

## Roadshow Brussels



30 August 2018

## Safe Harbor Statement

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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.

# A Global Leader In HealthCare Products And Services

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**~€33.9 bn in Sales**  
(as of Dec. 31, 2017)

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**Strong portfolio  
of products** (30% of sales)  
**and services** (70% of sales)

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**Total Shareholder Return:  
10-year CAGR: ~15%**

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**Global presence in  
100+ countries**

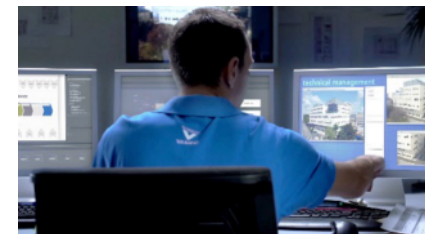
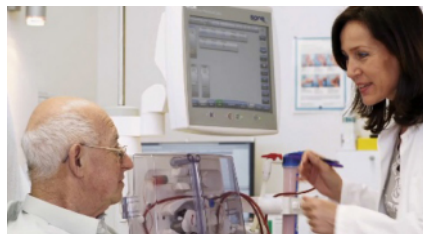
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**273,000+ employees  
worldwide**  
(as of June 30, 2018)

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# Strong and Balanced Health Care Portfolio



Ownership: ~31%

Ownership: 100%

Ownership: 100%

Ownership: 77%

## Dialysis Products Health Care Services

- Dialysis services
- Hemodialysis products
- Peritoneal dialysis products
- Care coordination

## Hospital Supplies

- IV drugs
- Biosimilars
- Clinical nutrition
- Infusion therapy
- Medical devices/  
Transfusion technology

## Hospital Operation

- Acute care
- Outpatient services

## Projects and Services for Hospitals

- Post-acute care
- Project development & Planning
- Turnkey construction
- Maintenance & Technical and total operational management

Sales 2017: €17.8 bn

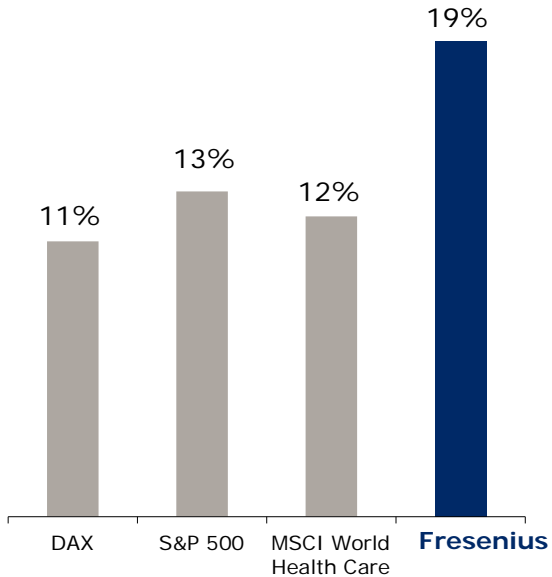
Sales 2017: €6.4 bn

Sales 2017: €8.7 bn

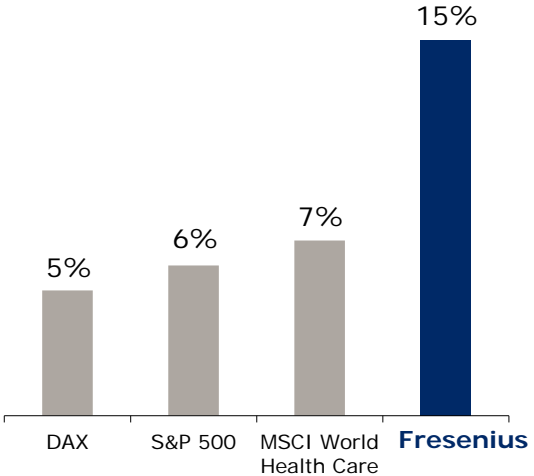
Sales 2017: €1.2 bn

# Total Shareholder Return – CAGR, Rounded

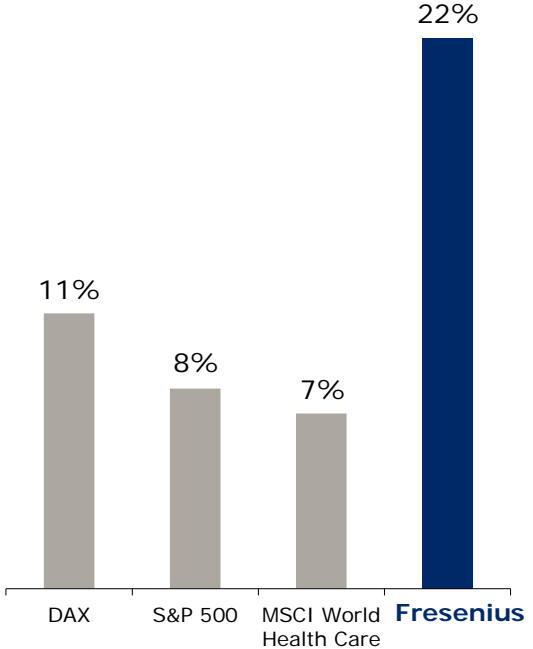
## 5 years



## 10 years



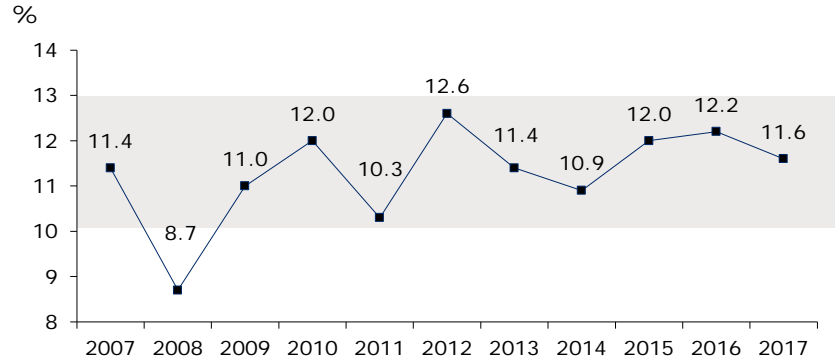
## 15 years



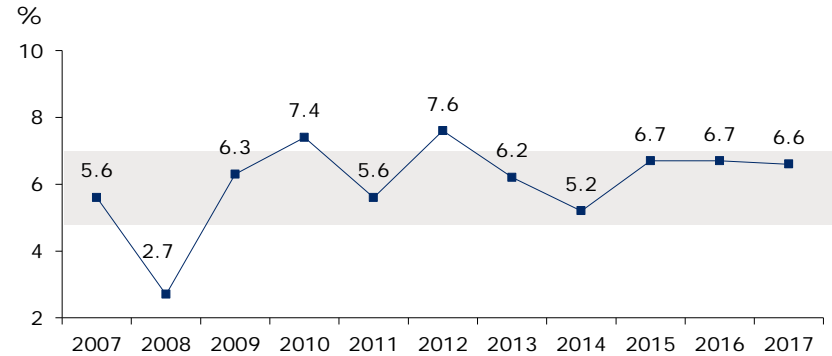
Source: Bloomberg; dividends reinvested, as of Dec 31, 2017

