

**Progress on #FutureFresenius:
Operating Companies showing consistent performance,
Group simplification delivered**

Roadshow London, 3 August 2023

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.






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1 Business update

2 Financial review Q2/23

3 #FutureFresenius

H1/Q2: Strong performance and consistent progress with #FutureFresenius

-  **Strong operating performance for Kabi and Helios in H1/23**
-  **Group simplification delivered; VAMED turnaround underway**
-  **Structural productivity gains accelerating**
-  **Board streamlined in line with #FutureFresenius**
-  **Divestment processes for select non-core assets progressing well**



#FutureFresenius – focus on value creation

Strong Q2/23 at Operating Companies; VAMED restructuring underway

OPERATING COMPANIES



Revenue
€5.1bn

cc growth
+9%

EBIT
€575m

cc growth
+5%

- Strong top-line performance
- Cost savings program progressing ahead of schedule
- Both Kabi and Helios within structural margin band
- Combined EBIT margin at 11.3%

Core of #FutureFresenius plowing ahead

INVESTMENT COMPANY



Revenue
€0.5bn

EBIT
-€20m

- New Governance set up
- Redirection underway
- Re-focused on the 3 distinct assets

*Health
Facility
Operations
(HFO)*

*High End
Services
(HES)*

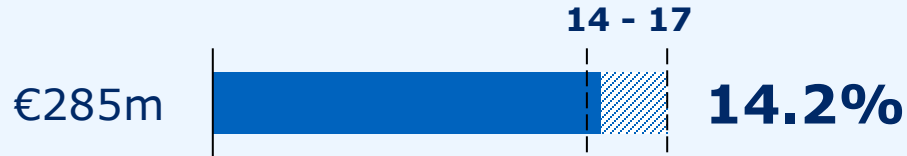
*Health Tech
Engineers
(HTE)*

Topline outlook ex-FMC improved; Kabi outlook upgraded at CMD

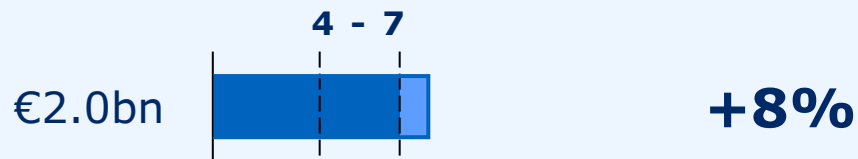
Operating Companies: Kabi and Helios delivering



**EBIT
(MARGIN)**



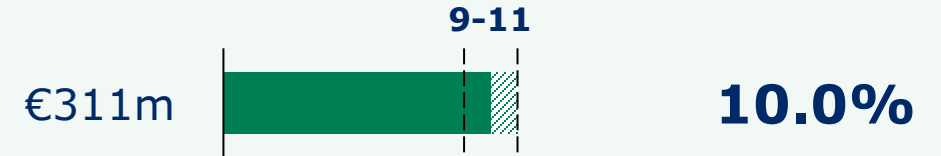
**REVENUE
(ORG.
GROWTH)**



**KEY
MESSAGES**

- Excellent organic revenue growth fueled by double-digit increases for total of Nutrition, MedTech and Biopharma
- EBITDA margin of 20% in Q2/23
- EBIT margin within margin band driven by operating performance and cost savings improvement

All growth rates in constant currency (cc) before special items



- Very strong organic revenue growth above growth band driven by double-digit increase of Helios Spain
- Excellent activity levels at Helios Spain
- Solid performance at Helios Germany
- EBIT margin in margin band

Major milestone reached - deconsolidation process well advanced



EGM approves legal form change



FSE stake with significant value accretion



FME operational turnaround progresses



Advancing patient care – expanding portfolio of specialized healthcare products

Recent highlights



Kabi's tocilizumab biosimilar receives **positive opinion** on **Marketing Authorization Application** for Europe

Fresenius Kabi launches its **biosimilar adalimumab Idacio** in the U.S.

