

# **Press Release**

Joachim Weith Senior Vice President Corporate Communications and Public Affairs

Fresenius SE Else-Kröner-Straße 1 61352 Bad Homburg Germany T +49 6172 608-2101 F +49 6172 608-2294 joachim.weith@fresenius.com www.fresenius.com

April 30, 2009

## Q1 2009: Successful start into 2009

• Sales € 3.4 billion,

+21 % at actual rates, +15 % in constant currency

• EBIT € 477 million,

+27 % at actual rates, +20 % in constant currency

Adjusted net income<sup>1</sup> € 110 million,

+10 % at actual rates, +6 % in constant currency

- Strong sales and earnings growth
- Positive impact of currency translation
- All business segments fully on track guidance for 2009 confirmed

## Group outlook for 2009 confirmed

Based on the Group's strong first quarter financial results Fresenius fully confirms its positive outlook for 2009. Group sales are expected to grow by more than 10 % in constant currency. Organic growth is projected to be in a 6 to 8 % range. Adjusted net income<sup>1</sup> is expected to increase by approximately 10 % in constant currency.

Fresenius plans to invest € 700 to 750 million in property, plant and equipment (2008: € 764 million).

<sup>&</sup>lt;sup>1</sup> Net income attributable to Fresenius SE; adjusted for the effects of mark-to-market accounting of the Mandatory Exchangeable Bonds (MEB) and the Contingent Value Rights (CVR) relating to the acquisition of APP Pharmaceuticals.

#### Strong sales growth across all business segments

Group sales increased by 15 % in constant currency and by 21 % at actual rates to € 3,373 million (Q1 2008: € 2,798 million). Organic sales growth was 8 %. Acquisitions contributed a further 7 %. Currency translation had a positive impact of 6 %. This is mainly attributable to the average US dollar rate improving 13 % against the euro.

in million €	Q1/2009	Q1/2008	Change at actual rates	Currency translation effects	Change at constant rates	Organic growth	Acquisitions/ Divestitures	% of total sales
Fresenius Medical Care	1,965	1,676	17 %	9 %	8 %	8 %	0 %	59 %
Fresenius Kabi	722	545	32 %	-3 %	35 %	7 %	28 %	21 %
Fresenius Helios	577	509	13 %	0 %	13 %	5 %	8 %	17 %
Fresenius Vamed	116	74	57 %	0 %	57 %	49 %	8 %	3 %

Sales growth in the business segments was as follows:

In Europe sales grew by 12 % in constant currency with organic sales growth contributing 8 %. In North America sales grew by 18 % in constant currency. Organic growth was 7 %. The strong increase in constant currency sales is mainly due to the consolidation of APP Pharmaceuticals from September 2008. Acquisitions contributed 11 %. Strong organic growth rates were achieved in the emerging markets, reaching 16 % in Asia-Pacific and 14 % in Latin America.

in million €	Q1/2009	Q1/2008	Change at actual rates	Currency translation effects	Change at constant rates	Organic growth	Acquisitions/ Divestitures	% of total sales
Europe	1,410	1,292	9 %	-3 %	12 %	8 %	4 %	42 %
North America	1,513	1,127	34 %	16 %	18 %	7 %	11 %	45 %
Asia-Pacific	255	200	28 %	6 %	22 %	16 %	6 %	8 %
Latin America	143	129	11 %	-6 %	17 %	14 %	3 %	4 %
Africa	52	50	4 %	-7 %	11 %	9 %	2 %	1 %
Total	3,373	2,798	21 %	6 %	15 %	8 %	7 %	100 %

#### Strong earnings growth

Group EBITDA increased by 21 % in constant currency and by 27 % at actual rates to  $\in$  613 million (Q1 2008:  $\in$  483 million). Group operating income (EBIT) grew by 20 % in constant currency and by 27 % at actual rates to  $\in$  477 million (Q1 2008:  $\in$  377 million). The Group's EBIT margin was 14.1 % (Q1 2008: 13.5 %).

Group net interest was  $\in$  -145 million (Q1 2008:  $\in$  -84 million). Lower average interest rates on liabilities of Fresenius Medical Care were more than offset by incremental debt relating to the acquisitions of APP Pharmaceuticals and Dabur Pharma and currency translation effects.

The other financial result was  $\in$  77 million and includes valuation changes of the fair redemption value of both the Mandatory Exchangeable Bonds (MEB) and the Contingent Value Rights (CVR).

The Group tax rate was 33.4 % (Q1 2008: 35.2 %).

