



Conference Call | Acquisition of Ivenix and majority stake in mAbxience to accelerate strategic growth at Fresenius Kabi

Bad Homburg, 31 March 2022

Safe Harbor Statement

This presentation contains forward-looking statements that are subject to various risks and uncertainties. Future results could differ materially from those described in these forward-looking statements due to certain factors, e.g., changes in business, economic and competitive conditions, regulatory reforms, results of clinical trials, foreign exchange rate fluctuations, uncertainties in litigation or investigative proceedings the availability of financing, and unforeseen impacts of international conflicts.

Fresenius does not undertake any responsibility to update the forward-looking statements contained in this presentation.

Agenda

01 Key messages

A blue-tinted photograph showing several glass vials and a syringe on a reflective surface.

02 Strategic rationale

A photograph of several white flags with the Fresenius logo and name printed on them, set against a light background.

03 mAbxience

A photograph of a rack of laboratory test tubes, some containing liquid, with a blue-tinted background.

04 Ivenix

A photograph of medical equipment, including a patient warming unit and other devices, with a person's hand visible in the foreground.

Key messages



Rigorously pursuing our Group growth strategy by allocating growth capital to most attractive markets



Rebalancing of Fresenius Group portfolio towards a higher relative weight of attractive product business



Risk-mitigated and balance sheet supporting deal structures



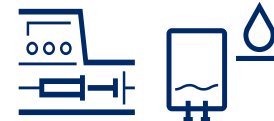
First steps in executing Fresenius Kabi's "Vision 2026" growth strategy



Accelerating strategic growth whilst safeguarding previous investments



Acquisition of mAbxience stake significantly enhances Fresenius Kabi's presence in high-growth biopharma market



Acquisition of Ivenix adds next-generation infusion therapy platform to transform product offering



Acquisitions combined are broadly neutral to Group cash earnings in 2022 and accretive from 2023

Agenda

01 Key messages

A collection of medical vials and a syringe on a reflective surface. The vials are of various sizes and some have caps. The syringe is in the foreground, pointing towards the right.

02 Strategic rationale

A blue banner with the Fresenius logo and name repeated vertically. The banner is slightly wrinkled and appears to be part of a display or event.