# Fresenius Group Consistent Cash Generation

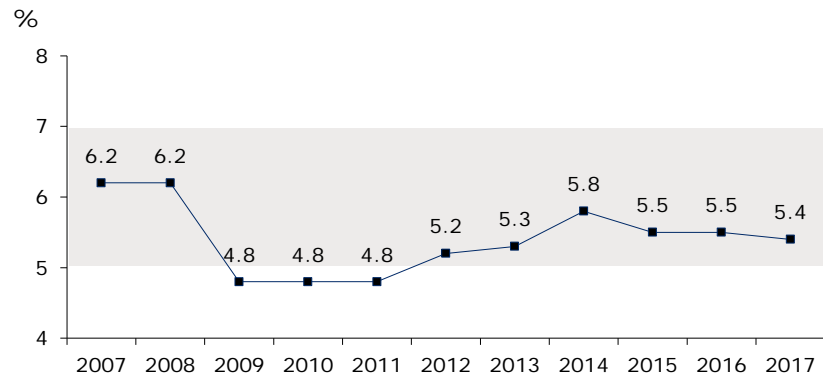
## CFFO margin



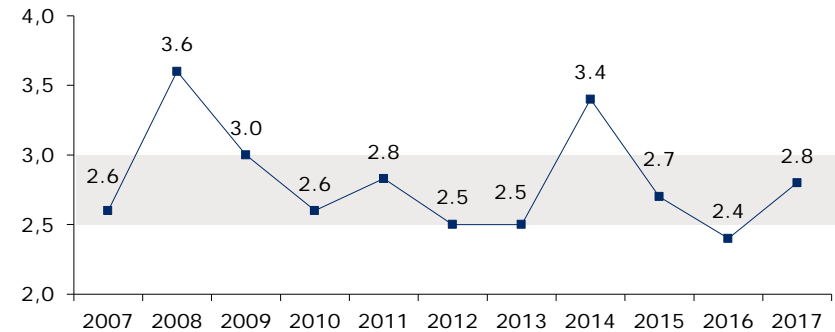
## FCF margin (before acquisitions & dividends)



## Capex gross, in % of sales



## Net Debt / EBITDA<sup>1</sup>



<sup>1</sup> Net debt at year-end exchange rate; EBITDA at LTM average exchange rates; before special items; pro forma acquisitions

# Fresenius Medical Care: Global Dialysis Market Leader

- The world's leading provider of dialysis products and services treating more than 325,000 patients<sup>1</sup> in ~3,800 clinics<sup>1</sup>
- Provide highest standard of product quality and patient care

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 Dialysis products

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 Dialysis services

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 Complete therapy offerings

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- Expansion in Care Coordination and global dialysis service opportunities; enter new geographies

## Market Dynamics

### Global Dialysis Market 2017:

- ~€70 bn
- ~6% patient growth p.a.

### Growth Drivers:

- Aging population, increasing incidence of diabetes and high blood pressure, treatment quality improvements



<sup>1</sup> As of June 30, 2018

# Fresenius Kabi: A Leading Global Hospital Supplier

- Comprehensive product portfolio for critically and chronically ill patients
- Strong Emerging Markets presence
- Leading market positions in four product segments



Generic IV Drugs



Clinical Nutrition



Infusion Therapy



Medical Devices /  
Transfusion Technology

- Focus on organic growth through geographic product rollouts and new product launches
- Development of biosimilars with a focus on oncology and autoimmune diseases

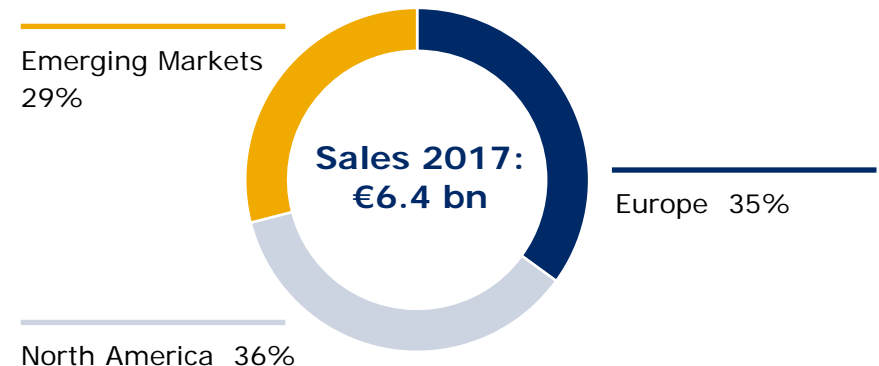
## Market Dynamics

### Global Addressable Market 2017:

- ~€81 bn

### Growth Drivers:

- Patent expirations, rising demand for health care services, higher health care spending in Emerging Markets





# Fresenius Helios: Europe's Largest Private Hospital Operator

## Helios Germany

- ~6%<sup>1</sup> share in German acute care hospital market
- Organic growth based on growing number of admissions and reimbursement rate increases
- Ranks as quality leader in the German hospital sector: defined quality targets, publication of medical treatment results, peer review processes
- Key medical indicators, e.g. mortality rate for heart failure, pneumonia below German average

### Market Dynamics

#### German Acute Care Hospital Market:

- ~€98 bn<sup>2</sup>

#### Growth Drivers:

- Aging population leading to increasing hospital admissions

### Largest network & nationwide presence



87 acute care hospitals  
 ~29,400 beds  
 ~1.2 million inpatient admissions p.a.  
 ~4.0 million outpatient admissions p.a.

As of July 2018

 Acute Care

 Outpatient

<sup>1</sup> Based on sales

<sup>2</sup> German Federal Statistical Office 2017; total costs, gross of the German hospitals less academic research and teaching

# Fresenius Helios: Europe's Largest Private Hospital Operator

## Helios Spain

- ~€2.6bn<sup>1</sup> sales in 2017
- ~11% share in Spanish private hospital market
- Market leader in size and quality with excellent growth prospects
- Broad revenue base with privately insured patients, PPPs, self-pay and Occupational Risk Prevention (ORP)
- Strong management team with proven track record
- Cross-selling opportunities



Acute Care



Outpatient



Occupational Risk Prevention

<sup>1</sup> Eleven months contribution of Helios Spain

<sup>2</sup> Market data based on company research. Market definition does neither include Public Private Partnerships (PPP) nor Occupational Risk Prevention centers (ORP).

