

## Press Release

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### **Fresenius reports another strong quarter and confirms guidance**

*If no timeframe is specified, information refers to Q1-3/2017*

#### **Q3/2017:**

- Sales €8.3 billion (+12%, +15% in constant currency)
- EBIT<sup>1</sup> €1,129 million (+5%, +9% in constant currency)
- Net income<sup>2,3</sup> (adjusted) €423 million (+11%, +14% in constant currency)
- Net income<sup>2</sup> €396 million (+4%, +7% in constant currency)

#### **Q1-3/2017:**

- Sales €25.2 billion (+16%, +16% in constant currency)
- EBIT<sup>1</sup> €3,522 million (+15%, +15% in constant currency)
- Net income<sup>2,3</sup> (adjusted) €1,339 million (+20%, +20% in constant currency)
- Net income<sup>2</sup> €1,303 million (+17%, +17% in constant currency)

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<sup>1</sup> Before acquisition-related expenses

<sup>2</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA

<sup>3</sup> Consistent with scope of original guidance: before acquisition-related expenses; before expenditures for further development of biosimilars business

For a detailed overview of adjustments, please see the reconciliation tables on page 15-16.

Stephan Sturm, CEO of Fresenius, said: “We can report another very good quarter, once again boosted by strong sales and earnings growth. The prospects for our businesses remain excellent. We are therefore confirming our guidance and are heading towards yet another record year. From this position of strength, we intend to swiftly close and integrate our strategically important acquisitions. Thus, we are expanding our range of high-quality, affordable healthcare products and services for the benefit of our patients and our company.”

## **2017 Group guidance confirmed**

Fresenius confirms its guidance for 2017. Group sales are expected to increase by 15% to 17% in constant currency. Group net income<sup>1,2,3</sup> is expected to grow by 19% to 21% in constant currency.

Including the acquisition of Merck KGaA's biosimilars business and pro forma the acquisition of Akorn, the net debt/EBITDA ratio<sup>4</sup> is expected to be approximately 3.3 at the end of 2017.

## **16% sales growth in constant currency**

Group sales increased by 16% (16% in constant currency) to €25,191 million (Q1-3/2016: €21,651 million). Organic sales growth was 6%<sup>5</sup> while acquisitions contributed 10%. In Q3/2017, Group sales increased by 12% (15% in constant currency) to €8,297 million (Q3/2016: €7,433 million). Negative currency translation effects (-3%) were mainly related to the devaluation of the US dollar. Organic sales growth was 6% while acquisitions contributed 9%.

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<sup>1</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA

<sup>2</sup> Before acquisition-related expenses of ~€50 m

<sup>3</sup> Before expected expenditures for further development of biosimilars business of ~€60 m

<sup>4</sup> Net debt and EBITDA at FY average exchange rates; before acquisition-related expenses of ~€50 m; excluding further potential acquisitions

<sup>5</sup> Excluding effects of Fresenius Medical Care's agreement with the United States Departments of Veterans Affairs and Justice (VA agreement)

For a detailed overview of adjustments, please see the reconciliation tables on page 15-16.

## Group sales by region:

€ in millions	Q3/2017	Q3/2016	Change at actual rates	Currency translation effects	Change in constant currency	Organic growth	Acquisitions/Divestitures	% of total sales
North America	<b>3,644</b>	3,573	2%	-6%	8%	6%	2%	44%
Europe	<b>3,407</b>	2,702	26%	0%	26%	3%	23%	41%
Asia-Pacific	<b>790</b>	747	6%	-5%	11%	8%	3%	10%
Latin America	<b>356</b>	322	11%	-7%	18%	8%	10%	4%
Africa	<b>100</b>	89	12%	0%	12%	12%	0%	1%
<b>Total</b>	<b>8,297</b>	<b>7,433</b>	<b>12%</b>	<b>-3%</b>	<b>15%</b>	<b>6%</b>	<b>9%</b>	<b>100%</b>

€ in millions	Q1-3/2017	Q1-3/2016	Change at actual rates	Currency translation effects	Change in constant currency	Organic growth	Acquisitions/Divestitures	% of total sales
North America	<b>11,394<sup>1</sup></b>	10,398	10% <sup>1</sup>	1% <sup>1</sup>	9% <sup>1</sup>	7%	2% <sup>1</sup>	46% <sup>1</sup>
Europe	<b>10,148</b>	8,026	26%	-1%	27%	4%	23%	40%
Asia-Pacific	<b>2,306</b>	2,106	9%	-1%	10%	7%	3%	9%
Latin America	<b>1,057</b>	882	20%	2%	18%	10%	8%	4%
Africa	<b>286</b>	239	20%	7%	13%	13%	0%	1%
<b>Total</b>	<b>25,191</b>	<b>21,651</b>	<b>16%</b>	<b>0%</b>	<b>16%</b>	<b>6%</b>	<b>10%</b>	<b>100%</b>

## 20% adjusted net income<sup>2,3</sup> growth in constant currency

Group EBITDA<sup>4</sup> increased by 16% (16% in constant currency) to €4,579 million (Q1-3/2016: €3,959 million). Group EBIT<sup>4</sup> increased by 15% (15% in constant currency) to €3,522 million (Q1-3/2016: €3,058 million) with an EBIT margin<sup>4</sup> of 14.0% (Q1-3/2016: 14.1%). In Q3/2017, Group EBIT<sup>4</sup> increased by 5% (9% in constant currency) to €1,129 million (Q3/2016: €1,071 million) with an EBIT margin<sup>4</sup> of 13.6% (Q3/2016: 14.4%).

Group net interest<sup>4</sup> reached -€484 million (Q1-3/2016: -€433 million). The increase is mainly driven by the financing of the Quirónsalud acquisition.

<sup>1</sup> Including effects of VA agreement

<sup>2</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA

<sup>3</sup> Consistent with scope of original guidance: before acquisition-related expenses; before expenditures for further development of biosimilars business

<sup>4</sup> Before acquisition-related expenses

For a detailed overview of adjustments, please see the reconciliation tables on page 15-16.