Fresenius Kabi **expands critical care portfolio** by launching Vasopressin Injection, USP

EC has **approved** mAbxience's MB02 **bevacizumab*** from its Garín site in Europe

Advancing patient care – innovating across our healthcare services network

Recent highlights



New data by Quirónsalud in **NEJM Catalyst** on HOPE project for improving **patient experience & clinical outcomes** in oncology

Helios Duisburg opens new **state-of-the-art intracardiac catheter area** and laboratories

Helios launches an **employee assistance program (EAP+)** for psychosocial consulting

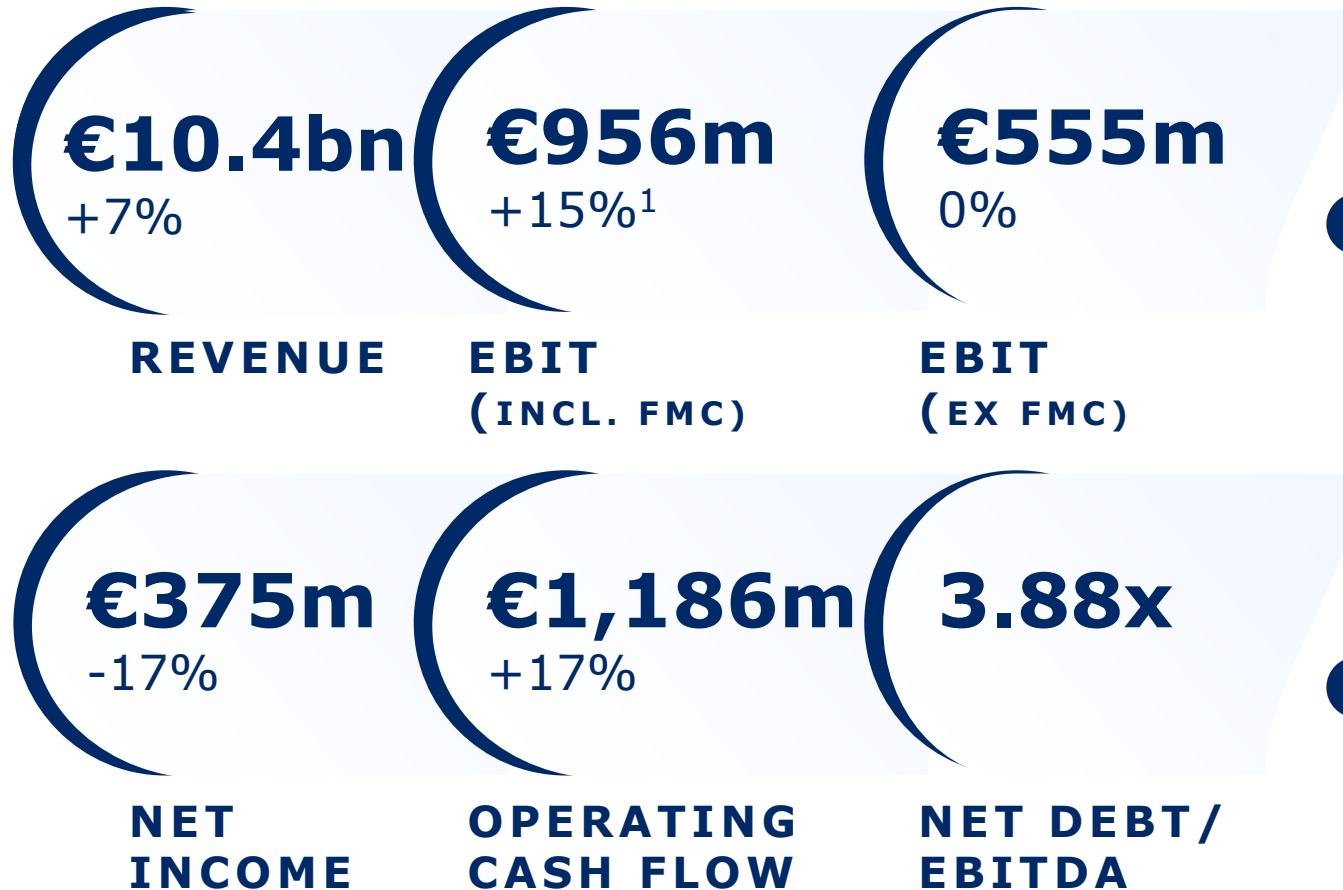
Quirónsalud presents **new Badalona hospital** with 35 medical specialties