Noncontrolling interest increased to  $\in$  111 million (Q1 2008:  $\in$  90 million), of which 93 % was attributable to the noncontrolling interest in Fresenius Medical Care.

Adjusted net income<sup>1</sup> grew by 6 % in constant currency and by 10 % at actual rates to  $\in$  110 million (Q1 2008:  $\in$  100 million). Both adjusted earnings per ordinary share and adjusted earnings per preference share increased to  $\in$  0.68 (Q1 2008: ordinary share  $\in$  0.64, preference share  $\in$  0.64). This represents an increase of 3 % for both share classes in constant currency.

### Reconciliation to net income according to US GAAP

The Group's US GAAP quarterly financial results as of March 31, 2009 include the effects of mark-to-market accounting of the Mandatory Exchangeable Bonds (MEB) and the Contingent Value Rights (CVR) relating to the acquisition of APP Pharmaceuticals. Those special items are recognized in the financial result of the "Corporate/Other" segment. Adjusted earnings represent the Group's business operations in the reporting period.

The table reconciles adjusted net income to net income according to US GAAP in the first quarter of 2009:

in million €	Net income Q1/2009	Cash relevant
Net income, adjusted <sup>1</sup>	110	
Other financial result: - Mandatory Exchangeable Bonds (mark-to-market) - Contingent Value Rights (mark-to-market)	57 -3	-
Net income according to US GAAP <sup>2</sup>	164	

<sup>&</sup>lt;sup>1</sup> Net income attributable to Fresenius SE; adjusted for the effects of mark-to-market accounting of the Mandatory Exchangeable Bonds (MEB) and the Contingent Value Rights (CVR) relating to the acquisition of APP Pharmaceuticals.

<sup>&</sup>lt;sup>2</sup> Net income attributable to Fresenius SE.

Both the Mandatory Exchangeable Bonds and the Contingent Value Rights are viewed as liabilities and therefore recognized with their fair redemption value. Valuation changes will lead to gains or expenses on a quarterly basis until maturity of the instruments.

Net income<sup>2</sup> (including special items) was  $\in$  164 million or  $\in$  1.02 both per ordinary share and per preference share.

## Continued investments in growth

Fresenius Group spent € 128 million for property, plant and equipment (Q1 2008: € 154 million). Acquisition spending was € 112 million (Q1 2008: € 216 million).

## Cash flow development

Operating cash flow of  $\in$  182 million was below previous year's  $\in$  278 million mainly due to an increase of inventories. Net capital expenditure was  $\in$  147 million (Q1 2008:  $\in$  161 million). Cash flow before acquisitions and dividends was  $\in$  35 million (Q1 2008:  $\in$  117 million).

## **Balance sheet**

Fresenius Group's total assets increased by 2 % in constant currency and by 5 % at actual rates to  $\in$  21,537 million (December 31, 2008:  $\in$  20,544 million). Current assets increased by 5 % in constant currency and by 7 % at actual rates to  $\in$  5,436 million (December 31, 2008:  $\in$  5,078 million). Non-current assets grew by 1 % in constant currency and by 4 % at actual rates to  $\in$  16,101 million (December 31, 2008:  $\in$  15,466 million).

Total shareholders' equity increased by 3 % in constant currency and by 6 % at actual rates to  $\in$  7,372 million (December 31, 2008:  $\in$  6,943 million). The equity ratio (including noncontrolling interest) improved to 34.2 % (December 31, 2008: 33.8 %).

Group debt increased by 2 % in constant currency and by 5 % at actual rates to  $\in$  9,199 million (December 31, 2008:  $\in$  8,787 million). The acquisition financing of APP Pharmaceuticals was successfully completed in January 2009. As of March 31, 2009, the net debt/EBITDA ratio (pro forma the acquisition of APP Pharmaceuticals and excluding special items) was 3.6 (December 31, 2008: 3.6).

## Number of employees increased

As of March 31, 2009, Fresenius increased the number of its employees by 4 % to 126,849 (December 31, 2008: 122,217).

<sup>&</sup>lt;sup>2</sup> Net income attributable to Fresenius SE.

#### **Fresenius Biotech**

Fresenius Biotech develops innovative therapies with trifunctional antibodies for the treatment of cancer. In the field of polyclonal antibodies, Fresenius Biotech has successfully marketed ATG-Fresenius S for many years. ATG-Fresenius S is an immunosuppressive agent used to prevent and treat graft rejection following organ transplantation.