The Group tax rate<sup>1</sup> was 28.1% (Q1-3/2016: 28.2%). In Q3/2017, the Group tax rate<sup>1</sup> decreased to 27.4% (Q3/2016: 27.9%), mainly driven by a re-evaluation of estimated future tax payments at Fresenius Medical Care.

Noncontrolling interest increased to €854 million (Q1-3/2016: €768 million), of which 95% was attributable to the noncontrolling interest in Fresenius Medical Care.

Adjusted Group net income<sup>2,3</sup> increased by 20% (20% in constant currency) to €1,339 million (Q1-3/2016: €1,118 million). Adjusted earnings per share<sup>2,3</sup> increased by 19% (19% in constant currency) to €2.42 (Q1-3/2016: €2.04). In Q3/2017, adjusted Group net income<sup>2,3</sup> increased by 11% (14% in constant currency) to €423 million (Q3/2016: €382 million). Adjusted earnings per share<sup>2,3</sup> increased by 11% (14% in constant currency) to €0.77 (Q3/2016: €0.69).

Group net income before acquisition-related expenses<sup>1,2</sup> increased by 19% (19% in constant currency) to €1,329 million (Q1-3/2016: €1,118 million). Earnings per share<sup>1,2</sup> increased by 18% (18% in constant currency) to €2.40 (Q1-3/2016: €2.04). In Q3/2017, Group net income<sup>1,2</sup> increased by 8% (11% in constant currency) to €413 million (Q3/2016: €382 million). Earnings per share<sup>1,2</sup> increased by 8% (11% in constant currency) to €0.75 (Q3/2016: €0.69).

Group net income<sup>2</sup> increased by 17% (17% in constant currency) to €1,303 million (Q1-3/2016: €1,118 million). Earnings per share<sup>2</sup> increased by 15% (15% in constant currency) to €2.35 (Q1-3/2016: €2.04). In Q3/2017, Group net income<sup>2</sup> increased by 4% (7% in constant currency) to €396 million (Q3/2016: €382 million). Earnings per share<sup>2</sup> increased by 3% (6% in constant currency) to €0.71 (Q3/2016: €0.69).

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<sup>1</sup> Before acquisition-related expenses

<sup>2</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA

<sup>3</sup> Consistent with scope of original guidance: before acquisition-related expenses; before expenditures for further development of biosimilars business

For a detailed overview of adjustments, please see the reconciliation tables on page 15-16.

## **Continued investment in growth**

Spending on property, plant and equipment was €1,137 million (Q1-3/2016: €1,059 million), primarily for the modernization and expansion of dialysis clinics, production facilities as well as hospitals and day clinics. Total acquisition spending of €6,662 million (Q1-3/2016: €592 million) was mainly related to the acquisitions of Quirónsalud and Merck KGaA's biosimilars business.

## **Strong operating cash flow**

Operating cash flow increased by 24% to €2,821 million (Q1-3/2016: €2,273 million). The cash flow margin increased to 11.2% (Q1-3/2016: 10.5%). In Q3/2017, operating cash flow increased by 21% to €1,138 million (Q3/2016: €940 million), with a margin of 13.7% (Q3/2016: 12.6%).

Free cash flow before acquisitions and dividends increased by 41% to €1,705 million (Q1-3/2016: €1,206 million). Free cash flow after acquisitions and dividends was -€5,233 million (Q1-3/2016: €252 million).

## **Solid balance sheet structure**

The Group's total assets increased by 14% (20% in constant currency) to €53,097 million (Dec. 31, 2016: €46,697 million), mainly due to the acquisition of Quirónsalud. Current assets grew by 10% (16% in constant currency) to €12,870 million (Dec. 31, 2016: €11,744 million). Non-current assets increased by 15% (22% in constant currency) to €40,227 million (Dec. 31, 2016: €34,953 million).

Total shareholders' equity grew by 2% (10% in constant currency) to €21,167 million (Dec. 31, 2016: €20,849 million). The equity ratio was 39.9% (Dec. 31, 2016: 44.6%).

Group debt increased by 32% (37% in constant currency) to €19,496 million (Dec. 31, 2016: €14,780 million), mainly driven by the acquisition financing of Quirónsalud. As of September 30, 2017, the net debt/EBITDA ratio was 2.97<sup>1,2</sup> (Dec. 31, 2016: 2.33<sup>1</sup>; pro forma Quirónsalud 3.09<sup>1</sup>).

## **Increased number of employees**

As of September 30, 2017, the number of employees increased by 17% to 271,676 (Dec. 31, 2016: 232,873).

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<sup>1</sup> Net debt and EBITDA at LTM average exchange rates

<sup>2</sup> Before acquisition-related expenses

For a detailed overview of adjustments, please see the reconciliation tables on page 15-16.

## Business Segments

### Fresenius Medical Care

Fresenius Medical Care is the world's largest provider of products and services for individuals with chronic kidney failure. As of September 30, 2017, Fresenius Medical Care was treating 317,792 patients in 3,714 dialysis clinics. Along with its core business, the company seeks to expand the range of medical services in the field of care coordination.

€ in millions	Q3/2017	Q3/2016	Change	Q1-3/2017	Q1-3/2016	Change
Sales	<b>4,336</b>	4,211	3%	<b>13,355</b>	12,153	10%
EBITDA	<b>786</b>	786	0%	<b>2,397</b>	2,192	9%
EBIT	<b>608</b>	611	0%	<b>1,843</b>	1,679	10%
Net income <sup>1</sup>	<b>309</b>	304	2%	<b>886</b>	781	13%
Employees (Sep 30/Dec 31)				<b>120,987</b>	116,120	4%

- **Solid Q3 despite impact from natural disasters in North America**
- **8% constant currency sales growth in Q3**
- **2017 outlook confirmed<sup>2</sup>**

Sales increased by 10% (10% in constant currency, 7% organic) to €13,355 million (Q1-3/2016: €12,153 million). Acquisitions and the agreement with the United States Departments of Veterans Affairs and Justice (VA agreement) contributed 3% in total. In Q3/2017, sales increased by 3% (8% in constant currency, 6% organic) to €4,336 million (Q3/2016: €4,211 million).