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Q2/23 – Excellent performance by Operating Companies



- Excellent revenue growth of 7% in constant currency; Operating Companies showing 9% y-o-y growth
- EBIT growth reflects strong performance of Operating Companies and operational turnaround at FMC
- Vamed weighs on Group development

- Higher interest expense at -€184m (Q2/22: -€116m) due to rising interest rate environment
- Tax rate of 27.3% above the expected 24% to 25% corridor
- Healthy operating cash flow
- Leverage ratio of 3.88x above our target range of 3.0x to 3.5x; targeted divestments hold potential to reduce leverage

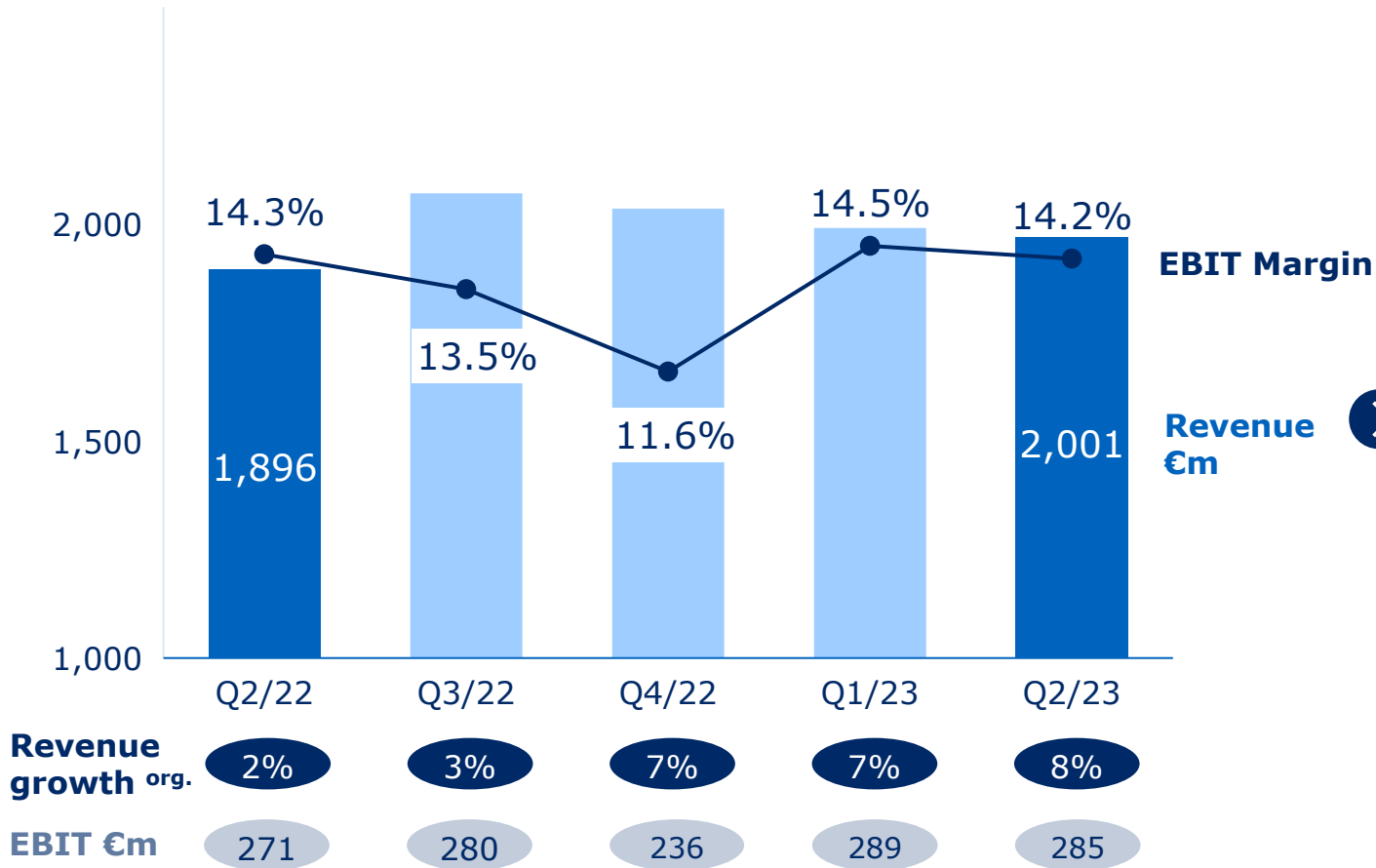
All P&L growth rates in constant currency (cc), before special items
Net income attributable to shareholders of Fresenius SE & Co. KGaA

