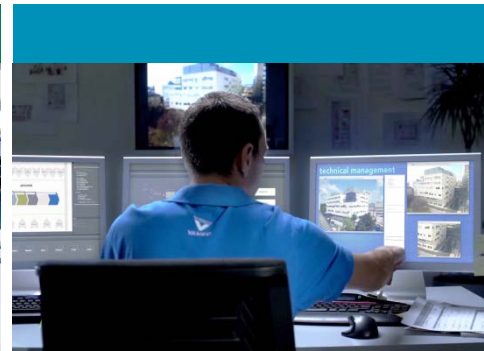
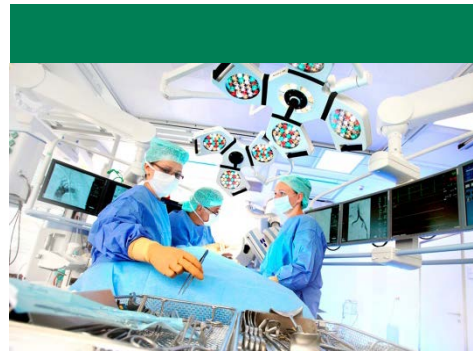
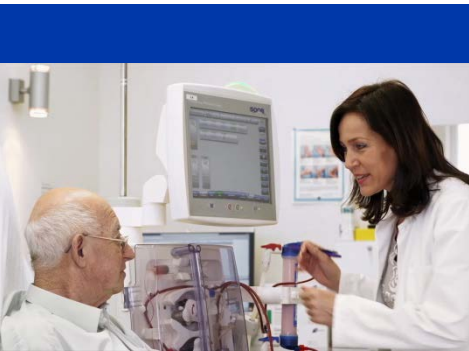


A LEADING GLOBAL HEALTH CARE GROUP



## 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.

A GLOBAL LEADER IN  
HEALTH CARE PRODUCTS AND SERVICES



~€27 bn in Sales  
(LTM Q3/15)

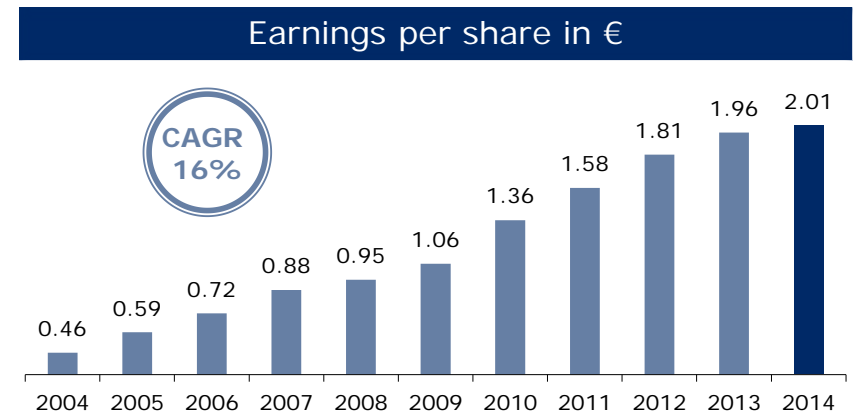
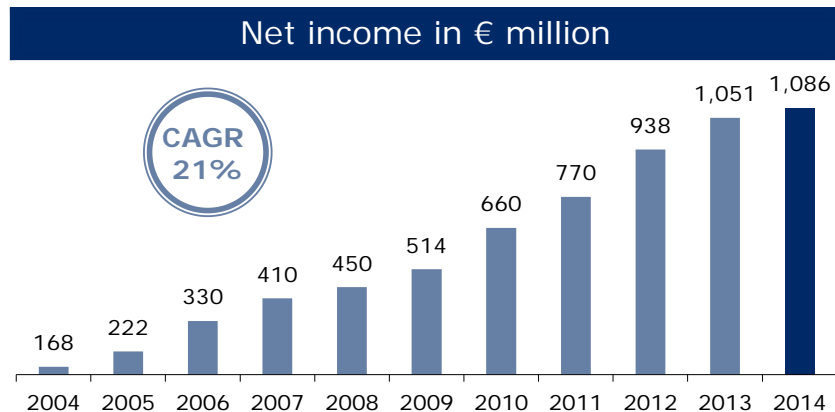
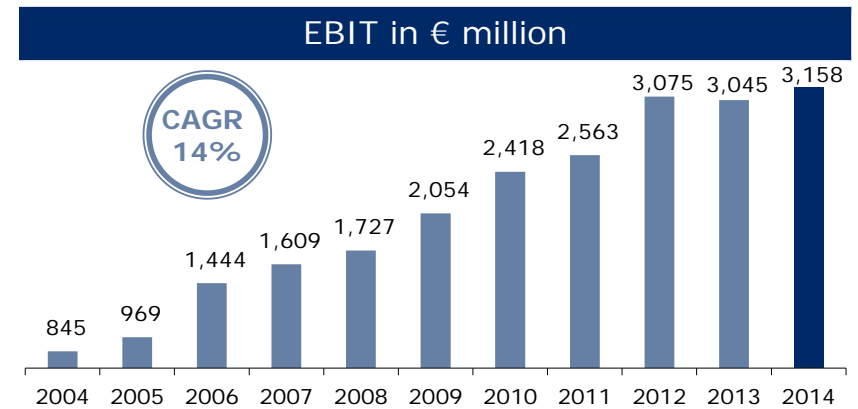
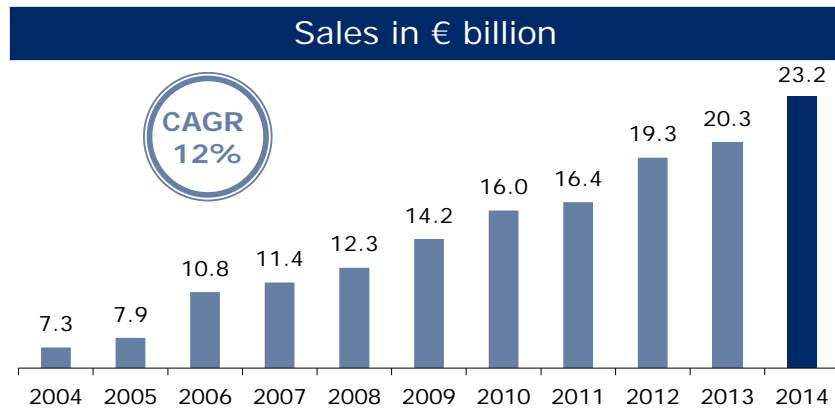
Global presence in  
100+ Countries