On April 22, 2009, the European Commission granted Fresenius Biotech the approval for Removab (catumaxomab) for the treatment of malignant ascites with immediate effect. It is the first drug worldwide with a regulatory label for the treatment of malignant ascites and provides an important new therapy approach. The European Commission's decision will apply to all EU member states. Removab will initially be launched in Germany within the next few weeks and will subsequently be introduced in other European countries.

Fresenius Biotech's EBIT was € -10 million in the first quarter of 2009 (Q1 2008: € -9 million). For 2009, Fresenius Biotech confirms its guidance of an EBIT of € -40 million to € -50 million.

## **The Business Segments**

#### **Fresenius Medical Care**

Fresenius Medical Care is the world's leading provider of services and products for patients with chronic kidney failure. As of March 31, 2009, Fresenius Medical Care was treating 187,476 patients in 2,448 dialysis clinics.

in million US\$	Q1/2009	Q1/2008	Change
Sales	2,560	2,512	2 %
EBITDA	501	485	3 %
EBIT	396	389	2 %
Net income*	198	186	7 %
Employees	69,190	68,050 (31.12.2008)	2 %

• Strong organic sales growth of 8 % achieved

#### Outlook 2009 fully confirmed

Fresenius Medical Care achieved sales growth of 2 % to US\$ 2,560 million (Q1 2008: US\$ 2,512 million). Organic growth was 8 %. Currency translation effects had a negative impact of 6 %. Sales in dialysis services revenue increased by 4 % to US\$ 1,923 million (Q1 2008: US\$ 1,844 million). In dialysis products sales were US\$ 637 million (Q1 2008: US\$ 667 million). In constant currency, dialysis products sales increased by 8 %.

In North America sales increased by 6 % to US\$ 1,774 million (Q1 2008: US\$ 1,668 million). Dialysis services revenue grew by 5 % to US\$ 1,577 million. Average revenue per treatment for the U.S. clinics was at US\$ 338 in the first quarter of 2009 compared to US\$ 326 for the first quarter of 2008 and 335 US\$ for the fourth quarter of 2008. This development was based on an increase in underlying reimbursement rates and stable EPO utilization. Sales outside North America ("International" segment) were US\$ 786 million (Q1 2008: US\$ 844 million). In constant currency, sales growth was 11 %.

EBIT increased by 2 % to US\$ 396 million (Q1 2008: US\$ 389 million) resulting in an EBIT margin of 15.5 % (Q1 2008: 15.5 %). The margin development mainly reflects higher personnel expenses, increased pharmaceutical costs and the impact of one less dialysis day in the first quarter of 2009 compared to the first quarter of 2008. These effects were partially offset by increased dialysis treatment rates and sales of the newly licensed iron products. Net income\* increased by 7 % to US\$ 198 million (Q1 2008: US\$ 186 million).

Fresenius Medical Care fully confirms its outlook for 2009: the company expects to achieve revenue of more than US\$ 11.1 billion, which is more than 8 % growth in constant currency. Net income\* is expected to be between US\$ 850 million and US\$ 890 million in 2009.

\* Net income attributable to Fresenius Medical Care AG & Co. KGaA

For further information, please see Fresenius Medical Care's press release at www.fmc-ag.com.

#### Fresenius Kabi

Fresenius Kabi offers infusion therapies, intravenously administered generic drugs and clinical nutrition for seriously and chronically ill patients in the hospital and out-patient environments. The company is also a leading provider of medical devices and transfusion technology products.

in million €	Q1/2009	Q1/2008	Change
Sales	722	545	32 %
EBITDA	171	108	58 %
EBIT	138	87	59 %
Net income*	38	46	-17 %
Employees	21,371	20,457 (31.12.2008)	4 %

#### • Strong sales and EBIT growth

#### • Outlook 2009 fully confirmed

Fresenius Kabi increased sales by 32 % to € 722 million (Q1 2008: € 545 million). Organic sales growth was 7 %. Net acquisitions contributed 28 % to sales. Currency translation had a net negative impact of 3 %. This was mainly due to the depreciation of currencies in Great Britain, Brazil and South Africa against the euro, whereas positive translation effects resulted from the strengthening of the Chinese yuan.

In Europe, sales reached  $\in$  376 million, driven by 5 % organic growth. In North America, sales increased from  $\in$  30 million in the first quarter of 2008 to  $\in$  168 million in the first quarter of 2009 due to the acquisition of APP Pharmaceuticals. Organic sales growth was 3 %. In the Asia-Pacific region Fresenius Kabi achieved organic sales growth of 10 % to  $\in$  111 million. Sales in Latin America and Africa increased to  $\in$  67 million, driven by 20 % organic growth.