Health Care Services sales (dialysis services and care coordination) increased by 11% (10% in constant currency) to €10,950 million (Q1-3/2016: €9,910 million). Product sales increased by 7% (7% in constant currency) to €2,404 million (Q1-3/2016: €2,244 million).

In North America, sales increased by 10% (10% in constant currency) to €9,715 million (Q1-3/2016: €8,828 million). Health Care Services sales grew by 10% (10% in constant currency) to €9,086 million (Q1-3/2016: €8,224 million). Product sales increased by 4% (4% in constant currency) to €629 million (Q1-3/2016: €604 million).

Sales outside North America increased by 9% (10% in constant currency) to €3,628 million (Q1-3/2016: €3,315 million). Health Care Services sales increased by 11% (11% in constant currency) to €1,864 million (Q1-3/2016: €1,686 million). Product sales increased by 8% (8% in constant currency) to €1,764 million (Q1-3/2016: €1,630 million).

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<sup>1</sup> Net income attributable to shareholders of Fresenius Medical Care AG & Co. KGaA

<sup>2</sup> Excluding effects of VA agreement and natural disaster costs

EBIT increased by 10% (10% in constant currency) to €1,843 million (Q1-3/2016: €1,679 million). The EBIT margin was 13.8% (Q1-3/2016: 13.8%). In Q3/2017, EBIT was on the prior-year level (increased by 4% in constant currency) at €608 million (Q3/2016: €611 million). Foreign currency effects, lower contributions from the vascular business, higher costs in the pharmacy services business and natural disaster costs in North America negatively impacted EBIT, while organic growth and lower research and development expenses contributed positively. The EBIT margin was 14.0% (Q3/2016: 14.5%).

Net income<sup>1</sup> increased by 13% (14% in constant currency) to €886 million (Q1-3/2016: €781 million). Consistent with the original scope of guidance, i.e. excluding the effects of the VA agreement and natural disaster costs, net income<sup>1</sup> increased by 8% in constant currency. In Q3/2017, net income<sup>1</sup> grew by 2% (6% in constant currency) to €309 million (Q3/2016: €304 million). Excluding the effects of the VA agreement and natural disaster costs, net income<sup>1</sup> increased by 5% (8% in constant currency).

Operating cash flow increased by 43% to €1,664 million (Q1-3/2016: €1,160 million). The cash flow margin increased to 12.5% (Q1-3/2016: 9.5%). In Q3/2017, operating cash flow increased by 56% to €612 million (Q3/2016: €393 million) with a cash flow margin of 14.1% (Q3/2016: 9.3%). The increase is primarily attributable to last year's cash contribution to a pension plan in the United States as well as other working capital items.

Fresenius Medical Care confirms its outlook for 2017. The company expects sales to grow by 8% to 10%<sup>2</sup> in constant currency. Net income<sup>1,3</sup> is expected to increase by 7% to 9% in constant currency.

For further information, please see Fresenius Medical Care's Press Release at [www.freseniusmedicalcare.com](http://www.freseniusmedicalcare.com).

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<sup>1</sup> Net income attributable to shareholders of Fresenius Medical Care AG & Co. KGaA

<sup>2</sup> Excluding effects of VA agreement

<sup>3</sup> Excluding effects of VA agreement and natural disaster costs

## Fresenius Kabi

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 millions	Q3/2017	Q3/2016	Change	Q1-3/2017	Q1-3/2016	Change
Sales	1,562	1,511	3%	4,764	4,457	7%
EBITDA <sup>1</sup>	352	353	0%	1,119	1,092	2%
EBIT (adjusted) <sup>2</sup>	297	281	6%	919	863	6%
EBIT <sup>1</sup>	283	281	1%	905	863	5%
Net income (adjusted) <sup>2,3</sup>	175	155	13%	554	491	13%
Employees (Sep 30/Dec 31)				35,699	34,917	2%

- **7% organic sales growth in Q3; positive contributions from all regions**
- **11% adjusted EBIT growth<sup>2</sup> in constant currency in Q3**
- **2017 outlook confirmed**

Sales increased by 7% (7% in constant currency, 7% organic) to €4,764 million (Q1-3/2016: €4,457 million). Acquisitions/divestitures had no meaningful impact on sales. In Q3/2017, sales increased by 3% (7% in constant currency, 7% organic) to €1,562 million (Q3/2016: €1,511 million). Negative currency translation effects (-4%) were mainly related to the devaluation of the US dollar and the Chinese yuan against the Euro.

Sales in Europe increased by 4% (5% organic) to €1,635 million (Q1-3/2016: €1,569 million). In Q3/2017, sales increased by 3% (4% organic) to €538 million (Q3/2016: €521 million).

Sales in North America increased by 7% (6% organic) to €1,736 million (Q1-3/2016: €1,628 million). In Q3/2017, sales increased by 1% (7% organic) to €549 million (Q3/2016: €542 million).

Sales in Asia-Pacific increased by 9% (11% organic) to €894 million (Q1-3/2016: €821 million). In Q3/2017, sales increased by 8% (12% organic) to €312 million (Q3/2016: €290 million). Sales in Latin America/Africa increased by 14% (10% organic) to €499 million (Q1-3/2016: €439 million). In Q3/2017, sales increased by 3% (8% organic) to €163 million (Q3/2016: €158 million).

<sup>1</sup> Before acquisition-related expenses

<sup>2</sup> Consistent with scope of original guidance: before acquisition-related expenses; before expenditures for further development of biosimilars business

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

For a detailed overview of adjustments, please see the reconciliation tables on page 15-16.