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

Total Shareholder Return:  
10-year CAGR: 20%

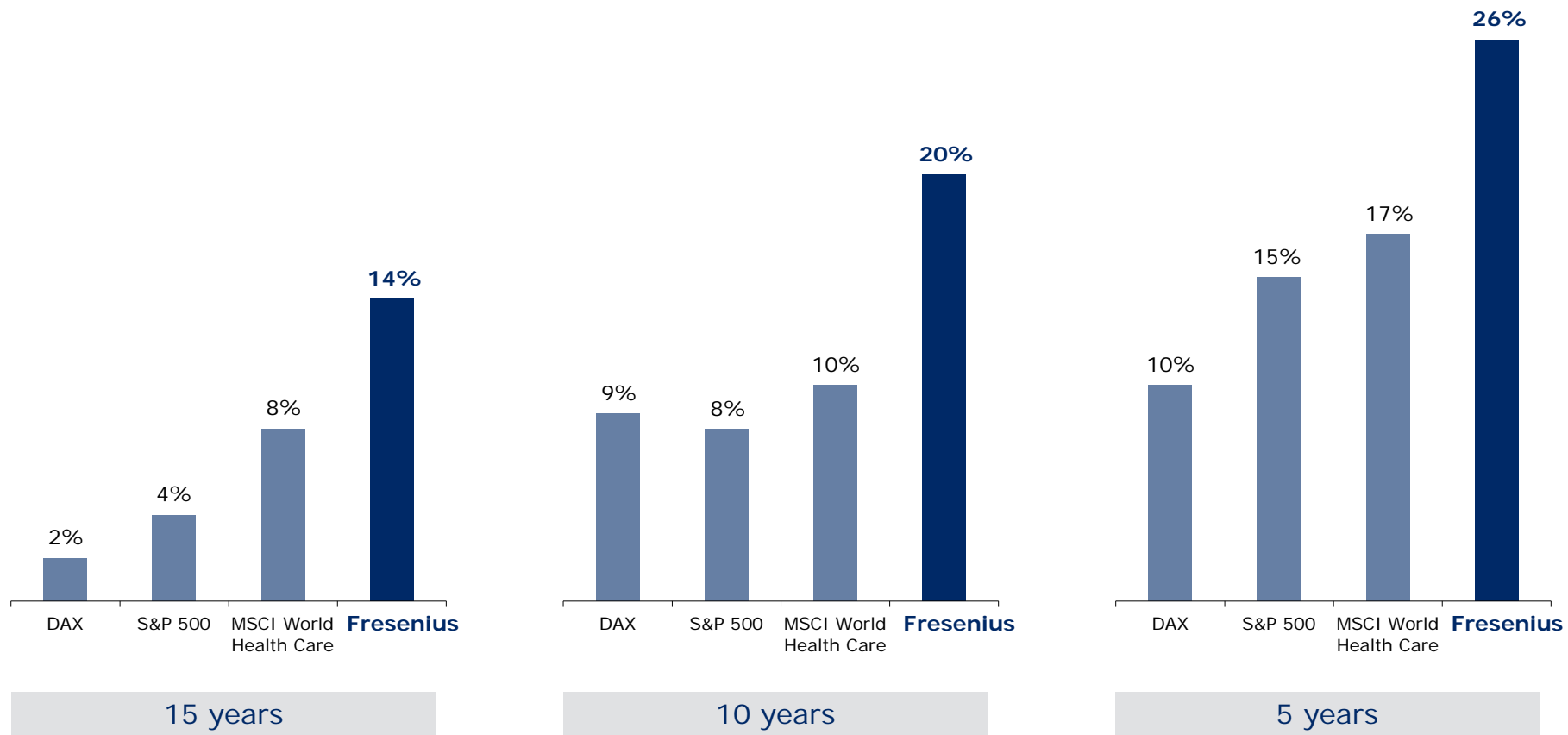
220,000+ employees  
worldwide  
(as of Sep 30, 2015)