EBIT grew by 59 % to € 138 million (Q1 2008: € 87 million). EBIT includes a € 7 million non-cash charge related to the amortization of APP intangible assets. The EBIT margin increased to 19.1 % (Q1 2008: 16.0 %). Net interest increased to € 79 million (Q1 2008: € 17 million) due to the acquisition financing. Net income\* was € 38 million (Q1 2008: € 46 million).

Sales at APP Pharmaceuticals were US\$ 192 million in the first quarter of 2009. Adjusted EBITDA\*\* was US\$ 81 million and EBIT was US\$ 61 million.

Fresenius Kabi fully confirms its outlook for 2009: the company targets sales growth in constant currency of 25 to 30 %. Further, Fresenius Kabi forecasts an EBIT margin in the range of 19.5 to 20.5 %. Currency translation effects may impact Fresenius Kabi's margin as APP provides a significant earnings contribution from the US\$ area. This guidance is based on the US\$/€ exchange rate from the beginning of 2009.

Special items relating to the acquisition of APP Pharmaceuticals are included in the segment "Corporate/Other".

- \* Net income attributable to Fresenius Kabi AG
- \*\* Non-GAAP financial measures Adjusted EBITDA is a defined term in the indenture governing the Contingent Value Rights (CVRs), however it is not a recognized term under GAAP.

#### **Fresenius Helios**

Fresenius Helios is one of the largest private hospital operators in Germany. The HELIOS Kliniken Group owns 62 hospitals, including five maximum care hospitals in Berlin-Buch, Erfurt, Krefeld, Schwerin and Wuppertal. HELIOS treats about 600,000 in-patients per year at its clinics and operates a total of more than 18,000 beds.

in million €	Q1/2009	Q1/2008	Change
Sales	577	509	13 %
EBITDA	62	55	13 %
EBIT	44	38	16 %
Net income*	20	15	33 %
Employees	32,639	30,088 (31.12.2008)	8 %

#### Excellent sales and earnings growth

#### Outlook 2009 fully confirmed

Fresenius Helios increased sales by 13 % to  $\in$  577 million (Q1 2008:  $\in$  509 million). Net acquisitions contributed 8 % to overall sales growth. Strong organic growth of 5 % on a like-for-like basis was again driven by a significant increase in patient numbers.

EBIT grew by 16 % to  $\in$  44 million (Q1 2008:  $\in$  38 million) due to the excellent business operations of the established clinics. The EBIT margin was 7.6 % (Q1 2008: 7.5 %). Net income\* improved by 33 % to  $\in$  20 million (Q1 2008:  $\in$  15 million).

At HELIOS' established clinics, sales rose by 5 % on a like-for-like basis to  $\in$  536 million. EBIT improved by 16 % to  $\in$  44 million. The EBIT margin increased to 8.2 % (Q1 2008: 7.5 %). The acquired clinics (consolidation <1 year) achieved sales of  $\in$  41 million and a marginally negative EBIT.

Fresenius Helios fully confirms its outlook for 2009: the company expects to achieve sales of more than  $\in$  2.3 billion. EBIT is projected to increase to  $\in$  180 to 200 million.

<sup>\*</sup> Net income attributable to HELIOS Kliniken GmbH

## **Fresenius Vamed**

Fresenius Vamed offers engineering and services for hospitals and other health care facilities.

in million €	Q1/2009	Q1/2008	Change
Sales	116	74	57 %
EBITDA	5	5	0 %
EBIT	4	4	0 %
Net income*	4	4	0 %
Employees	2,835	2,802 (31.12.2008)	1 %

#### Strong order backlog ensures further growth

#### • Outlook 2009 fully confirmed

Fresenius Vamed achieved strong sales growth of 57 % to € 116 million (Q1 2008: € 74 million). The clinics in the Czech Republic acquired from Fresenius Helios contributed 8 %. Organic sales growth was 49 %. Sales in the project business rose by 94 % to € 68 million (Q1 2008: € 35 million). Sales in the service business increased by 23 % to € 48 million (Q1 2008: € 39 million).

EBIT was  $\in$  4 million, unchanged from previous year. Significant sales growth driven by a strong project business in the first quarter of 2009 diluted the EBIT margin to 3.4 % (Q1 2008: 5.4 %). Net income\* of  $\in$  4 million was also at previous year's level.