Adjusted EBIT<sup>1</sup> increased by 6% (7% in constant currency) to €919 million (Q1-3/2016: €863 million). The adjusted EBIT margin<sup>1</sup> was 19.3% (Q1-3/2016: 19.4%). In Q3/2017, adjusted EBIT<sup>1</sup> increased by 6% (11% in constant currency) to €297 million (Q3/2016: €281 million), despite expenses related to hurricane Maria on Puerto Rico. The adjusted EBIT margin<sup>1</sup> increased to 19.0% (Q3/2016: 18.6%).

EBIT<sup>2</sup> increased by 5% (6% in constant currency) to €905 million (Q1-3/2016: €863 million). The EBIT margin<sup>2</sup> was 19.0% (Q1-3/2016: 19.4%). In Q3/2017, EBIT<sup>2</sup> increased by 1% (6% in constant currency) to €283 million (Q3/2016: €281 million). Given the €14 million expenditure for the further development of the biosimilars business, the EBIT margin<sup>2</sup> decreased to 18.1% (Q3/2016: 18.6%).

Adjusted net income<sup>1,3</sup> increased by 13% (14% in constant currency) to €554 million (Q1-3/2016: €491 million). In Q3/2017, adjusted net income<sup>1,3</sup> increased by 13% (19% in constant currency) to €175 million (Q3/2016: €155 million).

While operating cash flow reached a very strong €640 million, it could not match the exceptional prior-year figure (Q1-3/2016: €661 million). The same applied to the strong margin of 13.4% (Q1-3/2016: 14.8%). In Q3/2017, operating cash flow reached a healthy €245 million (Q3/2016: €322 million) despite a cash prepayment for the biosimilars business and adverse currency translation effects. The cash flow margin was 15.7% (Q3/2016: 21.3%). Excluding the prepayment, operating cash flow was €290 with a margin of 18.6%.

Fresenius Kabi confirms its outlook for 2017 and expects 5% to 7% organic sales growth and EBIT growth in constant currency of 6% to 8%<sup>4,5</sup>.

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<sup>1</sup> Consistent with scope of original guidance: before acquisition-related expenses; before expenditures for further development of biosimilars business

<sup>2</sup> Before acquisition-related expenses

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

<sup>4</sup> Before acquisition-related expenses of ~€50 m

<sup>5</sup> Before expected expenditures for further development of biosimilars business of ~€60 m

For a detailed overview of adjustments, please see the reconciliation tables on page 15-16.

## Fresenius Helios

Fresenius Helios is Europe's leading private hospital operator. The company comprises Helios Kliniken in Germany and Quirónsalud in Spain. Helios Kliniken operates 111 hospitals, thereof 88 acute care clinics and 23 post-acute care clinics, and treats more than 5.2 million patients annually. Quirónsalud operates 44 hospitals, 44 outpatient centers and around 300 occupational risk prevention centers, and treats approximately 9.7 million patients per year.

€ in millions	Q3/2017	Q3/2016	Change	Q1-3/2017	Q1-3/2016	Change
Sales	2,166	1,470	47%	6,422	4,382	47%
EBITDA	331	223	48%	1,042	650	60%
EBIT	232	175	33%	769	507	52%
Net income <sup>1</sup>	153	140	9%	526	402	31%
Employees (Sep 30/Dec 31)				105,717	72,687	45%

- **47% sales growth (4% excluding Quirónsalud) in Q3**
- **33% EBIT increase (9% excluding Quirónsalud) in Q3**
- **2017 outlook confirmed**

Fresenius Helios increased sales by 47% (4% organic) to €6,422 million (Q1-3/2016: €4,382 million). Acquisitions, mainly Quirónsalud, increased sales by 43%. In Q3/2017, sales increased by 47% (4% organic) to €2,166 million (Q3/2016: €1,470 million).

Sales of Helios Kliniken<sup>2</sup> increased by 4% (4% organic) to €4,562 million (Q1-3/2016: €4,382 million). In Q3/2017, sales increased by 4% (4% organic) to €1,524 million (Q3/2016: €1,470 million). Quirónsalud has been consolidated since February 1, 2017 and generated sales of €1,860 million (thereof €642 million in Q3/2017).

Fresenius Helios grew EBIT by 52% to €769 million (Q1-3/2016: €507 million). The EBIT margin increased to 12.0% (Q1-3/2016: 11.6%). In Q3/2017, EBIT increased by 33% to €232 million (Q3/2016: €175 million). The EBIT margin decreased to 10.7% (Q3/2016: 11.9%) due to the anticipated lower contribution of Quirónsalud during the summer months.

EBIT of Helios Kliniken<sup>2</sup> increased by 8% to €549 million (Q1-3/2016: €507 million) with a margin of 12.0% (Q1-3/2016: 11.6%). In Q3/2017, EBIT of Helios Kliniken<sup>2</sup> increased by 9% to €190 million (Q3/2016: €175 million) with a margin of 12.5% (Q3/2016: 11.9%). EBIT of Quirónsalud was €220 million (thereof €42 million in Q3/2017) with a margin of 11.8% (Q3/2017: 6.5%).

Fresenius Helios increased net income<sup>1</sup> by 31% to €526 million (Q1-3/2016: €402 million). In Q3/2017, net income<sup>1</sup> increased by 9% to €153 million (Q3/2016: €140 million).

<sup>1</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA

<sup>2</sup> Helios Kliniken Germany, excluding Quirónsalud

Operating cash flow increased by 28% to €560 million (Q1-3/2016: €437 million) driven by the first-time consolidation of Quirónsalud. The margin was 8.7% (Q1-3/2016: 10.0%).

Fresenius Helios confirms its outlook for 2017 and projects organic sales growth of 3% to 5%<sup>1</sup> and sales of ~€8.6 billion (thereof Quirónsalud ~€2.5 billion<sup>2</sup>). EBIT is expected to increase to €1,020 to €1,070 million (thereof Quirónsalud €300 to 320 million<sup>2</sup>).

