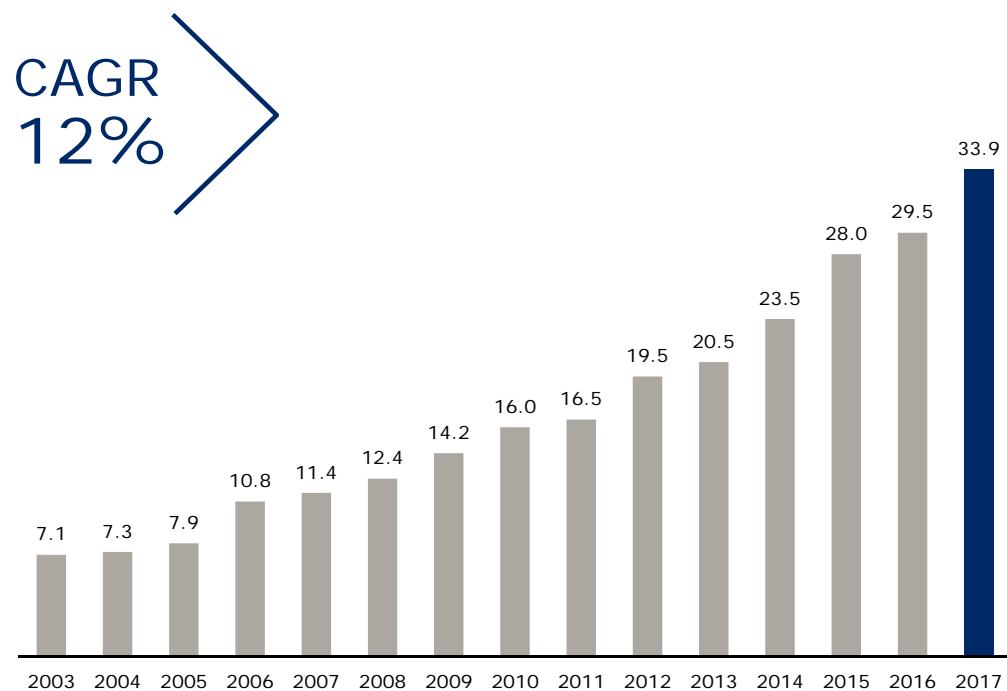
+21%



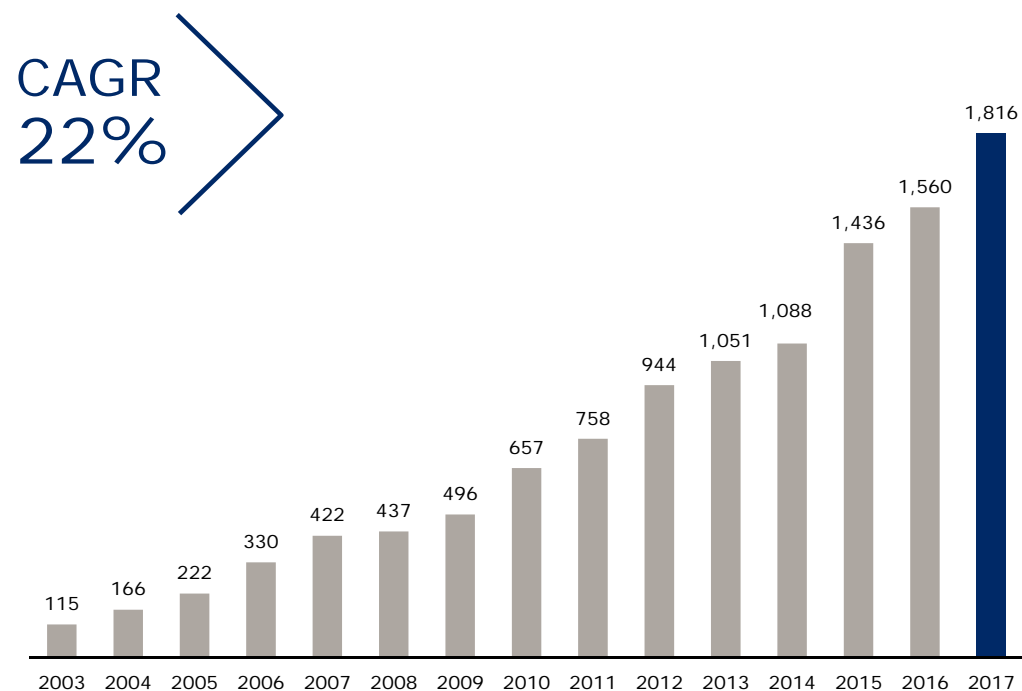
Constant currency growth rates, net income and EBIT adjusted and before special items

