

## Factsheet Q3/2018



### COMPANY PROFILE

Fresenius is a global health care group providing products and services for dialysis, hospitals and outpatient medical care. In addition, Fresenius focuses on hospital operations. We also manage projects and provide services for hospitals and other health care facilities. More than 277,000 employees have dedicated themselves to the service of health in over 100 countries worldwide.

### FRESENIUS GROUP IN FIGURES (IFRS)

€ in millions	Q1-3/ 2018	Q1-3/ 2017	Change	FY/2017
<b>Sales and Earnings</b>				
Sales	24,695	25,191	5% <sup>1,8</sup>	33,886
EBIT <sup>2</sup>	3,311	3,522	-1% <sup>8,9</sup>	4,830
Net income <sup>2,3</sup>	1,367	1,329	7% <sup>8,9</sup>	1,816
Earnings per ord. share in € <sup>2,3</sup>	2.46	2.40	7% <sup>8,9</sup>	3.28
<b>Balance sheet and cash flow</b>				
Total assets	55,723		5%	53,133
Non-current assets	41,130		1%	40,529
Equity <sup>4</sup>	23,998		10%	21,720
Equity ratio <sup>4</sup>	43 %		--	41 %
Net debt/EBITDA <sup>5,6</sup>	2.75		--	2.84
Investments <sup>7</sup>	2,246	7,799	--	8,680
Operating cash flow	2,405	2,821	-15%	3,937
Operating cash flow in % of sales	9.7 %	11.2 %	--	11.6 %
<b>Profitability</b>				
EBIT margin <sup>2</sup>	13.4 %	14.0 %	--	14.3 %
Return on equity after taxes (ROE) <sup>2,3</sup>	12.5 %	%	--	13.3 %
Return on operating assets (ROOA) <sup>5</sup>	9.0 %	%	--	9.4 %
Return on invested capital (ROIC) <sup>5</sup>	8.2 %	%	--	8.0 %
<b>Employees</b>	<b>277,318</b>		1%	273,249

<sup>1</sup> Growth rate adjusted for IFRS 15 adoption and divestitures of Care Coordination activities

<sup>2</sup> Before special items

<sup>3</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA

<sup>4</sup> Including noncontrolling interest

<sup>5</sup> Pro forma closed acquisitions / divestitures; before special items

<sup>6</sup> At LTM average exchange rates for both net debt and EBITDA

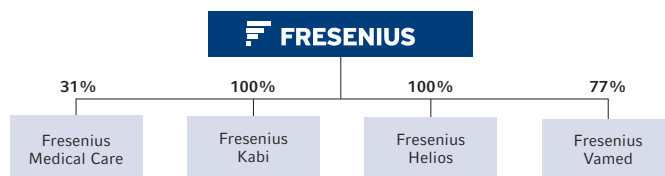
<sup>7</sup> Investments in property, plant and equipment, and intangible assets, acquisitions

<sup>8</sup> In constant currency

<sup>9</sup> Growth rate adjusted for divestitures of Care Coordination activities

### GROUP STRUCTURE

The operating business comprises the four business segments Fresenius Medical Care, Fresenius Kabi, Fresenius Helios and Fresenius Vamed, all of which are legally independent entities managed by the operating parent company Fresenius SE & Co. KGaA.



### BUSINESS SEGMENTS (IFRS)

€ in millions		Q1-3/ 2018	Q1-3/ 2017	Change	FY/2017
<b>FRESENIUS MEDICAL CARE</b>	Sales <sup>1</sup>	12,247	13,355	3% <sup>3</sup>	17,784
	EBIT	2,425	1,843	39% <sup>3</sup>	2,562
<b>FRESENIUS KABI</b>	Sales	4,857	4,764	7% <sup>3</sup>	6,358
	EBIT <sup>2</sup>	854	905	1% <sup>3</sup>	1,177
<b>FRESENIUS HELIOS</b>	Sales	6,762	6,422	5%	8,668
	EBIT	775	769	1%	1,052
<b>FRESENIUS VAMED</b>	Sales	991	748	32%	1,228
	EBIT	49	32	53%	76