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<sup>1</sup> Helios Kliniken Germany, excluding Quirónsalud

<sup>2</sup> Quirónsalud consolidated for 11 months

## Fresenius Vamed

Fresenius Vamed manages projects and provides services for hospitals and other health care facilities worldwide. The portfolio ranges along the entire value chain: from project development, planning, and turnkey construction, via maintenance and technical management, to total operational management.

€ in millions	Q3/2017	Q3/2016	Change	Q1-3/2017	Q1-3/2016	Change
Sales	267	268	0%	748	740	1%
EBITDA	18	18	0%	40	39	3%
EBIT	15	15	0%	32	31	3%
Net income <sup>1</sup>	10	10	0%	21	21	0%
Employees (Sep 30/Dec 31)				8,252	8,198	1%

- **9% sales growth in service business in Q3**
- **Project business with strong order intake of €285 million in Q3**
- **2017 outlook confirmed**

Sales increased by 1% (1% organic) to €748 million (Q1-3/2016: €740 million). Sales in the project business decreased by 7% to €301 million (Q1-3/2016: €325 million). Sales in the service business grew by 8% to €447 million (Q1-3/2016: €415 million). In Q3/2017, sales remained stable at €267 million (Q3/2016: €268 million).

EBIT increased by 3% to €32 million (Q1-3/2016: €31 million). The EBIT margin increased to 4.3% (Q1-3/2016: 4.2%). In Q3/2017, EBIT of €15 million (margin 5.6%) remained unchanged from previous year's quarter.

Net income<sup>1</sup> remained stable at €21 million (Q1-3/2016: €21 million). In Q3/2017, net income<sup>1</sup> remained unchanged at €10 million (Q3/2016: €10 million).

Order intake reached a strong €697 million (Q1-3/2016: €674 million). In Q3/2017 order intake increased by 36% to €285 million. As of September 30, 2017, order backlog grew to an all-time high of €2,345 million (December 31, 2016: €1,961 million).

Fresenius Vamed confirms its outlook for 2017 and expects both organic sales growth and EBIT growth in the range of 5% to 10%.

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<sup>1</sup> Net income attributable to shareholders of VAMED AG

## Conference Call

As part of the publication of the results for the first nine months of 2017, a conference call for analysts and investors will be held on November 2, 2017 at 2 p.m. CET (9 a.m. EDT). You are cordially invited to follow the conference call in a live broadcast over the Internet at [www.fresenius.com/media-calendar](http://www.fresenius.com/media-calendar). Following the call, a replay will be available on our website.

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For additional information on the performance indicators, please refer to our website <https://www.fresenius.com/alternative-performance-measures>.

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Fresenius is a global health care group, providing products and services for dialysis, hospital and outpatient medical care. In 2016, Group sales were €29.5 billion. On September 30, 2017, the Fresenius Group had 271,676 employees worldwide.

For more information visit the Company's website at [www.fresenius.com](http://www.fresenius.com). Follow us on Facebook and Twitter: [www.facebook.com/fresenius.group](https://www.facebook.com/fresenius.group) and <http://www.twitter.com/fresenius>.

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

## Fresenius Group Figures

### Statement of Comprehensive Income (IFRS, unaudited)

€ in millions	Q3/2017	Q3/2016	Change	Q1-3/2017	Q1-3/2016	Change
Sales	8,297	7,433	12%	25,191	21,651	16%
Costs of sales	-5,806	-5,038	-15%	-17,366	-14,700	-18%
<b>Gross profit</b>	<b>2,491</b>	<b>2,395</b>	<b>4%</b>	<b>7,825</b>	<b>6,951</b>	<b>13%</b>
Selling, general and administrative expenses	-1,245	-1,196	-4%	-3,953	-3,508	-13%
Research and development expenses	-132	-128	-3%	-375	-385	3%
<b>Operating income (EBIT)</b>	<b>1,114</b>	<b>1,071</b>	<b>4%</b>	<b>3,497</b>	<b>3,058</b>	<b>14%</b>
Net interest	-163	-142	-15%	-492	-433	-14%
<b>Financial result</b>	<b>-163</b>	<b>-142</b>	<b>-15%</b>	<b>-492</b>	<b>-433</b>	<b>-14%</b>
<b>Income before income taxes</b>	<b>951</b>	<b>929</b>	<b>2%</b>	<b>3,005</b>	<b>2,625</b>	<b>14%</b>
Income taxes	-263	-259	-2%	-848	-739	-15%
<b>Net income</b>	<b>688</b>	<b>670</b>	<b>3%</b>	<b>2,157</b>	<b>1,886</b>	<b>14%</b>
Less noncontrolling interest	-292	-288	-1%	-854	-768	-11%
<b>Net income</b>	<b>413</b>	<b>382</b>	<b>8%</b>	<b>1,329</b>	<b>1,118</b>	<b>19%</b>
Net income	396	382	4%	1,303	1,118	17%
<b>Earnings per ordinary share (€)</b>	<b>0.75</b>	<b>0.69</b>	<b>8%</b>	<b>2.40</b>	<b>2.04</b>	<b>18%</b>
Fully diluted earnings per ordinary share (€)	0.75	0.69	8%	2.39	2.03	18%
<b>Earnings per ordinary share (€)</b>	<b>0.71</b>	<b>0.69</b>	<b>3%</b>	<b>2.35</b>	<b>2.04</b>	<b>15%</b>
Fully diluted earnings per ordinary share (€)	0.71	0.69	3%	2.34	2.03	15%
Average number of shares	554,426,296	546,646,724		553,946,023	546,179,291	
<b>EBITDA</b>	<b>1,481</b>	<b>1,373</b>	<b>8%</b>	<b>4,579</b>	<b>3,959</b>	<b>16%</b>
Depreciation and amortization	-352	-302	-17%	-1,057	-901	-17%
<b>EBIT</b>	<b>1,129</b>	<b>1,071</b>	<b>5%</b>	<b>3,522</b>	<b>3,058</b>	<b>15%</b>
<b>EBITDA margin</b>	<b>17.8%</b>	<b>18.5%</b>		<b>18.2%</b>	<b>18.3%</b>	
<b>EBIT margin</b>	<b>13.6%</b>	<b>14.4%</b>		<b>14.0%</b>	<b>14.1%</b>	

1) Net income attributable to Fresenius SE & Co. KGaA

2) Before acquisition-related expenses

## Reconciliation according to IFRS (unaudited)

The tables below show the adjustments and the reconciliation from net income according to guidance, i.e. before acquisition-related expenses and before expenditures for further development of biosimilars business to net income according to IFRS.