14th consecutive record year

Sales (in €bn)



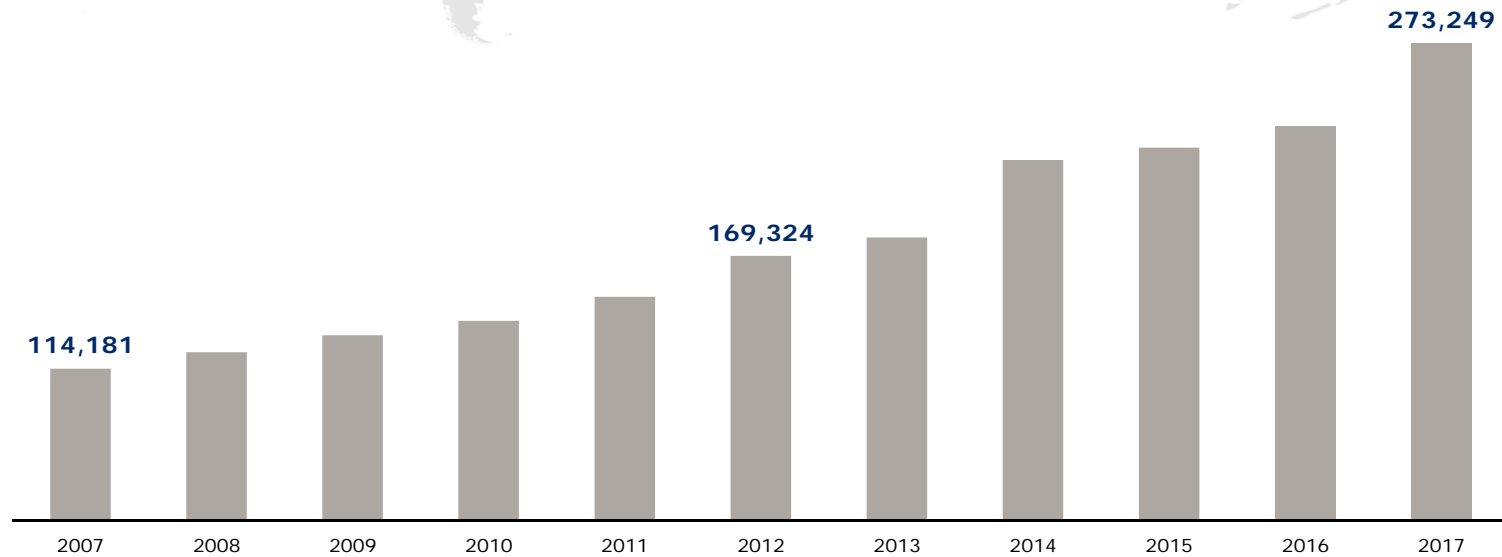
Net income (in €m)