¹ According to FY/23 guidance, excluding Provider Relief Fund (PRF) at Fresenius Medical Care

Fresenius Kabi posts strong growth momentum Q2/23 results



QUARTERLY FINANCIALS



Before special items

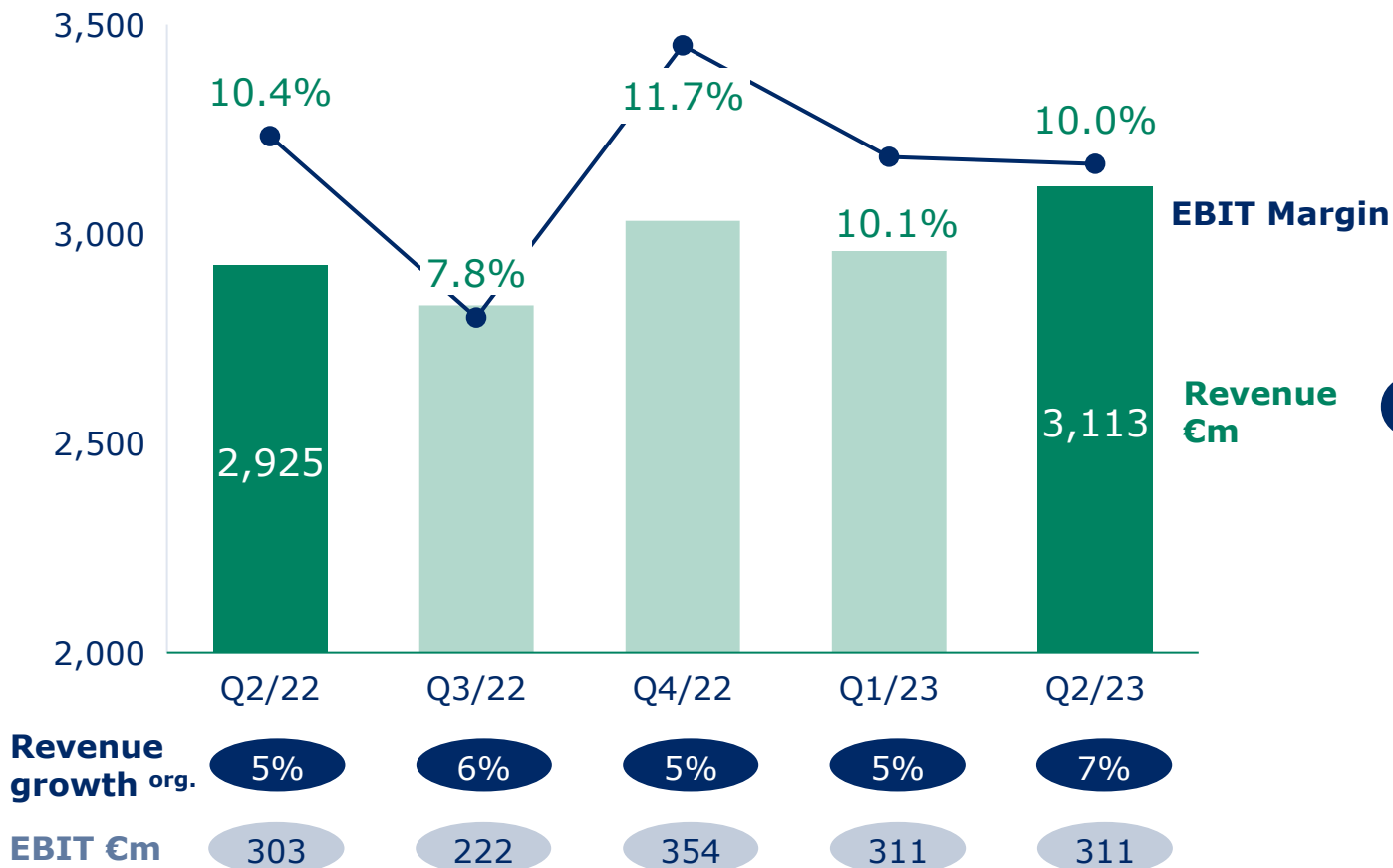
MAIN DEVELOPMENTS

- Strong organic revenue growth
- Nutrition, MedTech and Biopharma additive to Kabi growth rate
- Improving growth in Pharma
- EBIT margin remains above 14% and in line with CMD guidance
- Solid EBIT growth driven by both, Growth Vectors and Pharma
- Momentum on cost savings, mitigating ongoing inflationary cost pressures