### Q1-3 2017

€ in millions	Q1-3/2017 before acquisition- related expenses and before expenditures for further development of biosimilars business	Expenditures for further development of biosimilars business	Q1-3/2017 before acquisition- related expenses	Acquisition- related expenses	Q1-3/2017 according to IFRS
<b>Sales</b>	<b>25,191</b>		25,191	0	25,191
<b>EBIT</b>	<b>3,536</b>	<b>-14</b>	<b>3,522</b>	<b>-25</b>	<b>3,497</b>
Net interest	-484	0	-484	-8	-492
<b>Net income before taxes</b>	<b>3,052</b>	<b>-14</b>	<b>3,038</b>	<b>-33</b>	<b>3,005</b>
Income taxes	-859	4	-855	7	-848
<b>Net income</b>	<b>2,193</b>	<b>-10</b>	<b>2,183</b>	<b>-26</b>	<b>2,157</b>
Less noncontrolling interest	-854		-854	0	-854
<b>Net income attributable to shareholders of Fresenius SE &amp; Co. KGaA</b>	<b>1,339</b>	<b>-10</b>	<b>1,329</b>	<b>-26</b>	<b>1,303</b>

The acquisition-related expenses are reported in the Group Corporate/Other segment.

€ in millions	Q1-3/2017 before acquisition- related expenses and before expenditures for further development of biosimilars business	Expenditures for further development of biosimilars business	Q1-3/2017 before acquisition- related expenses	Acquisition- related expenses	Q1-3/2017 IFRS reported
<b>Sales Fresenius Kabi</b>	<b>4,764</b>		<b>4,764</b>		<b>4,764</b>
<b>EBIT Fresenius Kabi</b>	<b>919</b>	<b>-14</b>	<b>905</b>	<b>-25</b>	<b>880</b>

## Q3 2017

€ in millions	Q3/2017 before acquisition-related expenses and before expenditures for further development of biosimilars business	Expenditures for further development of biosimilars business	Q3/2017 Before acquisition- related expenses	Acquisition- related expenses	Q3/2017 IFRS reported
<b>Sales</b>	<b>8,297</b>		<b>8,297</b>	0	<b>8,297</b>
<b>EBIT</b>	<b>1,143</b>	<b>-14</b>	<b>1,129</b>	<b>-15</b>	<b>1,114</b>
Net interest	-158	0	-158	-5	-163
<b>Net income before taxes</b>	<b>985</b>	<b>-14</b>	<b>971</b>	<b>-20</b>	<b>951</b>
Income taxes	-270	4	-266	3	-263
<b>Net income</b>	<b>715</b>	<b>-10</b>	<b>705</b>	<b>-17</b>	<b>688</b>
Less noncontrolling interest	-292		-292	0	-292
<b>Net income attributable to shareholders of Fresenius SE &amp; Co. KGaA</b>	<b>423</b>	<b>-10</b>	<b>413</b>	<b>-17</b>	<b>396</b>

The acquisition-related expenses are reported in the Group Corporate/Other segment.

€ in millions	Q3/2017 before acquisition-related expenses and before expenditures for further development of biosimilars business	Expenditures for further development of biosimilars business	Q3/2017 Before acquisition- related expenses	Acquisition- related expenses	Q3/2017 IFRS reported
<b>Sales Fresenius Kabi</b>	<b>1,562</b>		<b>1,562</b>		<b>1,562</b>
<b>EBIT Fresenius Kabi</b>	<b>297</b>	<b>-14</b>	<b>283</b>	<b>-15</b>	<b>268</b>



## Statement of Financial Position (IFRS, unaudited)

€ in millions	September 30, 2017	December 31, 2016	Change
<b>Assets</b>			
<b>Current assets</b>	<b>12,870</b>	<b>11,744</b>	<b>10%</b>
thereof trade accounts receivable	6,090	5,052	21%
thereof inventories	3,164	3,189	-1%
thereof cash and cash equivalents	1,472	1,579	-7%
<b>Non-current assets</b>	<b>40,227</b>	<b>34,953</b>	<b>15%</b>
thereof property, plant and equipment	9,230	8,139	13%
thereof goodwill and other intangible assets	28,444	24,664	15%
<b>Total assets</b>	<b>53,097</b>	<b>46,697</b>	<b>14%</b>
<b>Liabilities and shareholders' equity</b>			
<b>Liabilities</b>	<b>31,930</b>	<b>25,848</b>	<b>24%</b>
thereof trade accounts payable	1,400	1,315	6%
thereof accruals and other short-term liabilities	8,740	7,637	14%
thereof debt	19,496	14,780	32%
<b>Noncontrolling interest</b>	<b>7,946</b>	<b>8,185</b>	<b>-3%</b>
<b>Total Fresenius SE &amp; Co. KGaA shareholders' equity</b>	<b>13,221</b>	<b>12,664</b>	<b>4%</b>
<b>Total shareholders' equity</b>	<b>21,167</b>	<b>20,849</b>	<b>2%</b>
<b>Total liabilities and shareholders' equity</b>	<b>53,097</b>	<b>46,697</b>	<b>14%</b>

