



Analyst Conference Call – H1/11 Results

August 2, 2011



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, and the availability of financing. Fresenius does not undertake any responsibility to update the forward-looking statements contained in this presentation.

Fresenius Group: Financial Results

	Sales	EBIT	Net income¹
H1/11	€8,004 m	€1,207 m	€363 m
Growth at constant currency rates	6%	11%	22%
Growth at actual currency rates	4%	8%	20%

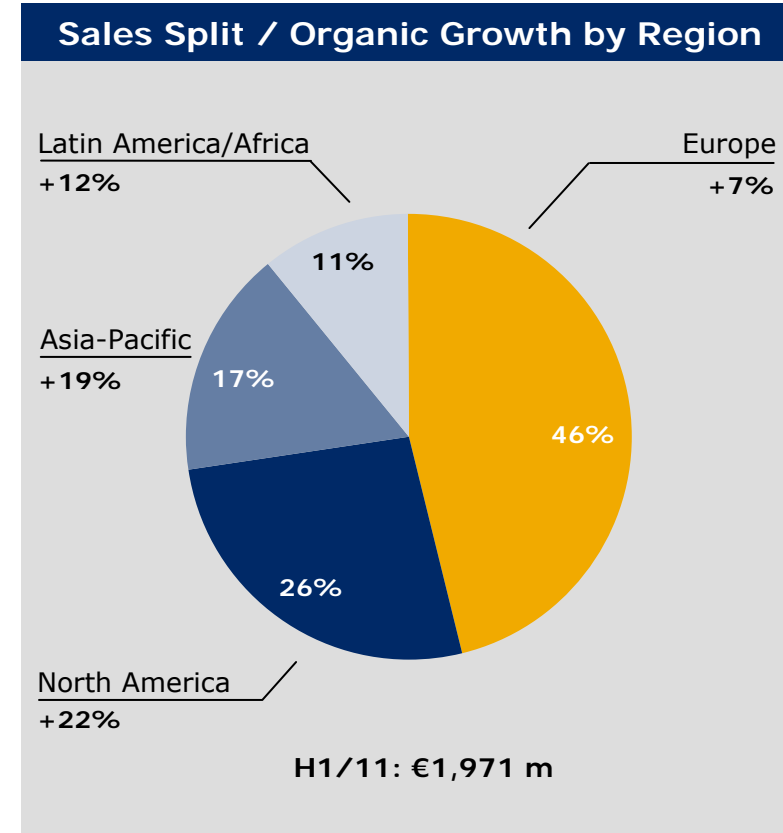
¹ Net income attributable to Fresenius SE & Co. KGaA and before special items due to MEB and CVR accounting

Fresenius Group: Financial Results by Business Segment

H1/11	Fresenius Medical Care	Fresenius Kabi	Fresenius Helios	Fresenius Vamed
Sales Growth	US\$6,230 m 7%	€1,971 m 13%	€1,293 m 6%	€313 m -7%
EBIT Growth	US\$955 m 7%	€411 m 18%	€123 m 12%	€12 m -20%

Fresenius Kabi: Update H1/11

- Excellent organic sales growth of 13%;
100 bps EBIT margin increase to 20.9%
- 16% organic sales growth in Emerging Markets
 - representing 28% of total Kabi sales
 - China – 20% growth, mainly attributable to parenteral nutrition
- 22% organic sales growth in North America
(Q2: 11%) driven by new products and continued drug shortages
- FY/11 8% organic sales outlook within 7 – 10%
mid-term guidance range, H2/11 yoy growth
expected at low to mid single-digit rates