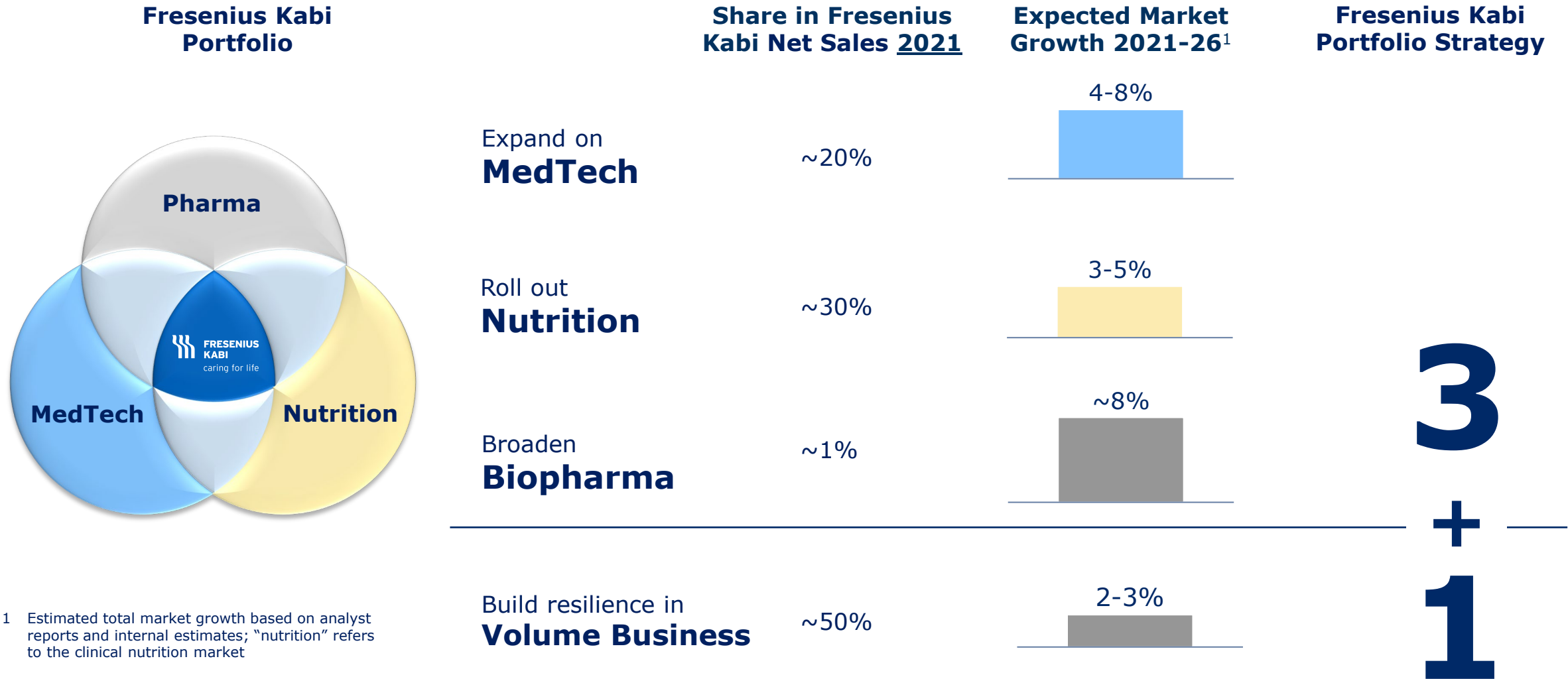
03 mAbxience

A close-up view of several test tubes in a rack. The tubes are filled with a clear liquid and are arranged in a grid pattern. The background is a soft, out-of-focus blue.

04 Ivenix

A medical device, likely a dialyzer or filter, with a digital display showing '100.0' and '60.0'. The device is white and has various ports and tubes attached. A person's hand is visible in the foreground, interacting with the device.

Portfolio strategy „3+1“: Focus on three key growth vectors



¹ Estimated total market growth based on analyst reports and internal estimates; "nutrition" refers to the clinical nutrition market