### Market Dynamics

#### Spanish Private Hospital Market:

- ~€14 bn<sup>2</sup>

#### Growth Drivers:

- Aging population, increasing number of privately insured patients, greenfield projects, market consolidation

#### Quirónsalud hospitals in every major metropolitan region of Spain



45 hospitals  
~6,700 beds  
~ 11.2 m outpatient admissions p.a.  
~ 350,000 inpatient admissions p.a.

As of July 2018

# Fresenius Vamed: Leading Global Hospital Projects and Services Specialist

- Manages hospital construction/expansion projects (49% of sales) and provides services (51% of sales) for health care facilities worldwide
- Offers project development, planning, turnkey construction, maintenance as well as technical management, and total operational management
- Strong track record: More than 800 projects in over 80 countries completed
- Leading European post-acute care provider with 63 inpatient health care facilities in five European countries



Projects



Services



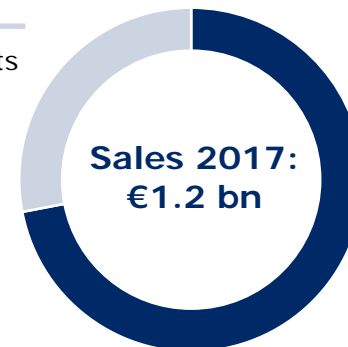
Post-acute care

## Market Dynamics

### Growth Drivers:




- Emerging Market demand for building and developing hospital infrastructure
- Outsourcing of non-medical services from public to private operators

Emerging Markets  
28%



Europe 72%

# Fresenius Group: 2018 Financial Outlook by Business Segment

| €m<br>(except otherwise stated)  |                                       | FY/17<br>Base      | H1/18<br>Actual  | FY/18e <sup>1</sup>     | FY/18 <sup>1</sup><br>New           |
|--|---------------------------------------|--------------------|------------------|-------------------------|-------------------------------------|
|  <b>FRESENIUS<br/>KABI</b>   | <b>Sales growth (org)</b>             | 6,358              | 7%               | 4% - 7%                 | <input checked="" type="checkbox"/> |
|  | <b>EBIT growth (cc)</b>               | 1,177 <sup>2</sup> | -1% <sup>6</sup> | -6% to -3% <sup>2</sup> | -2% to 1% <sup>2</sup>              |
|  | EBIT growth (cc)<br>excl. biosimilars | 1,237 <sup>3</sup> | 10% <sup>6</sup> | ~2% - 5% <sup>3</sup>   | ~6% - 9% <sup>3</sup>               |
|  <b>FRESENIUS<br/>HELIOS</b> | <b>Sales growth (org)</b>             | 8,668 <sup>4</sup> | 4%               | 3% - 6% <sup>5</sup>    | <input checked="" type="checkbox"/> |
|  | <b>EBIT growth</b>                    | 1,052 <sup>4</sup> | 6%               | 5% - 8% <sup>7</sup>    | <input checked="" type="checkbox"/> |
|  <b>FRESENIUS<br/>VAMED</b>  | <b>Sales growth (org)</b>             | 1,228              | 5%               | 5% - 10%                | <input checked="" type="checkbox"/> |
|  | <b>EBIT growth</b>                    | 76                 | 6%               | 32% - 37% <sup>8</sup>  | <input checked="" type="checkbox"/> |

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

<sup>2</sup> Before special items; including expenditures for further development of biosimilars business (€60 m in FY/17 and expected expenditures of ~€160 m in FY/18)

<sup>3</sup> Before special items; excluding expenditures for further development of biosimilars business (€60 m in FY/17 and expected expenditures of ~€160 m in FY/18)

<sup>4</sup> Helios Spain consolidated for 11 months

<sup>5</sup> Organic growth reflects 11 months contribution of Helios Spain in 2018


<sup>6</sup> Before special items

<sup>7</sup> Before transfer of the German inpatient post-acute care business from Helios to Vamed: 7% - 10%

<sup>8</sup> Before transfer of the German inpatient post-acute care business from Helios to Vamed: 5% - 10%

For a detailed overview of special items please see the reconciliation tables on slides 35-36.

# Fresenius Group: 2018 Financial Guidance

| €m<br>(except otherwise stated)   |  | FY/17<br>Base       | H1/18<br>Actual | FY/18e <sup>1</sup>     | FY/18 <sup>1</sup>                  |
|---|--|---------------------|-----------------|-------------------------|-------------------------------------|
|  <b>FRESENIUS</b> | <b>Sales growth (cc)</b>                                 | 32,842 <sup>2</sup> | 6% <sup>8</sup> | 5% - 8%                 | <input checked="" type="checkbox"/> |
|   | <b>Net income<sup>3</sup><br/>growth (cc)</b>            | 1,804 <sup>4</sup>  | 7%              | 6% - 9% <sup>5</sup>    | <input checked="" type="checkbox"/> |
|   | Net income <sup>3</sup> growth (cc)<br>excl. Biosimilars | 1,847 <sup>6</sup>  | 12%             | ~10% - 13% <sup>7</sup> | <input checked="" type="checkbox"/> |

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

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

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

<sup>4</sup> Before special items, i.e. expenses related to the Akorn and NxStage transactions, gains from divestitures of Care Coordination activities (deduction of €12 million at Fresenius Medical Care), book gain from the U.S. tax reform and FCPA provision

<sup>5</sup> Before special items (i.e. expenses related to the Akorn and NxStage transactions and gains from divestitures of Care Coordination activities; 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 (i.e. expenses related to the Akorn and NxStage transactions and gains from divestiture of Care Coordination activities (deduction of €12 million at Fresenius Medical Care), book gain from the U.S. tax reform and FCPA provision), before expenditures for further development of biosimilars business

<sup>7</sup> Before special items (i.e. expenses related to the Akorn and NxStage transactions and gains from divestitures of Care Coordination activities; 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)

<sup>8</sup> Growth rate adjusted for IFRS 15 adoption (H1/17 base: €16,624 million)

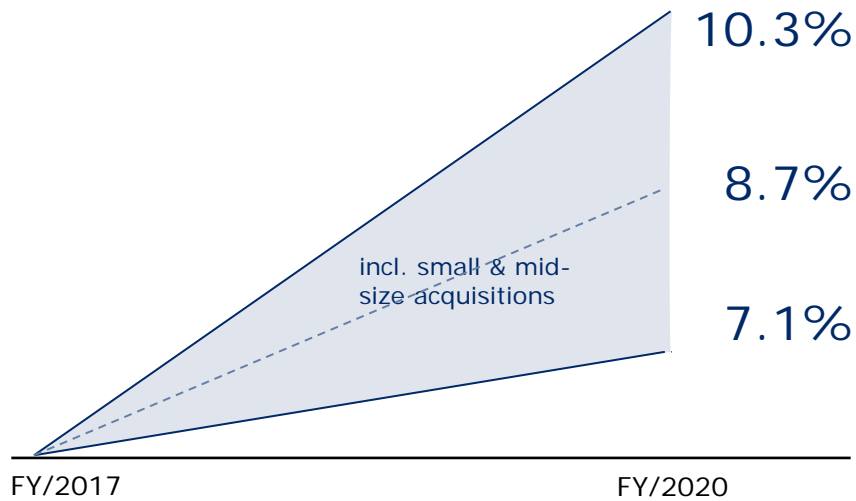
For a detailed overview of special items please see the reconciliation tables on slides 35-36.