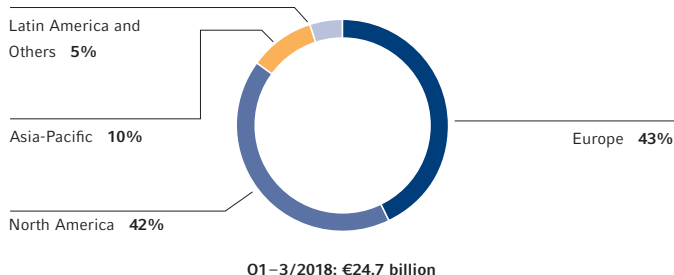
<sup>1</sup> Growth rates adjusted for IFRS 15 adoption and divestitures of Care Coordination activities

<sup>2</sup> Before special items

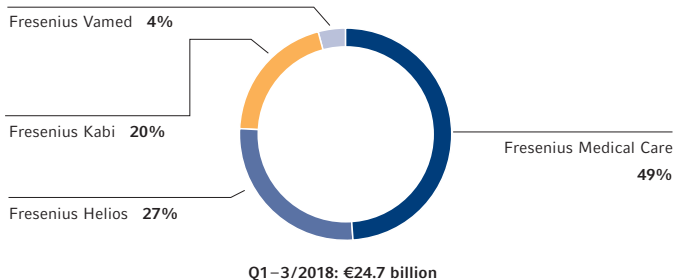
<sup>3</sup> In constant currency

- **Fresenius Medical Care** is the world's largest provider of products and services for individuals with renal diseases. As of September 30, 2018, Fresenius Medical Care operates 3,872 dialysis clinics. Along with its core business, the company provides related medical services in the field of Care Coordination.
- **Fresenius Kabi** offers intravenously administered generic drugs, clinical nutrition and infusion therapies for seriously and chronically ill patients in the hospital and outpatient environments. The company is also a leading supplier of medical devices and transfusion technology products. In the biosimilars business, we are developing products with a focus on oncology and autoimmune diseases.
- **Fresenius Helios** is Europe's leading private hospital operator. The company comprises Helios Germany and Helios Spain (Quirónsalud). Helios Germany operates 87 hospitals, 89 outpatient centers. Quirónsalud operates 46 hospitals, 56 outpatient centers and around 300 occupational risk prevention centers.
- **Fresenius Vamed** manages projects and provides services for hospitals and other health care facilities worldwide and is a post-acute care provider in Central Europe. The portfolio ranges along the entire value chain: from project development, planning, and turnkey construction, via maintenance and technical management, to total operational management.

### SALES BY REGION



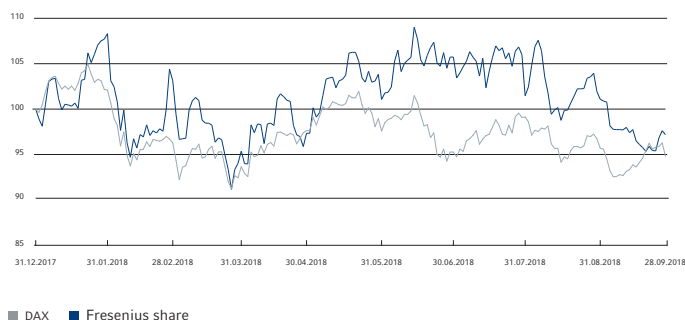
### SALES BY BUSINESS SEGMENT



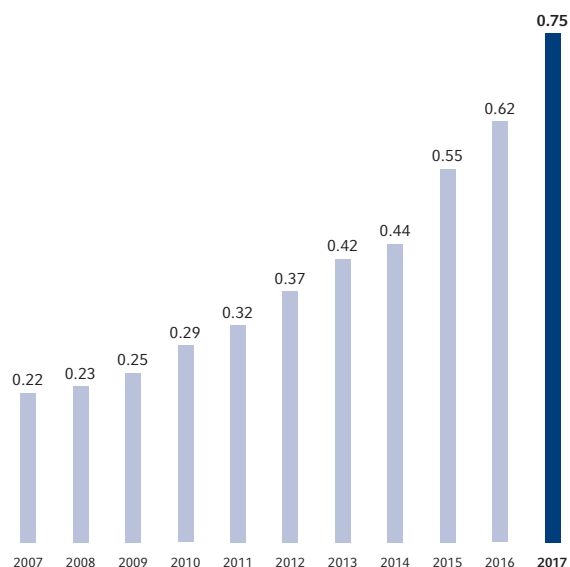
## FRESENIUS SHARE / ADR

	Share
Securities code no.	578 560
ISIN	DE0005785604
Ticker symbol	FRE
ADR CUSIP	35804M105
ADR Ticker symbol	FSNUY
Number of shares (September 30, 2018)	556,084,243
Market capitalization (September 30, 2018)	€35.2 billion