Agenda

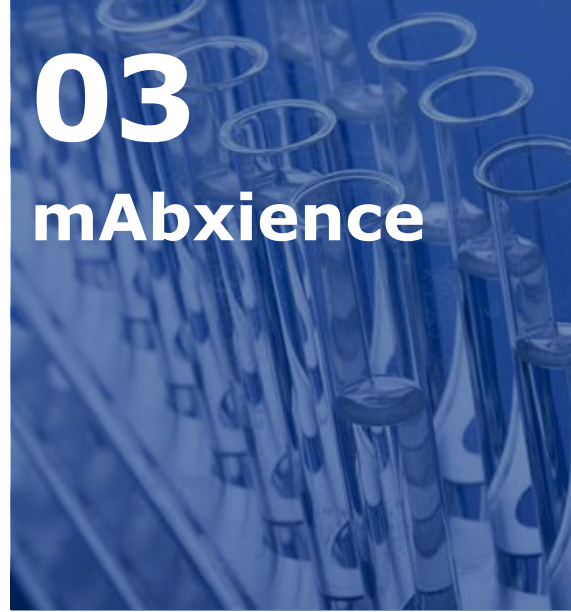
01
Key messages



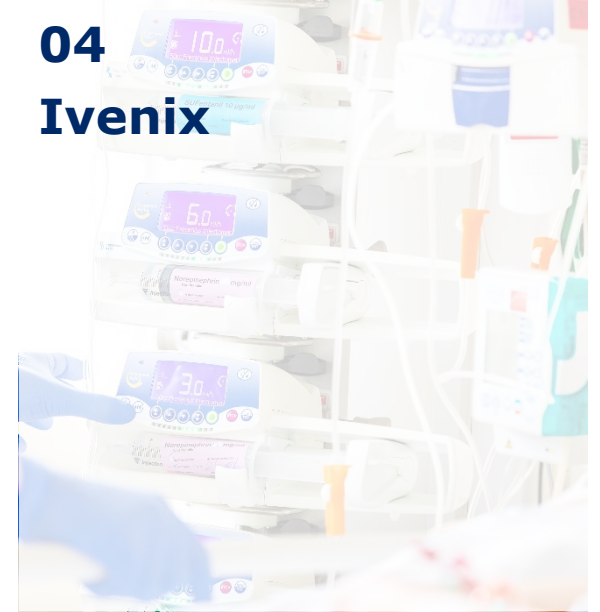
02
Strategic rationale



03
mAbxience



04
Ivenix



mAbxience: A cash-generating company that combines biosimilars development and manufacturing with a biologic CDMO business



Biosimilars



GROWTH

- 2 molecules launched and commercialized through partners (rituximab and bevacizumab)
- Mid-single-digit # of biosimilar products to be launched globally 2024-2029e



Garin



Leon

Biologic CDMO business



CASH GENERATION

- End-to-end offering including analytics and process developments, small and large batch manufacturing
- Current Covid-19 vaccine manufacturing indicates broad potential across biopharma



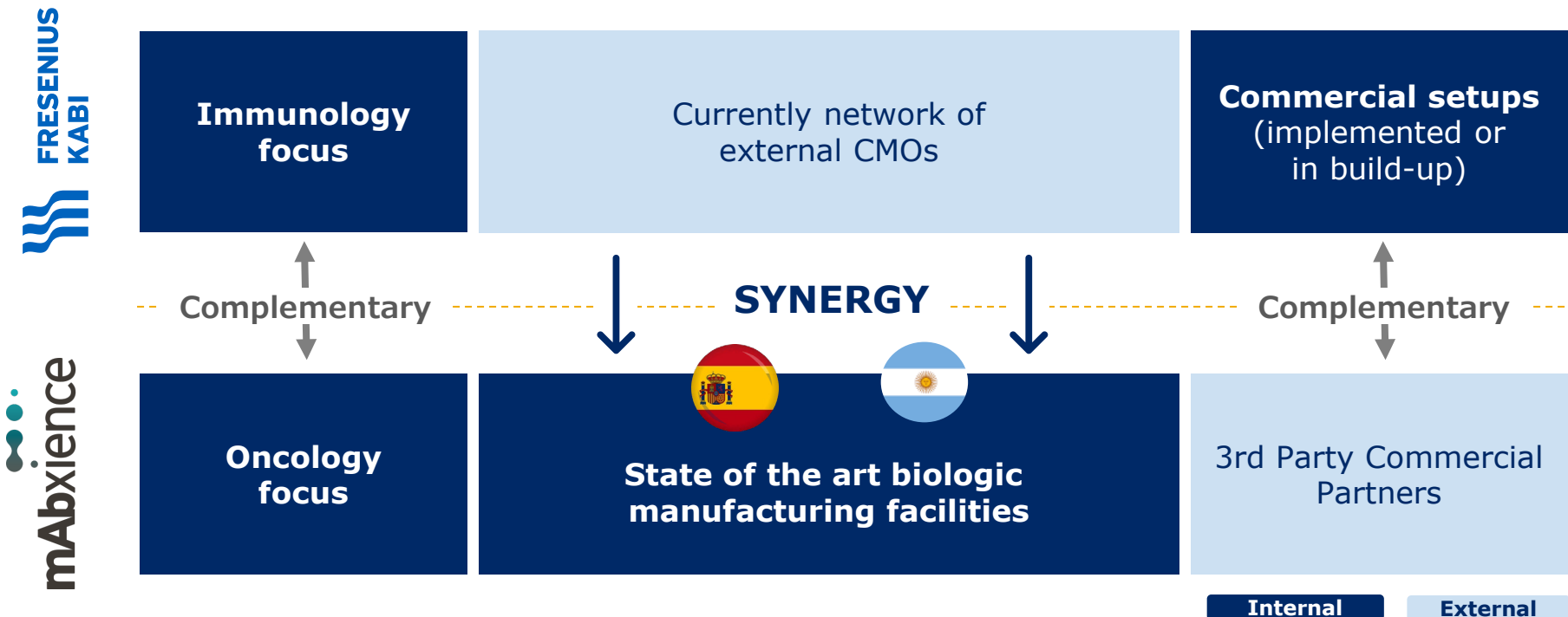
Munro

Vertical integration: Creating an end-to-end biopharma business covering the full value chain