Net income before special items

A steadily growing Fresenius workforce

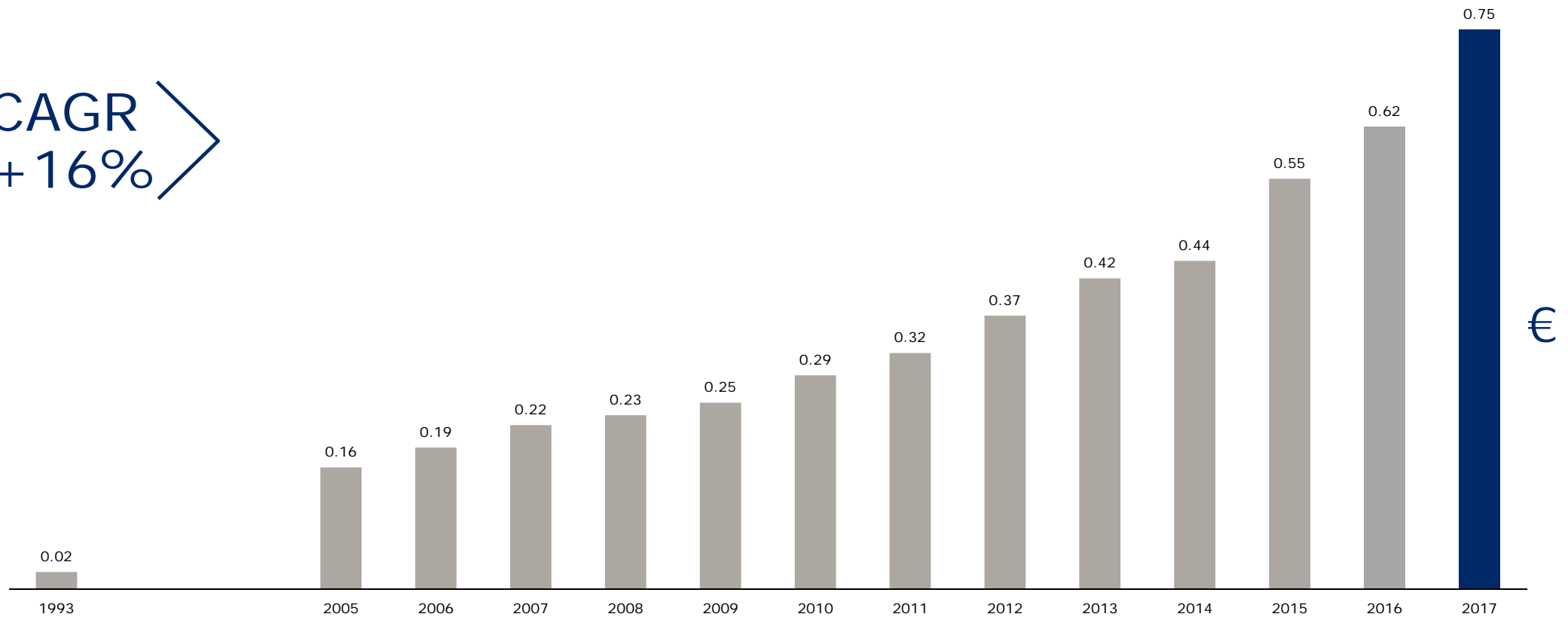
275,674
Employees worldwide



As of March 31, 2018

25th consecutive dividend increase proposed

CAGR
+16%



2017: Proposal

Termination of merger agreement with Akorn



Fresenius Helios: Europe's leading hospital group



156 hospitals



41,000 beds



17 million patients



106,000 employees

In 2017



Fresenius Kabi: Strong growth in all areas



>90 new IV generics



>1 billion infusion solutions



€428 million in investments



about 70 production sites

In 2017



Fresenius Medical Care: World's largest dialysis provider



about 140 million dialyzers



>3,700 dialysis clinics



>48 million treatments



>320,000 patients

In 2017



Fresenius Vamed: Full-service provider, active worldwide



 Order intake >€1 billion

 Services for >670 hospitals