## RELATIVE SHARE PRICE PERFORMANCE FRESENIUS SHARE VS. DAX



## DEVELOPMENT SHARE DIVIDENDS IN €



This release 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 in this release.

Fresenius SE & Co. KGaA  
Registered Office: Bad Homburg, Germany  
Commercial Register: Amtsgericht Bad Homburg, HRB 11852  
Chairman of the Supervisory Board: Dr. Gerd Krick

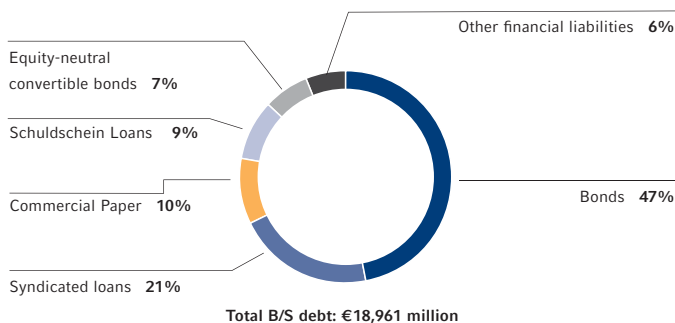
General Partner: Fresenius Management SE  
Registered Office: Bad Homburg, Germany  
Commercial Register: Amtsgericht Bad Homburg, HRB 11673  
Management Board: Stephan Sturm (Chairman), Dr. Francesco De Meo, Rachel Empey, Dr. Jürgen Götz, Mats Henriksson, Rice Powell, Dr. Ernst Wastler  
Chairman of the Supervisory Board: Dr. Gerd Krick

## SHARE PERFORMANCE<sup>1</sup>

1 month	-4%
1st quarter	-8%
1 year	-7%
3 years	5%
5 years	107%
10 years	266%

<sup>1</sup> Effective date/closing price: September 30, 2018

## FRESENIUS GROUP: FINANCING MIX



## GROUP OUTLOOK 2018

€m (except otherwise stated)	FY/17 Base	Targets 2018 <sup>1</sup>
Sales, growth (cc)	32,842 <sup>2</sup>	5% – 8% (low end)
Net income <sup>3</sup> growth (cc)	1,804 <sup>4</sup>	6% – 9% <sup>5</sup> (low end)
Net income <sup>3</sup> growth (cc) excl. biosimilars	1,847 <sup>6</sup>	~10% – 13% <sup>7</sup> (low end)

<sup>1</sup> Excluding effects of the Akorn and NxStage transactions and gain from the divestitures of Care Coordination activities and FCPA provision

<sup>2</sup> 2017 base adjusted for IFRS 15 adoption (deduction of €486 million) and divestitures of Care Coordination activities (deduction of €558 million)

<sup>3</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA

<sup>4</sup> Before special items

<sup>5</sup> Before special items; including expenditures for further development of biosimilars business (€43 m after tax in FY/17 and expected expenditures of ~€120 m after tax in FY/18)

<sup>6</sup> Adjusted net income: before special items, before expenditures for further development of biosimilars business

<sup>7</sup> Before special items; excluding expenditures for further development of biosimilars business (€43 m after tax in FY/17 and expected expenditures of ~€120 m after tax in FY/18)

For the outlook of the business segments please see the Investor News of October 30, 2018.

## FINANCIAL CALENDAR

	Dates
Report on Fiscal Year 2018	February 20, 2019
Report on 1 <sup>st</sup> quarter 2019	May 2, 2019
Annual General Meeting, Frankfurt am Main	May 17, 2019
Report on 1 <sup>st</sup> half 2019	July 30, 2019
Report on 1 <sup>st</sup> – 3 <sup>rd</sup> quarter 2019	October 29, 2019

Please note that these dates could be subject to modifications.

## CONTACT

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