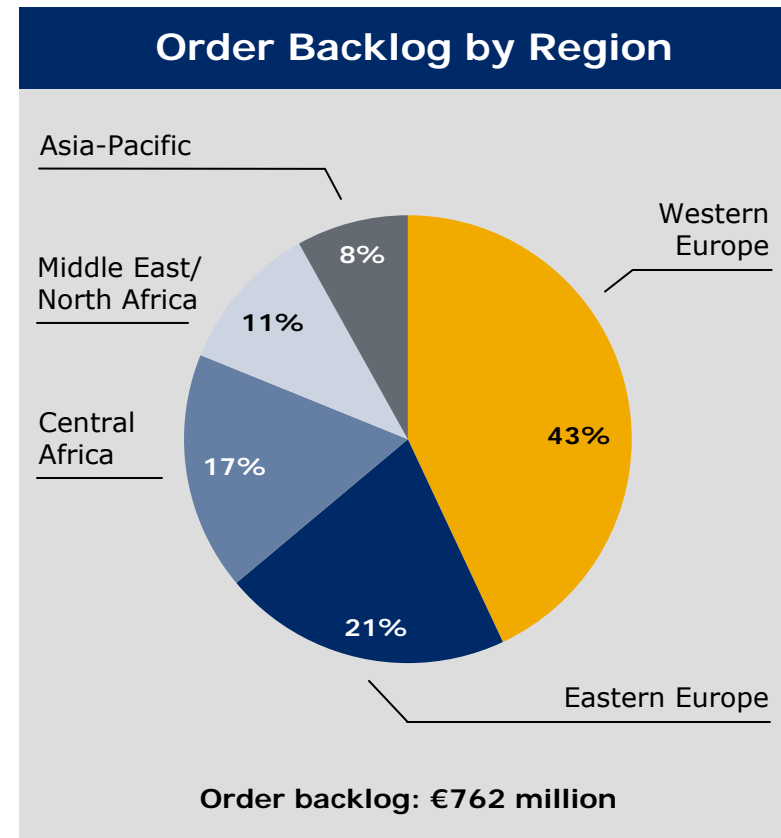
Fresenius Helios: Update H1/11

- 4% organic sales growth fully in line with guidance; 50 bps EBIT margin increase to 9.5%
- Further revival of hospital privatization activity – ~15 projects YTD pending/concluded
 - Includes 4 larger projects (€100 – 200 million revenue each)
 - Rottweil hospital consolidated as of July 1
- Excellent progress at Krefeld hospital
 - 6% admission CAGR 08–10
 - Construction phase I (654-bed building) completed on schedule; total investment of €180 million (2008 to 2014)



Fresenius Vamed: Update H1/11

- H1/11 sales and EBIT on track, but negative growth rates due to Ukraine project in H1/10
- Full-year 2011 sales and EBIT growth guidance revised – Middle East/North Africa unrest leading to project delays in H2/11
- Continued sales/earnings growth opportunities following the temporary project delays
 - €164 million order intake in H1/11
 - Expect significant increase in order intake in H2/11



Fresenius Biotech: Update H1/11

Removab:

- 29% sales growth to €1.8 million
- Launched in Austria, France, Germany, Scandinavia, UK; obtained reimbursement approval in Italy in July
- Three-hour vs. six-hour infusion recommended by CHMP¹ – facilitates use in out-patient setting
- 1-year survival rate – fourfold in Removab-treated patients vs. control group (11.4% vs. 2.6%)²; CHMP recommendation allows marketing of survival data

ATG:

- 9% sales growth to €12.8 million
- First company in Germany with approval in stem cell transplantation; received approval in Austria in June

EBIT outlook 2011 of -€30 million confirmed



¹ CHMP (EMA's Committee for Medicinal Products for Human Use); ² Follow-up results for the pivotal study Removab (catumaxomab) – trifunctional antibody; ATG Fresenius S – immunosuppressive agent

Group Financials H1/11 – Outlook 2011



Fresenius Group: Profit and Loss Statement

€m	Q2/11	H1/11	Growth at constant rates	
			Q2/11	H1/11
Sales	4,042	8,004	6%	6%
EBIT	632	1,207	8%	11%
Net interest	-141	-276	-10%	-1%
Income taxes	-153	-288	-9%	-11%
Net income ¹	193	363	10%	22%

¹ Net income attributable to Fresenius SE & Co. KGaA and before special items due to MEB and CVR accounting

Fresenius Kabi: Excellent EBIT Growth

€m	H1/11	H1/10	Growth
Europe Margin	191 21.0%	178 21.3%	7%
North America Margin	200 38.5%	138 31.0%	45%
Asia-Pacific/Latin America/Africa Margin	104 19.2%	81 17.5%	28%
Corporate and Corporate R&D	-84	-50	-68%
Total EBIT Margin	411 20.9%	347 19.9%	18%

Fresenius Helios: Excellent Sales and EBIT Growth

€m	H1/11	H1/10	Growth
Total sales	1,293	1,223	6%
EBIT			
Established clinic portfolio	124	110	13%
Margin	9.7%	9.0%	
Acquisitions (consolidation < 1 yr)	-1	0	
Total EBIT	123	110	12%
Margin	9.5%	9.0%	






Fresenius Vamed: Sales and EBIT in Line with Expectations

€m	H1/11	H1/10	Growth
Project business	202	230	-12%
Service business	111	108	3%
Total sales	313	338	-7%
Total EBIT	12	15	-20%
Margin	3.8%	4.4%	
Order intake¹	164	328	-50%
Order backlog¹	762	801²	-5%

¹ Project business only

² Dec 31, 2010

Cash Flow Development

€m	Operating CF		Capex (net)		Free Cash Flow ¹	
	Q2/11	LTM Margin	Q2/11	LTM Margin	Q2/11	LTM Margin
	138	15.0%	(36)	(4.7%)	102	10.3%
	53	11.5%	(22)	(4.5%)	31	7.0% ³
	-19	2.8%	(1)	(1.0%)	-20	1.7%
Corporate/ Other	-19	n/a	(5)	n/a	-24	n/a
 excl. FMC	153	12.8% ²	(64)	(4.5%)	89	8.3% ²
 Group	372	10.8%	(145)	(4.3%)	227	6.5%