## Basis for guidance

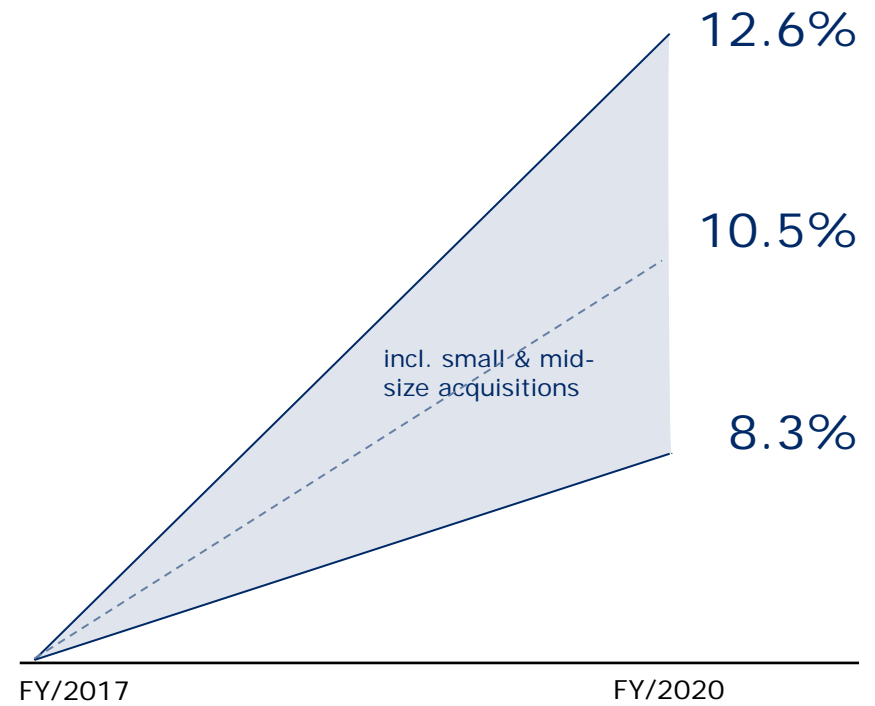
| €m   | 2017          | Targets 2018   |
|--|---------------|----------------|
| <b>Sales reported</b>  | <b>33,886</b> |                |
| adjustments from IFRS 15   | -486          |                |
| divestitures of Care Coordination activities at FMC  | -558          |                |
| <b>Basis sales guidance</b>  | <b>32,842</b> | <b>5-8%</b>    |
| <b>Net income reported</b>   | <b>1,814</b>  |                |
| Acquisition-related expenses   | 43            |                |
| Book gain from U.S. tax reform   | -103          |                |
| FCPA provision   | 62            |                |
| divestitures of Care Coordination activities at FMC  | -12           |                |
| <b>Basis net income before special items guidance</b>  | <b>1,804</b>  | <b>6-9%</b>    |
| Adjustments for guidance comparison:<br>Expenditures for further development of biosimilars business | 43            |                |
| <b>Basis net income guidance excluding biosimilars</b>   | <b>1,847</b>  | <b>~10-13%</b> |

# Fresenius Group: 2020 Mid-Term Growth Targets Confirmed

## Sales CAGR



## Net Income CAGR



At constant exchange rates and IFRS rules as of Feb 2017  
Net income attributable to shareholders of Fresenius SE & Co. KGaA

# Financial Review Q2 & H1/18





## Fresenius Group: Q2/18 Highlights

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**Ongoing healthy sales and earnings growth (cc) across all business segments**

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**Fresenius Kabi's financial performance standing out – segment guidance increased**

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**Preparatory structural measures for regulatory requirements weigh on Helios Germany**

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**FMC optimized U.S. Care Coordination portfolio**

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**Successful transfer of German inpatient rehabilitation business from Helios to Vamed**

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# Fresenius Group: Current Topics (1/2)

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## AKORN

- Trial at Delaware Chancery Court took place from July 9 to 13
- Submission of Post-Trial Briefs until August 20
- Closing argument on August 23
- Judgement up to 90 days thereafter
- Potential appeal to the Delaware Supreme Court



## HES

- Majority vote of the Co-ordination Group (CMDh) of the European Medicines Agency (EMA) for the maintenance of HES marketing authorization in the EU
- CMDh concluded that further risk minimization measures will be efficacious to ensure the safe usage of HES products
- The European Commission adopted this position
- Kabi's FY/18 outlook no longer considers a meaningful risk adjustment



# Fresenius Group: Current Topics (2/2)

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## Pricing Environment North America

- Continue to see “nothing out of the ordinary” in U.S. injectables market
- Still low single-digit price declines for our base portfolio of injectable generics

## Kabi growth initiatives

- Significant investment projects in U.S. plants to increase capacity and foster automation
- New compounding center in Massachusetts
- Enteral Nutrition – New production facility planned in China
- Parenteral Nutrition – steep ramp-up of SMOFlipid in the U.S. and further broadening of portfolio
- Won major Canadian pump tender

## Biosimilars

- Progress of product pipeline according to plan
- Conditions for first small development milestone payment fulfilled in Q2/18; becomes cash-relevant in Q3/18

## Helios

- Financial performance of Helios Germany impacted by:
  - Additional “DRG catalogue effects”
  - Preparatory structural activities (e.g. clustering) for anticipated regulatory measures
- Helios Spain continues to seize opportunities



# Financial Review Q2/18



# Fresenius Group: Q2 & H1/18 Profit and Loss Statement

| €m                                    | Q2/18        | Δ YoY cc        | H1/18         | Δ YoY cc            |
|---------------------------------------|--------------|-----------------|---------------|---------------------|
| Sales                                 | <b>8,382</b> | 5% <sup>1</sup> | <b>16,503</b> | 6% <sup>1</sup>     |
| EBIT                                  | <b>1,145</b> | 2%              | <b>2,199</b>  | -2%/2% <sup>2</sup> |
| EBIT (excl. biosimilars)              | <b>1,182</b> | 5%              | <b>2,271</b>  | 1%/5% <sup>2</sup>  |
| Net interest                          | <b>-151</b>  | 7%              | <b>-297</b>   | 3%                  |
| Income taxes                          | <b>-233</b>  | 13%             | <b>-424</b>   | 23%                 |
| <b>Net income</b>                     | <b>472</b>   | 7%              | <b>922</b>    | 7%                  |
| <b>Net income (excl. biosimilars)</b> | <b>499</b>   | 12%             | <b>975</b>    | 12%                 |