## FINANCIAL RESULTS – AN EXCELLENT LONG-TERM TRACK RECORD



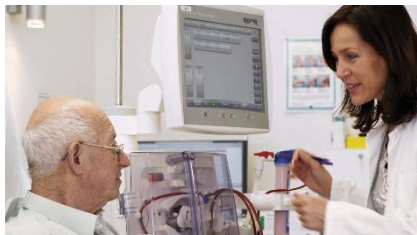
## TOTAL SHAREHOLDER RETURN

CAGR, ROUNDED



Source: Bloomberg; dividends reinvested

**STRONG, DIVERSIFIED  
PRODUCT AND SERVICE PORTFOLIO**



Ownership: 31%

Ownership: 100%

Ownership: 100%

Ownership: 77%

**Dialysis Products  
Healthcare Services**

**Hospital Supplies  
and Services**

**Hospital Operations**

**Hospital Projects  
and Services**

**Sales 2014: US\$15.8 bn**

**Sales 2014: €5.1 bn**

**Sales 2014: €5.2 bn**

**Sales 2014: €1.0 bn**

## FRESENIUS MEDICAL CARE: GLOBAL DIALYSIS MARKET LEADER

- The world's leading provider of dialysis products and services treating >290,000 patients in 3,400 clinics<sup>1</sup>
- Provide highest standard of product quality and patient care



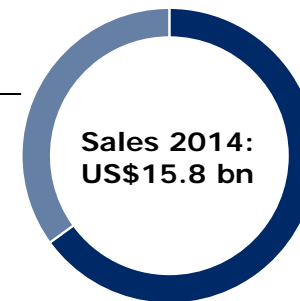
- Expansion in Care Coordination and global dialysis service opportunities; enter new geographies

### Market Dynamics

Global Dialysis Market 2014: ~US\$77 bn;  
~6% patient growth p.a.