Fresenius Vamed reported an order intake of € 88 million (Q1 2008: € 125 million).

Order backlog increased by 4 % to  $\in$  592 million, close to its all-time high of  $\in$  595 million in the first quarter of 2008 (December 31, 2008:  $\in$  571 million).

Fresenius Vamed fully confirms the outlook for 2009 and expects to achieve both sales and EBIT growth of 5 to 10 %.

\* Net income attributable to VAMED AG

## Analyst Conference

As part of the publication of the results for first quarter of 2009 a conference call will be held on April 30, 2009 at 2.00 p.m. CEDT (8.00 a.m. EDT). All investors are cordially invited to follow the conference call in a live broadcast over the Internet at www.fresenius.com see Investor Relations / Presentations. Following the call, a recording will be available.

# # #

Fresenius is a health care group with international operations, providing products and services for dialysis, hospital and outpatient medical care. In 2008, group sales were approx.  $\in$  12.3 billion. On March 31, 2009 the Fresenius Group had 126,849 employees worldwide.

For more information visit the Company's website at www.fresenius.com.

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.

Board of Management: Dr. Ulf M. Schneider (President and CEO), Rainer Baule, Dr. Francesco De Meo, Dr. Jürgen Götz, Dr. Ben Lipps, Stephan Sturm, Dr. Ernst Wastler Supervisory Board: Dr. Gerd Krick (Chairman) Registered Office: Bad Homburg, Germany/Commercial Register No. HRB 10660

# Fresenius Group Figures

# Consolidated statement of income (US GAAP, unaudited)

in million €	Q1/2009	Q1/2008
Sales	3,373	2,798
Costs of sales	-2,281	-1,906
Gross profit	1,092	892
Selling, general and administrative expenses	-557	-469
Research and development expenses	-58	-46
Operating income (EBIT)	477	377
Net interest	-145	-84
Other financial result	77	0
Financial result	-68	-84
Income before income taxes	409	293
Income taxes	-134	-103
Net income	275	190
Less noncontrolling interest	-111	-90
Net income attributable to Fresenius SE, adjusted	110	100
Net income attributable to Fresenius SE	164	100
Earnings per ordinary share (€), adjusted Fully diluted earnings per ordinary share (€), adjusted	<b>0.68</b> 0.68	<b>0.64</b> 0.64
Earnings per preference share (€), adjusted	0.68	0.64
Fully diluted earnings per preference share $(\epsilon)$ , adjusted adjusted	0.68	0.64
Earnings per ordinary share (€)	1.02	0.64
Fully diluted earnings per ordinary share (€)	1.02	0.64
Earnings per preference share (€)	1.02	0.64
Fully diluted earnings per preference share (€)	1.01	0.64
Average number of shares		
Ordinary shares	80,571,867	77,598,599
Preference shares	80,571,867	77,598,599
EBITDA in million €	613	483
Depreciation and amortization in million €	136	106
EBIT in million €	477	377
EBITDA margin	18.2 %	17.3 %
EBIT margin	14.1 %	13.5 %

in million €	March 31, 2009	December 31, 2008	Change
Assets			
Current assets	5,436	5,078	7%
thereof trade accounts receivable	2,555	2,477	3%
thereof inventories	1,283	1,127	14%
thereof cash and cash equivalents	406	370	10%
Non-current assets	16,101	15,466	4%
thereof property, plant and equipment	3,507	3,420	3%
thereof goodwill and other intangible assets	11,930	11,457	4%
Total assets	21,537	20,544	5%
Liabilities and shareholders' equity			
Liabilities	14,165	13,601	4%
thereof trade accounts payable	541	598	-10%
thereof accruals and other short-term liabilities	2,957	2,811	5%
thereof debt	9,199	8,787	5%
Noncontrolling interest	3,234	3,033	7%
Total Fresenius SE shareholders' equity	4,138	3,910	6%
Total shareholders' equity	7,372	6,943	6%
Total liabilities and shareholders' equity	21,537	20,544	5%

# Consolidated statement of financial position (US GAAP, unaudited)

# Consolidated statement of cash flows (US GAAP, unaudited)

in million €	Q1/2009	Q1/2008	Change
Net income	275	190	45%
Depreciation and amortization	136	106	28%
Change in accruals for pensions	-2	4	-150%
Cash flow	409	300	36%
Change in working capital	-173	-22	
Changes in mark-to-market evaluation of the MEB and CVR	-54	0	
Operating cash flow	182	278	-35%
Capital expenditure, net	-147	-161	9%
Cash flow before acquisitions and dividends	35	117	-70%
Cash used for acquisitions, net	-86	-159	-46%
Dividends paid	-11	-5	-120%
Free cash flow after acquisitions and dividends	-62	-47	-32%
Cash provided by/used for financing activities	92	78	18%
Effect of exchange rates on change in cash and cash equivalents	6	-10	160%
Net change in cash and cash equivalents	36	21	71%