Fresenius Helios delivering strong quarter Q2/23 results



QUARTERLY FINANCIALS



Before special items

MAIN DEVELOPMENTS

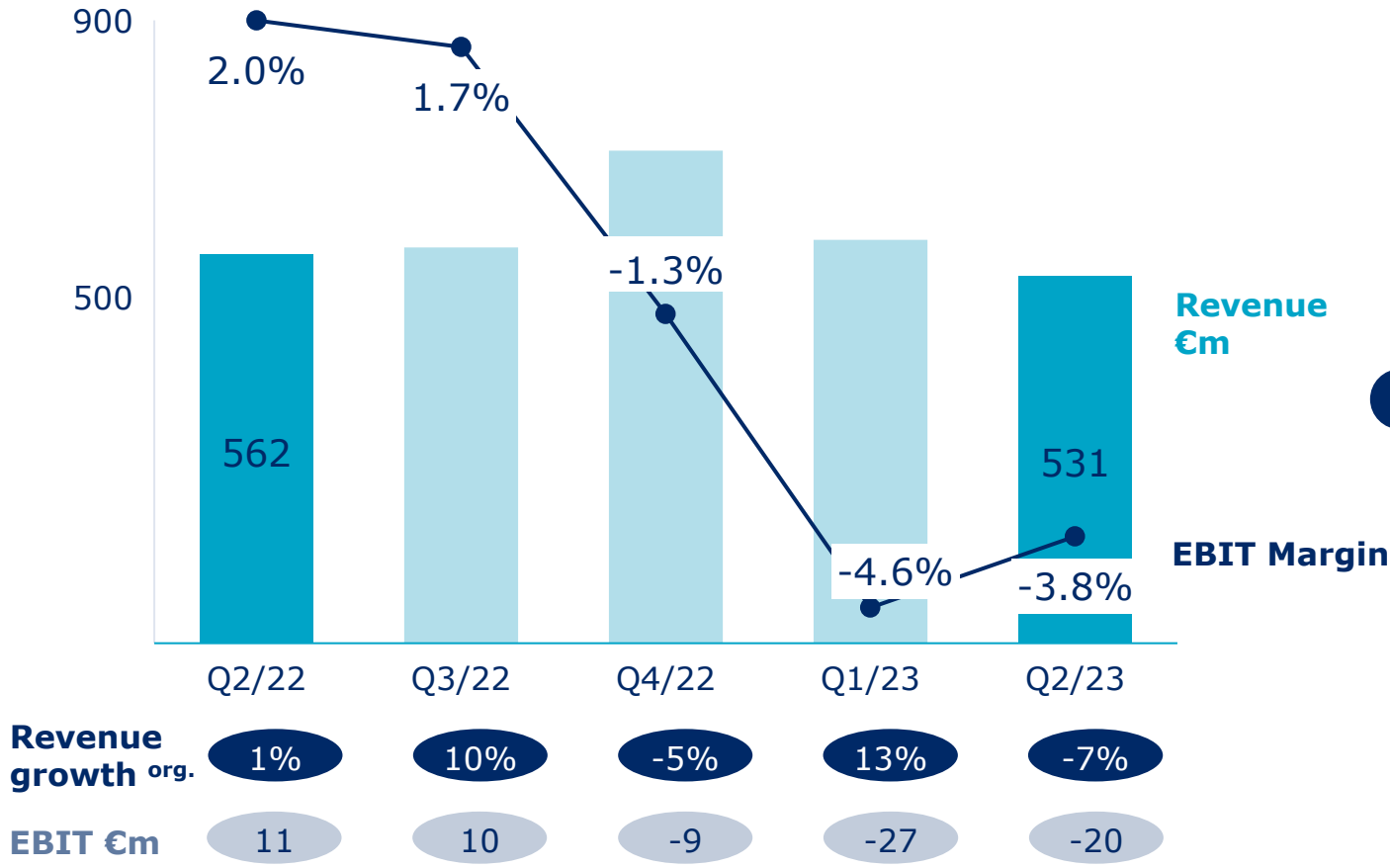
- Strong organic revenue growth mainly driven by excellent activity levels at Helios Spain as well as Fertility
- Helios Germany with solid top-line development supported by more complex treatments
- EBIT margin within structural margin band
- Inflationary headwinds mitigated by strong operating top-line performance and well progressing cost savings