<sup>1</sup> Growth rate adjusted for IFRS 15 adoption

<sup>2</sup> Excluding VA agreement

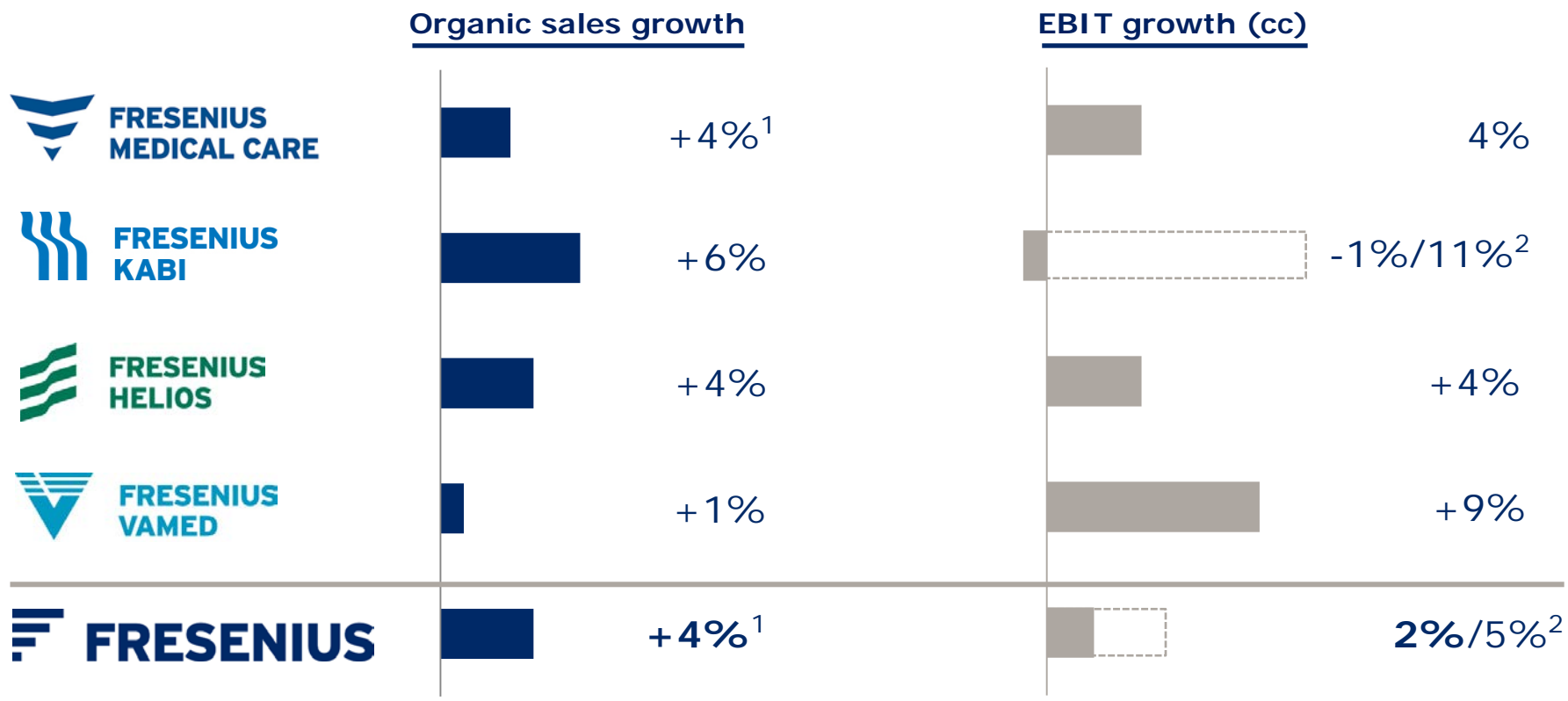
All figures before special items (i.e. the Akorn and NxStage transactions and gains from divestitures of Care Coordination activities at Fresenius Medical Care)

All growth rates in constant currency (cc)

Net income attributable to shareholders of Fresenius SE & Co. KGaA

For a detailed overview of special items please see the reconciliation tables on slides 35-36.

# Fresenius Group: Q2/18 Business Segment Growth



<sup>1</sup> Growth rates adjusted for IFRS 15 adoption

<sup>2</sup> Excl. biosimilars

All figures before special items

For a detailed overview special items please see the reconciliation table on slide 35.

# Fresenius Kabi: Q2/18 Regional Highlights (1/2)

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## North America

- 4% organic sales growth
- 35 Kabi-marketed IV drugs currently designated in shortage (vs. 24 at Q4/17)
- 6 product launches YTD; confirm 15+ target
- Confirm FY/18 outlook: Mid-single-digit organic sales growth



## Europe

- 3% organic sales growth
- Enteral nutrition continues to drive growth
- Confirm FY/18 outlook: Low to mid-single-digit organic sales growth



# Fresenius Kabi: Q2/18 Regional Highlights (2/2)

## Emerging Markets

### China

- 10% organic sales growth
- Tender rules:
  - Introduction of new tender policy is now completed
  - Expectation for FY/18 unchanged – low to mid single-digit price decline and continued double-digit volume growth

Asia-Pacific ex China: 14% organic sales growth

Latin America/Africa: 10% organic sales growth



### Total Emerging Markets

Strengthen FY/18 outlook:  
Double-digit organic sales growth





## Fresenius Kabi: Q2 & H1/18 EBIT Growth

| €m   | Q2/18               | Δ YoY cc               | H1/18               | Δ YoY cc               |
|--|---------------------|------------------------|---------------------|------------------------|
| North America<br>Margin  | 220<br>40.1%        | 7%<br>140 bps          | 442<br>38.8%        | 7%<br>40 bps           |
| Europe<br>Margin   | 89<br>15.8%         | 8%<br>60 bps           | 174<br>15.5%        | 8%<br>60 bps           |
| Asia-Pacific/Latin<br>America/Africa<br>Margin                         | 96<br>19.5%         | 20%<br>150 bps         | 183<br>19.3%        | 16%<br>60 bps          |
| Corporate and Corporate R&D  | -116                | -51%                   | -242                | -48%                   |
| <b>Total EBIT<sup>1</sup></b><br>Margin <sup>1</sup>                   | <b>289</b><br>18.0% | <b>-1%</b><br>-130 bps | <b>557</b><br>17.4% | <b>-1%</b><br>-200 bps |
| <b>Total EBIT excl. Biosimilars<sup>1</sup></b><br>Margin <sup>1</sup> | <b>326</b><br>20.3% | <b>11%</b><br>100 bps  | <b>629</b><br>19.6% | <b>10%</b><br>20 bps   |

Margin growth at actual rates

<sup>1</sup> Before special items

For a detailed overview of special items please see the reconciliation tables on slides 35-36.