## Segment reporting by business segment Q1 (US GAAP, unaudited)

	Fresenius Medical Care		Fresenius Kabi			Fresenius Helios			Fresenius Vamed			Corpo	orate/Ot	her	Fresenius Group			
in million €	Q1/2009 C	21/2008	Change	Q1/2009 Q1/2008 Change		Change	Q1/2009 Q1/2008 Change		Q1/2009 Q1/2008 Chan		Change	ge Q1/2009 Q1/2008		Change	Q1/2009 Q1/2008		Change	
Sales	1,965	1,676	17%	722	545	32%	577	509	13%	116	74	57%	-7	-6	-17%	3,373	2,798	21%
thereof contribution to consolidated sales	1,964	1,675	17%	712	536	33%	577	509	13%	116	74	57%	4	4	0%	3,373	2,798	21%
thereof intercompany sales	1	1	0%	10	9	11%	0	0		0	0		-11	-10	-10%	0	0	
contribution to consolidated sales	59%	60%		21%	19%		17%	18%		3%	3%		0%	0%		100%	100%	
EBITDA	385	324	19%	171	108	58%	62	55	13%	5	5	0%	-10	-9	-11%	613	483	27%
Depreciation and amortization	81	65	25%	33	21	57%	18	17	6%	1	1	0%	3	2	50%	136	106	28%
EBIT	304	259	17%	138	87	59%	44	38	16%	4	4	0%	-13	-11	-18%	477	377	27%
Net interest	-57	-55	-4%	-79	-17		-15	-15	0%	1	1	0%	5	2	150%	-145	-84	-73%
Net income attributable to Fresenius SE	152	124	23%	38	46	-17%	20	15	33%	4	4	0%	-50	-89	44%	164	100	64%
Operating cash flow	119	128	-7%	40	42	-5%	6	42	-86%	40	80	-50%	-23	-14	-64%	182	278	-35%
Cash flow before acquisitions and dividends	34	26	31%	3	14	-79%	-17	15		39	79	-51%	-24	-17	-41%	35	117	-70%
Total assets <sup>1)</sup>	11,173	10,720	4%	6,564	6,240	5%	3,176	3,092	3%	519	469	11%	105	23		21,537	20,544	5%
Debt <sup>1)</sup>	4,262	4,123	3%	4,509	4,288	5%	1,125	1,090	3%	8	2		-705	-716	2%	9,199	8,787	5%
Capital expenditure	86	106	-19%	19	16	19%	23	29	-21%	1	1	0%	-1	2	-150%	128	154	-17%
Acquisitions	30	50	-40%	3	126	-98%	79	0		0	10	-100%	0	30	-100%	112	216	-48%
Research and development expenses	18	13	38%	30	22	36%	0	0		0	0		10	11	-9%	58	46	26%
Employees (per capita on balance sheet date) <sup>1)</sup>	69,190	68,050	2%	21,371	20,457	4%	32,639	30,088	8%	2,835	2,802	1%	814	820	-1%	126,849	122,217	4%
Key figures																		
EBITDA margin	19.6%	19.3%		23.7%	19.8%		10.7%	10.8%		4.3%	6.8%					18.2%	17.3%	
EBIT margin	15.5%	15.5%		19.1%	16.0%		7.6%	7.5%		3.4%	5.4%					14.1%	13.5%	
Depreciation and amortization in % of sales	4.1%	3.8%		4.6%	3.9%		3.1%	3.3%		0.9%	1.4%					4.0%	3.8%	
Operating cash flow in % of sales	6.1%	7.6%		5.5%	7.7%		1.0%	8.3%		34.5%	108.1%					5.4%	9.9%	
ROOA <sup>1)</sup>	12.2%	12.3%		9.1%	8,9% <sup>2)</sup>		6.1%	6.3%		9.8%	22.2%					9.6%	9,8% <sup>2)</sup>	

 $^{\scriptscriptstyle 1)}$  2008: December 31  $^{\scriptscriptstyle 2)}$  The underlying pro forma EBIT does not include special items relating to the APP acquisition