Fresenius Vamed: Weak quarter – transformation underway

Q2/23 results



QUARTERLY FINANCIALS



Before special items

TRANSFORMATION OVERVIEW

- Comprehensive transformation and restructuring program including substantial adjustments to business model and volume
 - Re-dimensioning of activities and material reduction of risk profile in the project business.
 - Systematic withdrawal from main international markets outside Europe and non-core activities in the services business.
 - Comprehensive reassessment of the company's organization and risk culture.
- Special item of €332m booked in Q2 from terminating business activities (write-downs and provisions); predominantly non-cash
- Potential further special items of around €200 – 250m:
 - €60 – 80m restructuring costs with payback of up to 2 years
 - Charges for discontinued activities
 - Potential further asset re-evaluations
 - Predominantly non-cash (except for restructuring costs)

Major milestone achieved – positive EGM vote on change of Fresenius Medical Care’s legal form

	Incl. FMC	Excl. FMC
€m	Q2/23	Q2/23
Revenue	10,359	5,557
EBIT	956	555
EBIT margin	9.2%	10.0%
Financial result	-184	-104
Net income	375	375¹
ROIC	4.6%	5.0%
Net debt/ EBITDA	3.88x	4.19x
Operating cash flow	1,186	285

Before special items

¹ Including at equity result from FMC before potential effects of updated Purchase Price Allocation

**Approval of legal form change
on July 14**



Start of IFRS 5 Application

FMC will be represented in one single item line in FSE’s P&L and B/S from Q3/23 onwards

No one-time P&L revaluation effect due to the very strong share price performance of FMC over the recent months (market capitalization July 14: ~€14bn)



Registration in commercial register

Upon change of legal form at equity accounting is applied - could have P&L effects which are recognized as non-cash special items

2023



Operating cash flow solid in Q2/23

€m	Q2/23	Q2/22	Q2/23 LTM	Q2/22 LTM
OCF	1,186	1,017	4,441	4,093
% OCF Margin	11.4%	10.2%	10.7%	10.5%
Capex	-395	-436	-1,732	-1,899
Capex in % of revenue	-3.8%	-4.4%	-4.2%	-4.9%
% FCF before acquisitions and dividends	7.6%	5.8%	6.5%	5.6%
Acquisitions	10	-271	-508	-644
Dividends	-831	-701	-1,017	-909
FCF	-30	-391	1,184	641

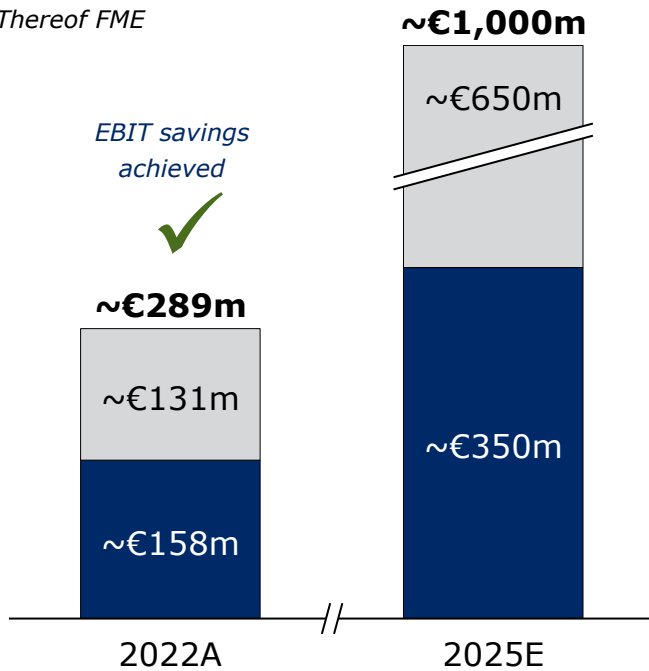
- Q2 OCF increased by 17% over prior year quarter
- Kabi and FMC with strong OCF performance
- Higher working capital weighs on Helios OCF
- Weak operating performance reflected in Vamed's OCF
- LTM OCF Margin at a healthy 10.7%
- CAPEX below FY/23 expectation of around 5%