 >800 projects since founding

 in >80 countries

In 2017



On the way to value-based healthcare



Group outlook 2018: Solid sales and earnings growth

Sales growth
constant currency

5 - 8 %

Net income growth
constant currency

6 - 9 %

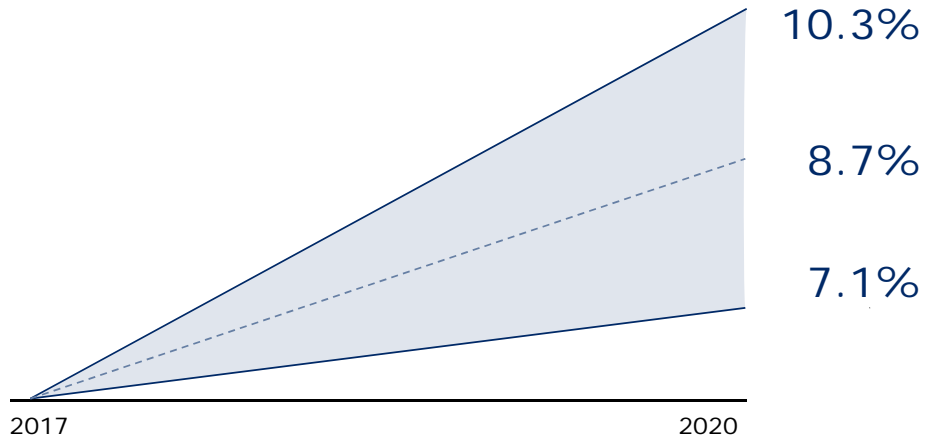
Net income growth (excluding biosimilars)
constant currency

approx. 10 - 13 %

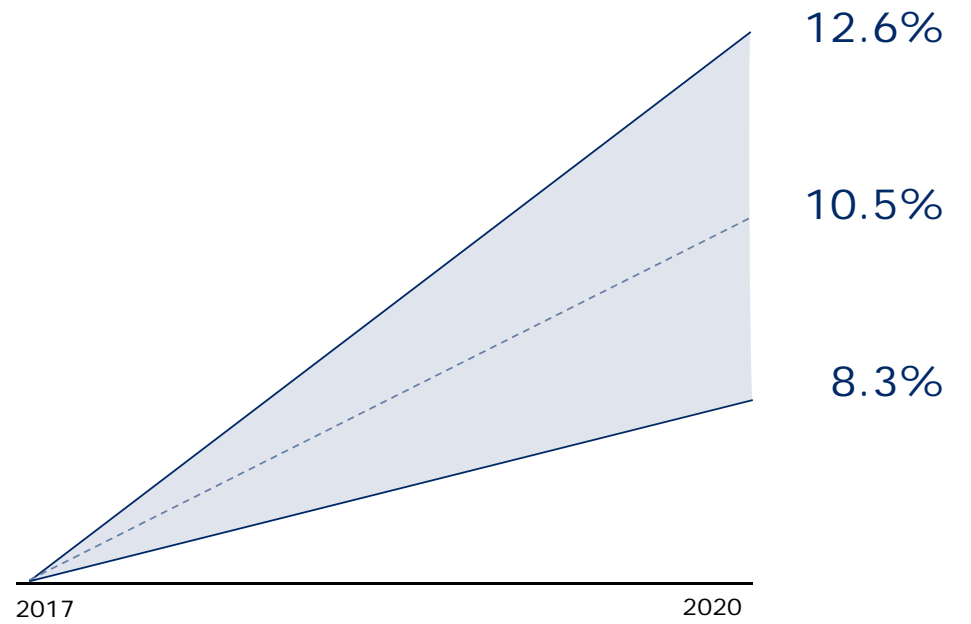
Net income before special items

Ambitious mid-term targets confirmed

Sales



Net income



CAGR; excl. strategic acquisitions; at February 2017 exchange rates and according to IFRS

Signposts for the next decade

Entry into biosimilars



Expansion of home dialysis



Internationalization of Fresenius Helios



Investments in production facilities



Our commitment: 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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