¹ Before Acquisitions and Dividends

² Incl. FMC dividend

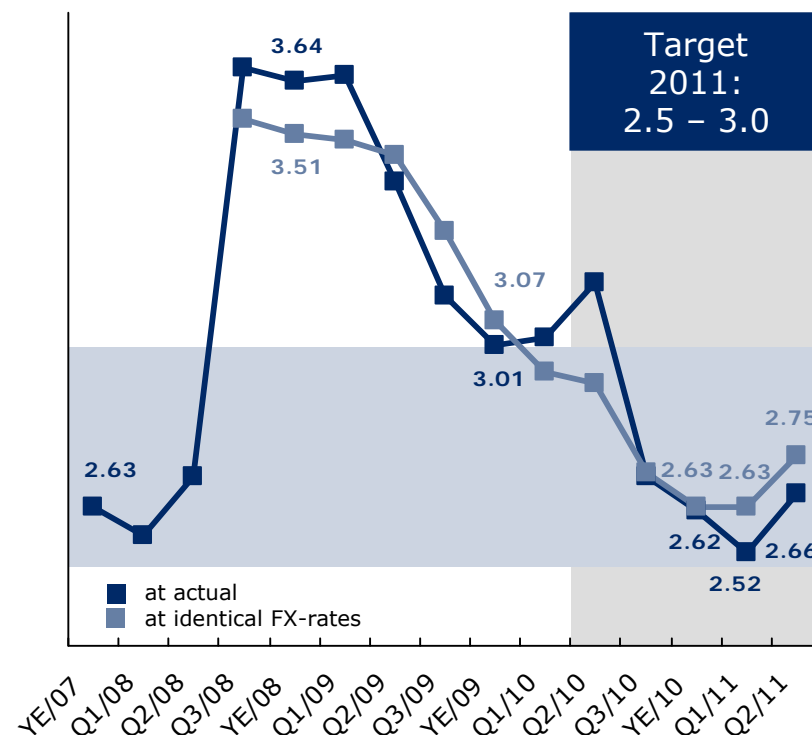
³ Understated: 9.3% excluding €58 million of capex commitments from acquisitions

Margin = in % of sales

Fresenius Group: Debt and Interest Ratios

	Jun 30, 2011	Dec 31, 2010
Debt (€m) thereof 56% US\$ denominated	9,012	8,784
Net debt (€m)	8,404	8,015
Net debt/EBITDA	2.66	2.62
EBITDA/Interest	5.5	5.4

Net debt/EBITDA



Debt excludes Mandatory Exchangeable Bonds

Fresenius Group: 2011 Outlook by Business Segment

		Previous	New	
Fresenius Kabi	Sales growth	>5% organic	~8% organic	↑ ↑
	EBIT margin	19 – 20%	~20%	
Fresenius Helios	Sales growth	3 – 5% organic		✓ ↑
	EBIT	€250 – <u>260</u> m	~€260 m	
Fresenius Vamed	Sales growth	5 – 10%	0 – 5%	↓ ↓
	EBIT growth	5 – 10%	0 – 5%	
Fresenius Biotech	EBIT	~-€30 m		✓

"_" → upper half of range

Fresenius Group: 2011 Outlook Raised or Fully Confirmed

	Previous	New
Revenue growth at constant currency	7 – 8%	confirmed ✓
Net income growth ¹ at constant currency	12 – 16%	15 – 18% ↑
Capex	~5% of Group sales	confirmed ✓

¹ Net income attributable to Fresenius SE & Co. KGaA and before special items due to MEB and CVR accounting

Attachments



Special items

- Other financial result:

- CVR (Contingent Value Right): The trading price of the CVR was considered as fair redemption value. Changes of this value were recognized in the P&L.

On March 4, 2011, the CVRs have been delisted from the NASDAQ and the NASDAQ suspended trading in the CVRs effective the close of trading on that day.

Calculation since March 4, 2011: Δ between trading price of US\$0.04 at December 31, 2010 and value zero multiplied by 163.3 million CVRs = US\$6.7 million = €4.9 million.

- MEB (Mandatory Exchangeable Bond): Mark-to-market accounting based on the Black-Scholes valuation model reflecting FMC's share price. Any change in fair value is recognized in the P&L. Valuation changes will lead to gains or expenses until maturity. Maturity date will be August 14, 2011.