Cost savings program progressing well

Planned until 2025

Cost savings – EBIT view

Thereof FME



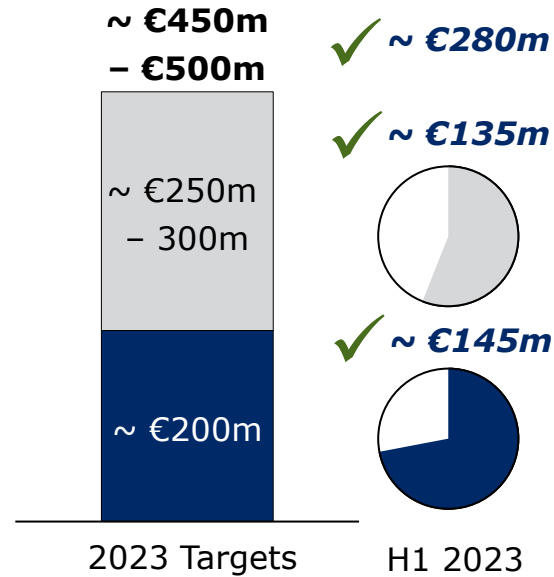
One-time Costs

~€700-750m between 2023-2025

Focus on 2023

Expected 2023

Delivered in H1



2/3 expected to occur in 2023

~€110m in H1

Cost savings program is fully on track to deliver on 2023 targets and beyond

~55% of full year 2023 EBIT savings realized during H1

FMC and Kabi as largest contributors to cost savings

~€110m of one-time costs in H1

Outlook for FY/23 presented in new format given progressing Group simplification

Fresenius Group

Revenue growth excluding FMC (organic):
Mid-single-digit growth

Top-line ex FMC improved

EBIT (cc growth) excluding FMC:
Broadly flat-to-mid-single-digit decline

Operating Companies



- **Mid-single-digit** organic revenue growth
- **Around 14%;** structural EBIT margin band of **14 – 17%**

upgraded at CMD



- **With adoption of IFRS 5 outlook is provided ex FMC**
- **Performance of FMC to be reflected in FSE's P&L below EBIT**



- **Mid-single-digit** organic revenue growth
- **Within** structural EBIT margin band of **9 – 11%**