## Statement of Cash Flows (IFRS, unaudited)

€ in millions	Q3/2017	Q3/2016	Change	Q1-3/2017	Q1-3/2016	Change
Net income	688	670	3%	2,157	1,886	14%
Depreciation and amortization	352	302	17%	1,057	901	17%
Change in accruals for pensions	19	-67	128%	53	-22	--
<b>Cash flow</b>	<b>1,059</b>	<b>905</b>	<b>17%</b>	<b>3,267</b>	<b>2,765</b>	<b>18%</b>
Change in working capital	79	35	126%	-446	-492	9%
<b>Operating cash flow</b>	<b>1,138</b>	<b>940</b>	<b>21%</b>	<b>2,821</b>	<b>2,273</b>	<b>24%</b>
Capital expenditure, net	-431	-383	-13%	-1,116	-1,067	-5%
<b>Cash flow before acquisitions and dividends</b>	<b>707</b>	<b>557</b>	<b>27%</b>	<b>1,705</b>	<b>1,206</b>	<b>41%</b>
Cash used for acquisitions, net	-227	-40	--	-6,075	-304	--
Dividends paid	-68	-58	-17%	-863	-650	-33%
<b>Free cash flow after acquisitions and dividends</b>	<b>412</b>	<b>459</b>	<b>-10%</b>	<b>-5,233</b>	<b>252</b>	<b>--</b>
Cash provided by/used for financing activities	-294	-380	23%	5,230	-117	--
Effect of exchange rates on change in cash and cash equivalents	-17	8	--	-104	6	--
<b>Net change in cash and cash equivalents</b>	<b>101</b>	<b>87</b>	<b>16%</b>	<b>-107</b>	<b>141</b>	<b>-176%</b>

## Segment reporting by business segment Q1-3 2017 (IFRS, unaudited)

€ in millions	Fresenius Medical Care			Fresenius Kabi <sup>2)</sup>			Fresenius Helios			Fresenius Vamed			Corporate/Other <sup>3)</sup>			Fresenius Group		
	Q1-3/2017	Q1-3/2016	Change	Q1-3/2017	Q1-3/2016	Change	Q1-3/2017	Q1-3/2016	Change	Q1-3/2017	Q1-3/2016	Change	Q1-3/2017	Q1-3/2016	Change	Q1-3/2017	Q1-3/2016	Change
<b>Sales</b>	13,355	12,153	10%	4,764	4,457	7%	6,422	4,382	47%	748	740	1%	-98	-81	-21%	25,191	21,651	16%
thereof contribution to consolidated sales	13,332	12,136	10%	4,722	4,419	7%	6,422	4,382	47%	712	711	0%	3	3	0%	25,191	21,651	16%
thereof intercompany sales	23	17	35%	42	38	11%	0	0		36	29	24%	-101	-84	-20%	0	0	
contribution to consolidated sales	53%	56%		19%	21%		25%	20%		3%	3%		0%	0%		100%	100%	
<b>EBITDA</b>	2,397	2,192	9%	1,119	1,092	2%	1,042	650	60%	40	39	3%	-44	-14	--	4,554	3,959	15%
<b>Depreciation and amortization</b>	554	513	8%	214	229	-7%	273	143	91%	8	8	0%	8	8	0%	1,057	901	17%
<b>EBIT</b>	1,843	1,679	10%	905	863	5%	769	507	52%	32	31	3%	-52	-22	-136%	3,497	3,058	14%
<b>Net interest</b>	-274	-276	1%	-88	-114	23%	-111	-28	--	-1	-1	0%	-18	-14	-29%	-492	-433	-14%
<b>Income taxes</b>	-484	-427	-13%	-244	-231	-6%	-124	-76	-63%	-9	-8	-13%	13	3	--	-848	-739	-15%
<b>Net income attributable to shareholders of Fresenius SE &amp; Co. KGaA</b>	886	781	13%	544	491	11%	526	402	31%	21	21	0%	-674	-577	-17%	1,303	1,118	17%
<b>Operating cash flow</b>	1,664	1,160	43%	640	661	-3%	560	437	28%	7	22	-68%	-50	-7	--	2,821	2,273	24%
<b>Cash flow before acquisitions and dividends</b>	1,050	502	109%	378	438	-14%	334	261	28%	5	16	-69%	-62	-11	--	1,705	1,206	41%
<b>Total assets <sup>1)</sup></b>	24,250	25,504	-5%	11,871	11,430	4%	16,302	8,696	87%	1,141	1,108	3%	-467	-41	--	53,097	46,697	14%
<b>Debt <sup>1)</sup></b>	7,662	8,132	-6%	5,149	5,155	0%	6,599	1,406	--	234	176	33%	-148	-89	-66%	19,496	14,780	32%
<b>Other operating liabilities <sup>1)</sup></b>	5,296	5,658	-6%	2,843	2,153	32%	2,120	1,387	53%	533	574	-7%	419	361	16%	11,211	10,133	11%
<b>Capital expenditure</b>	632	670	-6%	253	200	27%	229	179	28%	10	6	67%	13	4	--	1,137	1,059	7%
<b>Acquisitions / Financial Investments</b>	548	445	23%	157	114	38%	5,957	33	--	-	-	--	0	0	--	6,662	592	--
<b>Research and development expenses</b>	95	108	-12%	280	277	1%	-	-	--	0	0		0	0		375	385	-3%
<b>Employees (per capita on balance sheet date) <sup>1)</sup></b>	120,987	116,120	4%	35,699	34,917	2%	105,717	72,687	45%	8,252	8,198	1%	1,021	951	7%	271,676	232,873	17%
<b>Key figures</b>																		
EBITDA margin	17.9%	18.0%		23.5%	24.5%		16.2%	14.8%		5.3%	5.3%					18.2% <sup>2)</sup>	18.3%	
EBIT margin	13.8%	13.8%		19.0%	19.4%		12.0%	11.6%		4.3%	4.2%					14.0% <sup>2)</sup>	14.1%	
Depreciation and amortization in % of sales	4.1%	4.2%		4.5%	5.1%		4.3%	3.3%		1.1%	1.1%					4.2%	4.2%	
Operating cash flow in % of sales	12.5%	9.5%		13.4%	14.8%		8.7%	10.0%		0.9%	3.0%					11.2%	10.5%	
ROOA <sup>1)</sup>	11.1%	10.6%		10.8%	11.7%		6.9%	8.5%		9.3%	10.5%					9.6% <sup>4)</sup>	10.0%	

1) 2016: as of December 31

2) Before acquisition-related expenses

3) After acquisition-related expenses

4) The underlying pro forma EBIT does not include acquisition-related expenses.