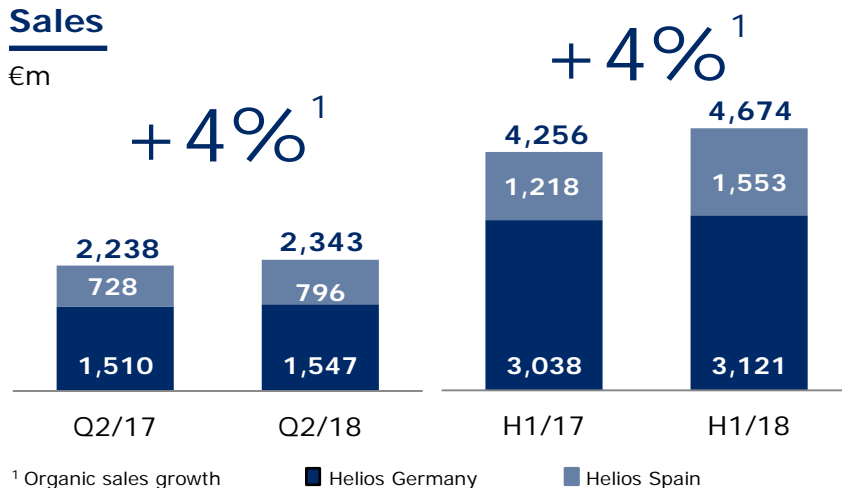
# Fresenius Helios

## Helios Germany

- 3% organic sales growth in Q2/18
- Additional “DRG catalogue effects” and preparatory structural activities for anticipated regulatory measures impact earnings development

## Helios Spain

- Excellent sales growth of 9% in Q2/18
- Additional month of consolidation contributed significantly to 28% sales growth in H1/18
- Accelerated organic sales growth
  - 8% in Q2/18
  - 5% in H1/18



## Fresenius Helios: Q2 & H1/18 Key Financials

| €m                                | Q2/18        | Δ YoY     | H1/18        | Δ YoY      |
|-----------------------------------|--------------|-----------|--------------|------------|
| <b>Total sales</b>                | <b>2,343</b> | <b>5%</b> | <b>4,674</b> | <b>10%</b> |
| Thereof Helios Germany            | 1,547        | 2%        | 3,121        | 3%         |
| Thereof Helios Spain <sup>1</sup> | 796          | 9%        | 1,553        | 28%        |
| <b>Total EBIT</b>                 | <b>293</b>   | <b>4%</b> | <b>571</b>   | <b>6%</b>  |
| Margin                            | 12.5%        | -10 bps   | 12.2%        | -40 bps    |
| Thereof Helios Germany            | 168          | -6%       | 345          | -4%        |
| Margin                            | 10.9%        | -90 bps   | 11.1%        | -70 bps    |
| Thereof Helios Spain <sup>1</sup> | 124          | 19%       | 227          | 28%        |
| Margin                            | 15.6%        | 130 bps   | 14.6%        | 0 bps      |
| Thereof Corporate                 | 1            | --        | -1           | --         |

<sup>1</sup> Consolidated since February 1, 2017

# Fresenius Vamed






- Strong H1/18 with 5% organic sales growth
- Ongoing healthy growth of service business in Q2/18
- Good order intake of €195m in Q2/18
- Transfer of post-acute care business from Helios to Vamed as of July 1<sup>st</sup>, 2018
- Small acquisition to strengthen medical-technical service business in the UK



| €m                           | Q2/18      | Δ YoY     | H1/18      | Δ YoY     |
|------------------------------|------------|-----------|------------|-----------|
| <b>Total sales</b>           | <b>266</b> | <b>3%</b> | <b>515</b> | <b>7%</b> |
| Project business             | 99         | -7%       | 191        | 4%        |
| Service business             | 167        | 11%       | 324        | 9%        |
| <b>Total EBIT</b>            | <b>12</b>  | <b>9%</b> | <b>18</b>  | <b>6%</b> |
| Order intake <sup>1</sup>    | 195        | 2%        | 455        | 10%       |
| Order backlog <sup>1,2</sup> |            |           | 2,372      | 10%       |

<sup>1</sup> Project business only  
<sup>2</sup> Versus December 31, 2017

# Fresenius Group: Cash Flow

| €m   | Operating CF |                          | Capex (net) |              | Free Cash Flow <sup>1</sup> |                         |
|--|--------------|--------------------------|-------------|--------------|-----------------------------|-------------------------|
|  | Q2/18        | LTM Margin               | Q2/18       | LTM Margin   | Q2/18                       | LTM Margin              |
|  <b>FRESENIUS KABI</b>         | 228          | 16.8%                    | -104        | -7.1%        | 124                         | 9.7%                    |
|  <b>FRESENIUS HELIOS</b>       | 162          | 7.6%                     | -99         | -5.0%        | 63                          | 2.6% <sup>2</sup>       |
|  <b>FRESENIUS VAMED</b>        | -14          | 1.1%                     | -3          | -1.0%        | -17                         | 0.1%                    |
| <b>Corporate/Other</b>   | -12          | n.a.                     | -6          | n.a.         | -18                         | n.a.                    |
|  <b>FRESENIUS</b><br>Excl. FMC | <b>364</b>   | <b>11.2%<sup>3</sup></b> | <b>-212</b> | <b>-5.7%</b> | <b>152</b>                  | <b>5.5%<sup>3</sup></b> |
|  <b>FRESENIUS</b>             | <b>1,020</b> | <b>10.5%</b>             | <b>-440</b> | <b>-5.5%</b> | <b>580</b>                  | <b>5.0%</b>             |

<sup>1</sup> Before acquisitions and dividends

<sup>2</sup> Understated: 3.1% excluding €41 million of capex commitments from acquisitions

<sup>3</sup> Margin incl. FMC dividend

## Fresenius Group: Calculation of Noncontrolling Interest

| €m  | H1/18      | H1/17      |
|---|------------|------------|
| Earnings before tax and noncontrolling interest   | 1,902      | 2,067      |
| Taxes   | -424       | -589       |
| Noncontrolling interest, thereof  | -556       | -562       |
| Fresenius Medical Care net income not attributable to Fresenius (H1/18: ~69%)   | -417       | -400       |
| Noncontrolling interest holders in Fresenius Medical Care   | -112       | -138       |
| Noncontrolling interest holders in Fresenius Kabi (-€18 m), Fresenius Helios (-€6 m), and due to Fresenius Vamed's 23% external ownership (-€3 m) | -27        | -24        |
| <b>Net income attributable to Fresenius SE &amp; Co. KGaA</b>   | <b>922</b> | <b>916</b> |