Key success factors in Biopharma addressed

- ✓ Extensive portfolio coverage
- ✓ Fully verticalized manufacturing
- ✓ Highly competitive production costs
- ✓ Global commercial reach



mAbxience: A step-change ahead in biopharma for Fresenius Kabi



¹ Contract Development and Manufacturing

mAbxience: Deal structure

Stake	55% of company
Remaining stake	Put/call option scheme in place
Purchase price	€495 m upfront payment
Milestone payments	Further payments strictly tied to achievement of commercial and development targets ¹
Sales	~€255 m in FY/21
Cash EPS²	Accretive right after closing
Stringent Governance	Joint Board of Directors after closing; majority of seats to be held by Fresenius Kabi representatives including Chairman of the Board
Synergies	Mid double-digit € m p.a. before tax mid-term, progressive ramp-up
Cost of synergies	Mid double-digit € m cumulative before tax
Closing	Expected by mid-2022; full consolidation of financials after closing

¹ Respective liability booked at time of closing; adjustments will be treated as special item in line with current practice for biosimilars milestone payments

² Earnings before amortization and integration costs

Agenda

01 Key messages

A collection of medical vials and a syringe on a reflective surface, representing pharmaceutical products.


02 Strategic rationale

Several white flags with the Fresenius logo and name, representing the company's brand and strategic focus.

03 mAbxience

A row of laboratory test tubes in a rack, representing research and development in pharmaceuticals.

04 Ivenix

A medical device with a digital display and control panel, representing the Ivenix technology.

Ivenix: The most innovative and advanced Infusion Delivery System in the market

Company Overview



- Founded in 2007
- Headquarters in North Andover, Massachusetts
- FDA approved LVP and IMS software

Ivenix Infusion System



- Highly accurate sensor-driven **Large Volume Pump (LVP)**



- **Advanced software** platform (IMS) includes a user-friendly interface and state-of-the-art tools, analytics, and dashboards



- Infusion **sets** guarantee precise flowrates – recurring revenue for the installed base



Combining strengths: Creating a comprehensive and leading portfolio of premium products, forming a strong basis in the high-value MedTech space

✓ **Smart US infusion delivery system**

- Improved patient safety
- Customer centric design
- Workflow and EMR¹ interoperability
- Precise fluid delivery

✓ **Growing customer base**

- First customers successfully converted
- Positive market feedback
- Strong funnel

✓ **Technology capability upgrade**

- Experienced R&D team
- Software focus
- Access to talent in Greater Boston area