Fresenius Group: Overview – Calculation of Noncontrolling Interest

€m	H1/11	FY/10
Earnings before tax and noncontrolling interest	780	1,786
Taxes	-243	-581
Noncontrolling interest, thereof	-280	-583
Fresenius Medical Care net income not attributable to Fresenius (~65%)	-222	-476
Noncontrolling interest holders in Fresenius Medical Care (FY/2010: US\$87 m, H1/2011: US\$55 m according to Fresenius Medical Care's Financial Statements)	-38	-66
Noncontrolling interest holders in Fresenius Kabi (-€11 m), Fresenius Helios (-€7 m) and due to Fresenius Vamed's 23% external ownership (-€2 m)	-20	-41
Net income attributable to Fresenius SE & Co. KGaA	257	622

Fresenius Group: Cash Flow

€m	Q2/11	LTM Margin	Q2/10	LTM Margin	Growth YoY
Operating Cash Flow	372	10.8%	367	11.8%	1%
Capex (net)	-145	-4.3%	-190	-4.6%	24%
Free Cash Flow (before acquisitions and dividends)	227	6.5%	177	7.1%	28%
Acquisitions (net)	-597		-65		
Dividends	-288		-272		6%
Free Cash Flow (after acquisitions and dividends)	-658	-3.1%	-160	3.5%	

Cash Flow Development LTM

€m	Operating CF		Capex (net)		Free Cash Flow ¹	
	LTM H1/11	LTM Margin	LTM H1/11	LTM Margin	LTM H1/11	LTM Margin
	583	15.0%	(182)	(4.7%)	401	10.3%
	299	11.5%	(117)	(4.5%)	182	7.0% ³
	19	2.8%	(7)	(1.0%)	12	1.7%
Corporate/ Other	-39	n/a	(16)	n/a	-55	n/a
	862	12.8%²	(322)	(4.5%)	540	8.3%²
	1,756	10.8%	(705)	(4.3%)	1,051	6.5%

¹ Before Acquisitions and Dividends

² Incl. FMC dividend

³ Understated: 9.3% excluding €58 million of Capex commitments from acquisitions

Margin = in % of sales

Fresenius Kabi: Strong Organic Sales Growth

€m	H1/11	H1/10	Organic Growth
Infusion Therapy	443	412	5%
I.V. Drugs	732	607	24%
Clinical Nutrition	560	512	9%
Medical Devices/ Transfusion Technology	236	214	9%
Total sales	1,971	1,745	13%

Fresenius Kabi: Strong Organic Sales Growth

€m	H1/11	H1/10	Organic Growth
Europe	909	836	7%
North America	519	445	22%
Asia-Pacific	332	279	19%
Latin America/Africa	211	185	12%
Total sales	1,971	1,745	13%

Fresenius Helios: Strong Organic Sales Growth

€m	H1/11	H1/10	Growth
Established clinic portfolio	1,276	1,223	4%
Acquisitions (consolidation < 1 yr)	17		
Divestitures (deconsolidation < 1 yr)		0	
Total sales	1,293	1,223	6%

Fresenius Helios: Performance Indicators

	H1/11	H1/10	Change
No. of hospitals¹	63	62	2%
- Acute care clinics	43	42	2%
- Post-acute care clinics	20	20	0%
No. of beds¹	18,904	18,564	2%
- Acute care clinics	15,437	15,097	2%
- Post-acute care clinics	3,467	3,467	0%
Admissions²			
- Acute care (inpatient)	314,724	302,570	4%
Occupancy²			
- Post-acute care	79%	80%	
Average length of stay (days)²			
- Acute care	6.7	6.9	
- Post-acute care	29.6	29.9	

¹ Dec 31, 2010

² Clinics in Germany

Fresenius Helios: Sales Influence Hospital Acquisitions

Acquisitions

Annualized sales

Hospital Helmstedt,
Lower Saxony

~€32 m consolidated as of Jan 1, 2011

Acquisition as of July 1, 2011

Hospital Rottweil,
Baden-Wuerttemberg

~€31 m consolidated as of July 1, 2011

Fresenius Group: Key Figures According to IFRS

€m	H1/11 U.S. GAAP	H1/11 IFRS
Sales	8,004	8,004
EBIT	1,207	1,211
Net interest	-276	-276
Net income ¹	257	258
Net income ²	363	364
Operating Cash flow	650	654
Balance sheet total	23,909	24,088

¹ Net income attributable to Fresenius SE & Co. KGaA

² Net income attributable to Fresenius SE & Co. KGaA before special items due to MEB and CVR accounting

Financial Calendar

02.11.2011	Report on 1 st – 3 rd quarter 2011
21.02.2012	Report on Fiscal Year 2011
03.05.2012	Report on 1 st quarter 2012
11.05.2012	Annual General Meeting, Frankfurt/Main
01.08.2012	Report on 1 st half 2012
31.10.2012	Report on 1 st – 3 rd quarter 2012

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