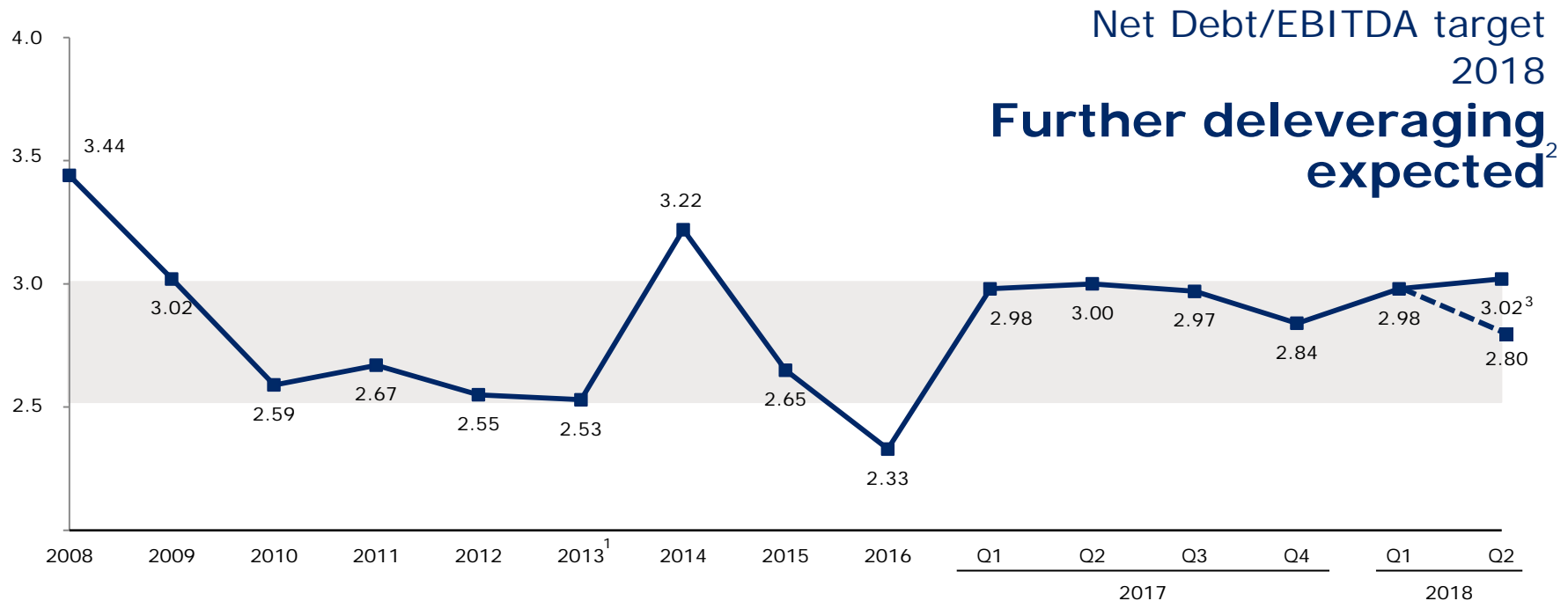
Before special items

For a detailed overview of special items please see the reconciliation tables on slides 35-36.

## Fresenius Group: Cash Flow

| €m   | Q2/18        | LTM Margin   | Δ YoY       |
|--|--------------|--------------|-------------|
| <b>Operating Cash Flow</b>                                   | <b>1,020</b> | <b>10.5%</b> | <b>-15%</b> |
| Capex (net)  | -440         | -5.5%        | -23%        |
| <b>Free Cash Flow</b><br>(before acquisitions and dividends) | <b>580</b>   | <b>5.0%</b>  | <b>-32%</b> |
| Acquisitions (net)   | 1,479        |              |             |
| Dividends  | -728         |              |             |
| <b>Free Cash Flow</b><br>(after acquisitions and dividends)  | <b>1,331</b> | <b>6.1%</b>  | <b>--</b>   |

# Fresenius Group: Leverage Ratio



Before special items; pro forma closed acquisitions/divestitures  
At LTM average FX rates for both EBITDA and net debt

<sup>1</sup> Pro forma excluding advances made for the acquisition of hospitals from Rhön-Klinikum AG

<sup>2</sup> Calculated at expected annual average exchange rates, for both net debt and EBITDA; excluding expenses related to (i) the Akorn transaction, (ii) NxStage acquisition; excluding gains from divestitures of Care Coordination activities; excluding further potential acquisitions; at current IFRS rules

<sup>3</sup> Excluding proceeds from divestitures of Care Coordination activities



## Fresenius Kabi: Organic Sales Growth by Regions

| €m                                | Q2/18        | Δ YoY organic | H1/18        | Δ YoY organic |
|-----------------------------------|--------------|---------------|--------------|---------------|
| North America                     | 549          | 4%            | 1,140        | 7%            |
| Europe                            | 563          | 3%            | 1,120        | 3%            |
| Asia-Pacific/Latin America/Africa | 492          | 11%           | 947          | 12%           |
| Asia-Pacific                      | 326          | 11%           | 627          | 13%           |
| Latin America/Africa              | 166          | 10%           | 320          | 10%           |
| <b>Total sales</b>                | <b>1,604</b> | <b>6%</b>     | <b>3,207</b> | <b>7%</b>     |

## Fresenius Kabi: Organic Sales Growth by Product Segment

| €m   | Q2/18        | Δ YoY organic | H1/18        | Δ YoY organic |
|--|--------------|---------------|--------------|---------------|
| IV Drugs                                   | 647          | 1%            | 1,326        | 4%            |
| Infusion Therapy                           | 239          | 10%           | 475          | 10%           |
| Clinical Nutrition                         | 445          | 10%           | 880          | 12%           |
| Medical Devices/<br>Transfusion Technology | 273          | 6%            | 526          | 4%            |
| <b>Total sales</b>                         | <b>1,604</b> | <b>6%</b>     | <b>3,207</b> | <b>7%</b>     |

## Reconciliation Q2/18

Consolidated results for Q2/2018 include special items related to the Akorn transaction. These are mainly transaction costs in the form of legal and consulting fees as well as costs of the financing commitment for the Akorn transaction. Moreover special items arose from gains/losses of divestitures of Care Coordination activities at Fresenius Medical Care. The following presentation shows the corresponding reconciliation to the IFRS values.