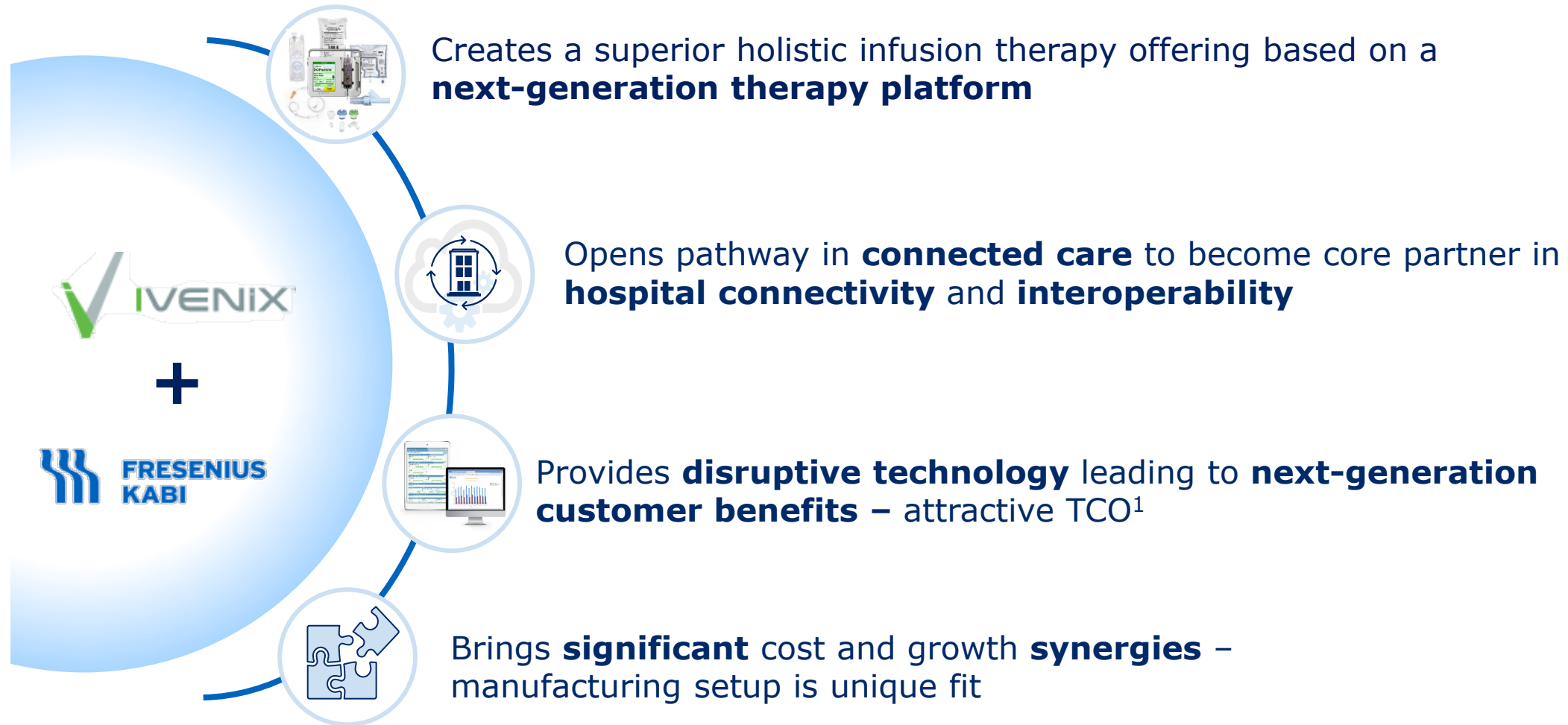
SYNERGIES



- **Comprehensive infusion therapy portfolio:** Ivenix' leading **hardware, software and sets** combined with Fresenius Kabi's offerings in **intravenous fluids**
- **Fresenius Kabi's scale and experience in manufacturing** with significant influence on cost and competitiveness of joint portfolio

¹ Electronic Medical Record

Value creating tie-up Ivenix: Next-generation infusion therapy platform complements and strengthens our infusion therapy offering, providing a superior portfolio for the US market



¹ Total Cost of Ownership

Ivenix: Deal structure



Purchase price	US\$240 m upfront payment
Milestone payments	Further payments strictly tied to achievement of commercial and operating targets ¹
Sales	Currently in sales ramp-up phase - LVP and associated software solutions have successfully been launched in late 2021
Cash EPS²	Neutral in 2025 and accretive from 2026
Synergies	Mid double-digit € m before tax mid-term, progressive ramp-up
Cost of synergies	Low single-digit € m OPEX and mid single-digit € m CAPEX in the mid term
Closing	Expected by mid-2022

¹ Respective liability booked at time of closing; adjustments will be treated as special item in line with current practice for biosimilars milestone payments

² Earnings before amortization and integration costs

Attractive acquisitions: Accelerating strategic growth at Fresenius Kabi



**FRESENIUS
KABI**

caring for life

BROADEN BIOPHARMA



EXPAND ON MEDTECH

Financial Calendar / Contact



Financial Calendar

04 May 2022	Results Q1/22
13 May 2022	Annual General Meeting
02 August 2022	Results Q2/22
01 November 2022	Results Q3/22

Please note that these dates could be subject to change.



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