## Segment reporting by business segment Q3 2017 (IFRS, unaudited)

€ in millions	Fresenius Medical Care			Fresenius Kabi			Fresenius Helios			Fresenius Vamed			Corporate/Other			Fresenius Group		
	Q3/2017	Q3/2016	Change	Q3/2017 <sup>1)</sup>	Q3/2016	Change	Q3/2017	Q3/2016	Change	Q3/2017	Q3/2016	Change	Q3/2017 <sup>2)</sup>	Q3/2016	Change	Q3/2017	Q3/2016	Change
<b>Sales</b>	4,336	4,211	3%	1,562	1,511	3%	2,166	1,470	47%	267	268	0%	-34	-27	-26%	8,297	7,433	12%
thereof contribution to consolidated sales	4,328	4,206	3%	1,547	1,498	3%	2,166	1,470	47%	255	258	-1%	1	1	0%	8,297	7,433	12%
thereof intercompany sales	8	5	60%	15	13	15%	0	0		12	10	20%	-35	-28	-25%	0	0	
contribution to consolidated sales	52%	57%		19%	20%		26%	20%		3%	3%	0%	0%	0%		100%	100%	
<b>EBITDA</b>	786	786	0%	352	353	0%	331	223	48%	18	18	0%	-21	-7	-200%	1,466	1,373	7%
<b>Depreciation and amortization</b>	178	175	2%	69	72	-4%	99	48	106%	3	3	0%	3	4	-25%	352	302	17%
<b>EBIT</b>	608	611	0%	283	281	1%	232	175	33%	15	15	0%	-24	-11	-118%	1,114	1,071	4%
<b>Net interest</b>	-86	-90	4%	-31	-37	16%	-40	-8	--	0	-1	100%	-6	-6	0%	-163	-142	-15%
<b>Income taxes</b>	-152	-152	0%	-75	-79	5%	-35	-27	-30%	-4	-4	0%	3	3	0%	-263	-259	-2%
<b>Net income attributable to shareholders of Fresenius SE &amp; Co. KGaA</b>	309	304	2%	165	155	6%	153	140	9%	10	10	0%	-241	-227	-6%	396	382	4%
<b>Operating cash flow</b>	612	393	56%	245	322	-24%	256	207	24%	35	21	67%	-10	-3	--	1,138	940	21%
<b>Cash flow before acquisitions and dividends</b>	386	181	113%	149	228	-35%	154	133	16%	32	19	68%	-14	-4	--	707	557	27%
<b>Capital expenditure</b>	228	216	6%	102	90	13%	91	74	23%	3	2	50%	4	3	33%	428	385	11%
<b>Acquisitions / Financial Investments</b>	80	80	0%	156	3	--	5	5	0%	-	0		0	-1	100%	241	87	177%
<b>Research and development expenses</b>	28	40	-30%	104	88	18%	--	--	--	0	0		0	0		132	128	3%
<b>Key figures</b>																		
EBITDA margin	18.1%	18.7%		22.5%	23.4%		15.3%	15.2%		6.7%	6.7%					17.8% <sup>1)</sup>	18.5%	
EBIT margin	14.0%	14.5%		18.1%	18.6%		10.7%	11.9%		5.6%	5.6%					13.6% <sup>1)</sup>	14.4%	
Depreciation and amortization in % of sales	4.1%	4.2%		4.4%	4.8%		4.6%	3.3%		1.1%	1.1%					4.2%	4.1%	
Operating cash flow in % of sales	14.1%	9.3%		15.7%	21.3%		11.8%	14.1%		13.1%	7.8%					13.7%	12.6%	

1) Before acquisition-related expenses

2) After acquisition-related expenses

## Sales by business segment

€ in millions	Q3/ 2017	Q3/ 2016	Change at actual rates	Currency translation effects	Change at constant rates	Organic growth	Acquisitions/ divestitures	% of total sales <sup>1)</sup>
Fresenius Medical Care	<b>4,336</b>	4,211	3%	-5%	8%	6%	2%	52%
Fresenius Kabi	<b>1,562</b>	1,511	3%	-4%	7%	7%	0%	19%
Fresenius Helios	<b>2,166</b>	1,470	47%	0%	47%	4%	43%	26%
Fresenius Vamed	<b>267</b>	268	0%	0%	0%	0%	0%	3%
<b>Total</b>	<b>8,297</b>	7,433	12%	-3%	15%	6%	9%	100%

€ in millions	Q1-3/ 2017	Q1-3/ 2016	Change at actual rates	Currency translation effects	Change at constant rates	Organic growth	Acquisitions/ divestitures	% of total sales <sup>1)</sup>
Fresenius Medical Care	<b>13,355</b>	12,153	10% <sup>2)</sup>	0% <sup>2)</sup>	10% <sup>2)</sup>	7%	3% <sup>2)</sup>	53%
Fresenius Kabi	<b>4,764</b>	4,457	7%	0%	7%	7%	0%	19%
Fresenius Helios	<b>6,422</b>	4,382	47%	0%	47%	4%	43%	25%
Fresenius Vamed	<b>748</b>	740	1%	0%	1%	1%	0%	3%
<b>Total</b>	<b>25,191</b>	21,651	16%	0%	16%	6%	10%	100%

1) Calculated on the basis of contribution to consolidated sales

2) Including effects of VA agreement