Growth Drivers: Aging population, increasing incidence of diabetes and high blood pressure, treatment quality improvements

International  
34%



North America  
66%

<sup>1</sup> As of Sep 30, 2015

## 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

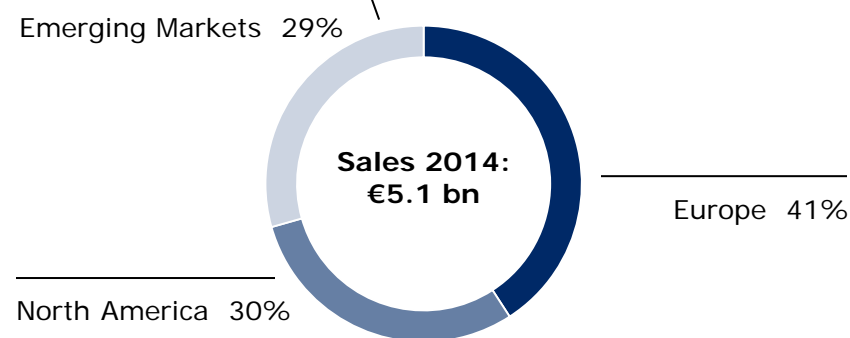


- Focus on organic growth through geographic product rollouts and new product launches

### Market Dynamics

Global Addressable Market 2014: >€29 bn

Growth Drivers: Patent expirations, rising demand for health care services, higher health care spending in Emerging Markets





## FRESENIUS HELIOS: LEADING GERMAN HOSPITAL OPERATOR

- ~6% share in German acute care hospital market
- Strong track record in hospital acquisitions and operations
- High-quality medical care, e.g., mortality rate for heart failure and pneumonia below German average
- Comprehensive healthcare services coverage



### Market Dynamics

German Acute Care Hospital Market: ~€87 bn<sup>1</sup>  
 Growth Drivers: Aging population leading to increasing hospital admissions, further market consolidation

Majority of population has access to a HELIOS hospital within one hour's drive<sup>1</sup>



111 hospitals  
 >34,000 beds  
 ~1.2 million inpatient admissions  
 ~3.3 million outpatient admissions

<sup>1</sup> German Federal Statistical Office 2014; total costs, gross of the German hospitals less academic research and teaching

<sup>1</sup> As of Sep 30, 2015

## FRESENIUS VAMED: LEADING GLOBAL HOSPITAL PROJECTS AND SERVICES SPECIALIST

- Manages hospital construction/expansion projects (54% of sales) and provides services (46% of sales) for health care facilities worldwide

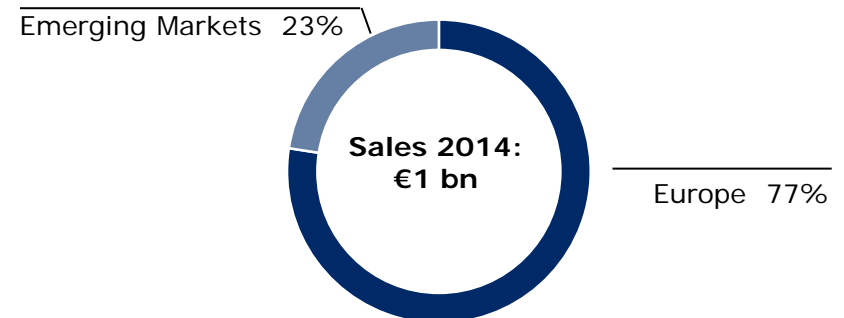


- Offers project development, planning, turnkey construction, maintenance as well as technical management, and total operational management
- Strong track record: More than 710 projects in 77 countries completed

### Market Dynamics

#### Growth Drivers:

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



## INVESTMENT HIGHLIGHTS

Diversified revenue and earnings base with four strong business segments

Superior shareholder returns

Leading positions in non-cyclical markets with reliable growth



Prudent financial management

Strong earnings development and cash flow generation

Promising future growth opportunities

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## SHARE INFORMATION

### Share key facts

Number of shares <sup>1</sup>	545,727,950
WKN / ISIN	578560 / DE0005785604
Ticker symbol	FRE
Bloomberg symbol	FRE GR
Reuters symbol	FREG.de

### ADR key facts

Ratio	4 ADRs = 1 ordinary share
ADR CUSIP / ISIN	35804M105 / US35804M1053
Ticker symbol	FSNUY
Exchange	OTCQX International Premier
Structure	Sponsored Level I ADR
Depository bank	Deutsche Bank

<sup>1</sup> As of December 31, 2015

## FINANCIAL CALENDAR 2016

24.02.2016	Report on FY 2015
03.05.2016	Report on 1 <sup>st</sup> quarter 2016
13.05.2016	Annual General Meeting, Frankfurt/Main
02.08.2016	Report on 2 <sup>nd</sup> quarter 2016
27.10.2016	Report on 3 <sup>rd</sup> quarter 2016

Please note that these dates could be subject to change.

## CONTACT

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