| €m  | Q2/2018 Before special items and before expenses for biosimilars business | Expenses for the further development of the biosimilars business | Before special items | Special items (transaction-related effects Akorn) | Special items (gain from divestitures of Care Coordination activities) | After special items (IFRS reported) |
|---|---|--|----------------------|---|--|-------------------------------------|
| <b>Sales</b>  | <b>8,382</b>  |  | <b>8,382</b>         |   |  | <b>8,382</b>                        |
| <b>EBIT</b>   | <b>1,182</b>  | <b>-37</b>   | <b>1,145</b>         | <b>-35</b>  | <b>833</b>   | <b>1,943</b>                        |
| Net interest  | -149  | -2   | -151                 | -4  |  | -155                                |
| <b>Net income before taxes</b>  | <b>1,033</b>  | <b>-39</b>   | <b>994</b>           | <b>-39</b>  | <b>833</b>   | <b>1,788</b>                        |
| Income taxes  | -245  | 12   | -233                 | 8   | -147   | -372                                |
| <b>Net income</b>   | <b>788</b>  | <b>-27</b>   | <b>761</b>           | <b>-31</b>  | <b>686</b>   | <b>1,416</b>                        |
| Noncontrolling interest   | -289  |  | -289                 |   | -475   | -764                                |
| <b>Net income attributable to shareholders of Fresenius SE &amp; Co. KGaA</b> | <b>499</b>  | <b>-27</b>   | <b>472</b>           | <b>-31</b>  | <b>211</b>   | <b>652</b>                          |

The special items are reported in the Group Corporate/Other segment.

# Reconciliation H1/18

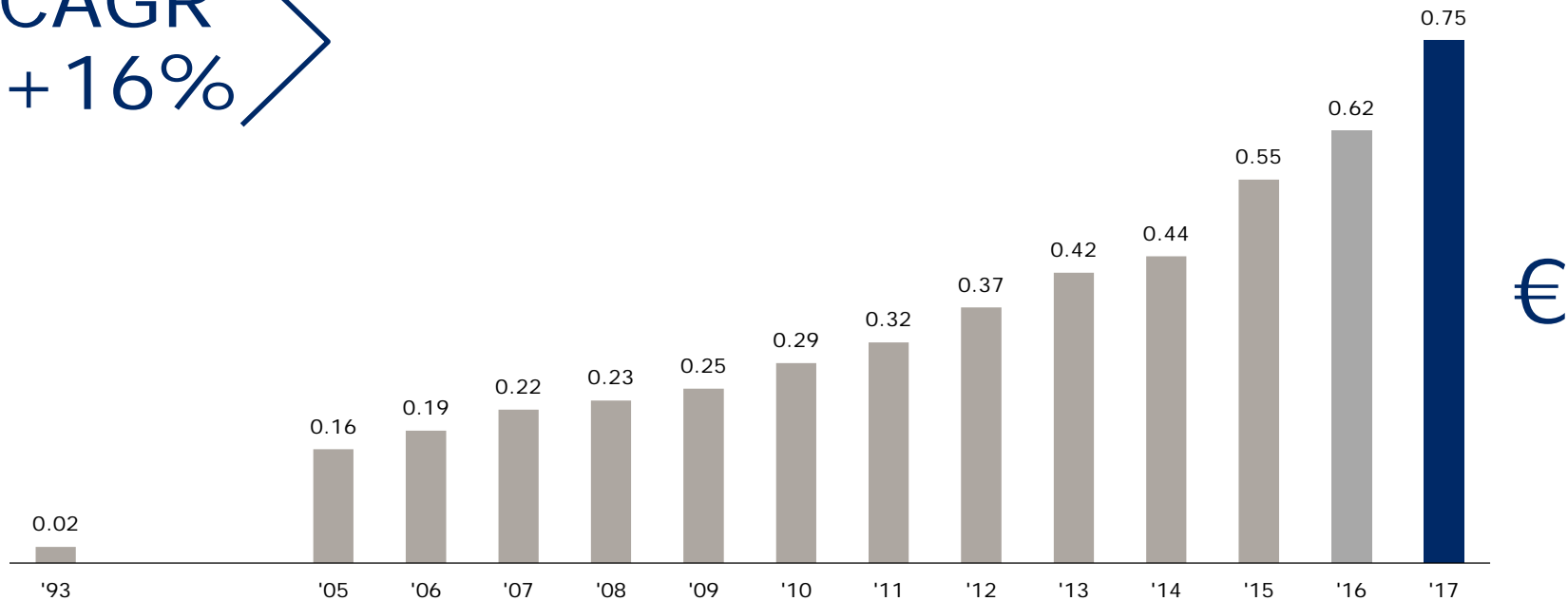
Consolidated results for H1/2018 include special items related to the Akorn transaction. These are mainly transaction costs in the form of legal and consulting fees as well as costs of the financing commitment for the Akorn transaction. Moreover special items arose from gains/losses of divestitures of Care Coordination activities at Fresenius Medical Care. The following presentation shows the corresponding reconciliation to the IFRS values.

| €m  | H1/2018 Before special items and before expenses for biosimilars business | Expenses for the further development of the biosimilars business | Before special items | Special items (transaction-related effects Akorn) | Special items (gain from divestitures of Care Coordination activities) | After special items (IFRS reported) |
|---|---|--|----------------------|---|--|-------------------------------------|
| <b>Sales</b>  | <b>16,503</b>   |  | <b>16,503</b>        |   |  | <b>16,503</b>                       |
| <b>EBIT</b>   | <b>2,271</b>  | <b>-72</b>   | <b>2,199</b>         | <b>-40</b>  | <b>820</b>   | <b>2,979</b>                        |
| Net interest  | -293  | -4   | -297                 | -7  |  | -304                                |
| <b>Net income before taxes</b>  | <b>1,978</b>  | <b>-76</b>   | <b>1,902</b>         | <b>-47</b>  | <b>820</b>   | <b>2,675</b>                        |
| Income taxes  | -447  | 23   | -424                 | 10  | -147   | -561                                |
| <b>Net income</b>   | <b>1,531</b>  | <b>-53</b>   | <b>1,478</b>         | <b>-37</b>  | <b>673</b>   | <b>2,114</b>                        |
| Noncontrolling interest   | -556  |  | -556                 |   | -466   | -1,022                              |
| <b>Net income attributable to shareholders of Fresenius SE &amp; Co. KGaA</b> | <b>975</b>  | <b>-53</b>   | <b>922</b>           | <b>-37</b>  | <b>207</b>   | <b>1,092</b>                        |

The special items are reported in the Group Corporate/Other segment.

# Fresenius Group: 25th Consecutive Dividend Increase

CAGR  
+16%



Dividend growth aligned to EPS growth  
Pay-out ratio: 23%

# Financial Calendar / Contact

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## Financial Calendar

30 October 2018

Results Q3/2018

17 May 2019

Annual General Meeting

Please note that these dates could be subject to change.

## Contact

Investor Relations

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