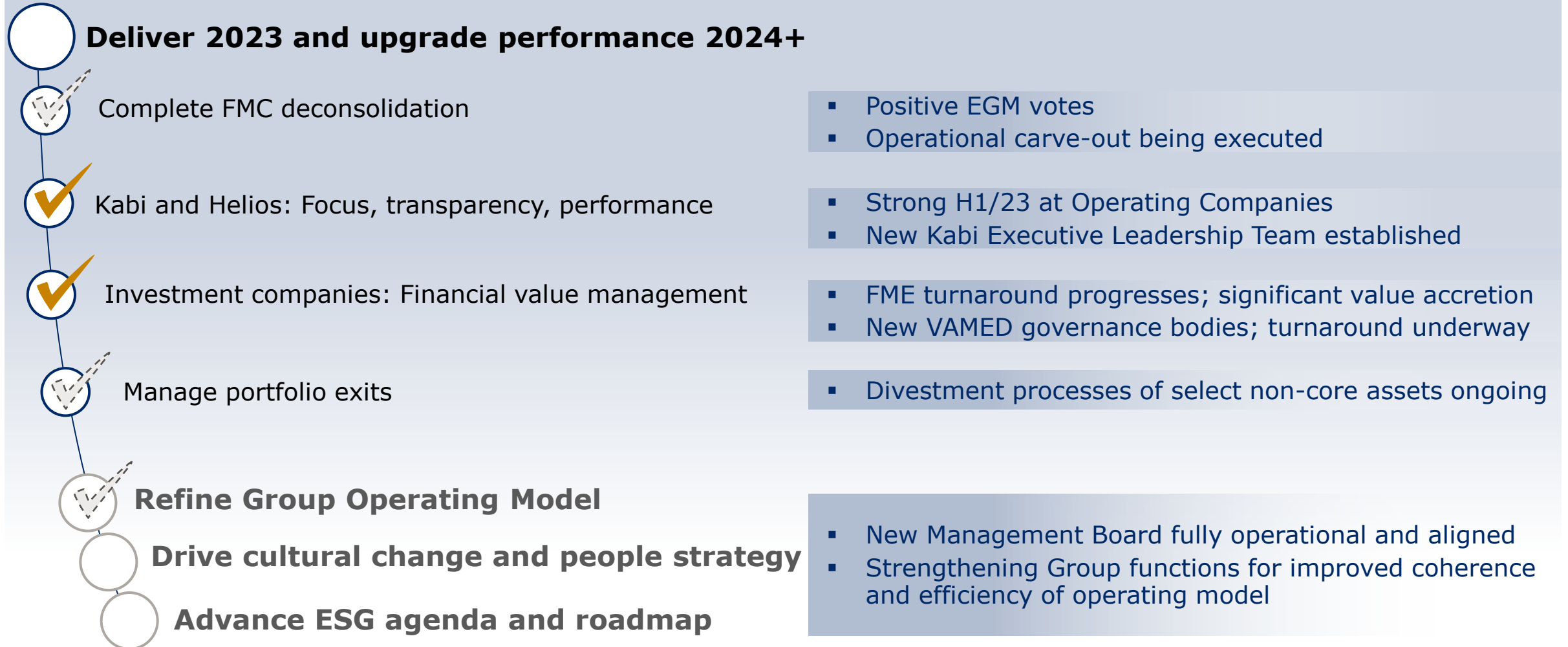
- **Low-to-mid-single-digit** organic revenue growth
- **Clearly below** structural EBIT margin band of **4 – 6%**

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#FutureFresenius – Driving value and performance



Appendix

FY/23 – Other financial KPIs for Fresenius Group excluding FMC

With adoption of IFRS 5 – Guidance to be provided ex FMC only:

H1/23 (ex FMC)		
Profitability	Interest expense	€191 m
	Tax rate	25.6%
Capital Allocation	CAPEX	4.1%
	CCR LTM	1.0
	ROIC	5.0%
	Leverage ratio	4.19x

Higher interest rates leading to increased interest expenses of €400 to €440m depending on refinancing activities

Between 25 to 26%

Around 5%

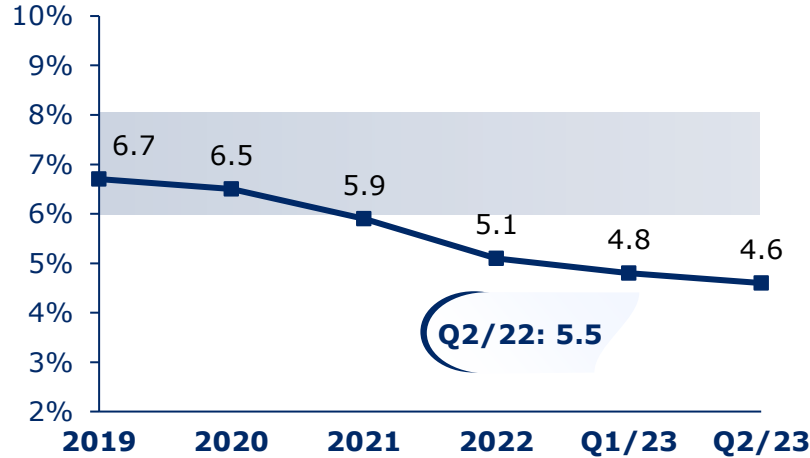
Slightly below 1

Around 5%

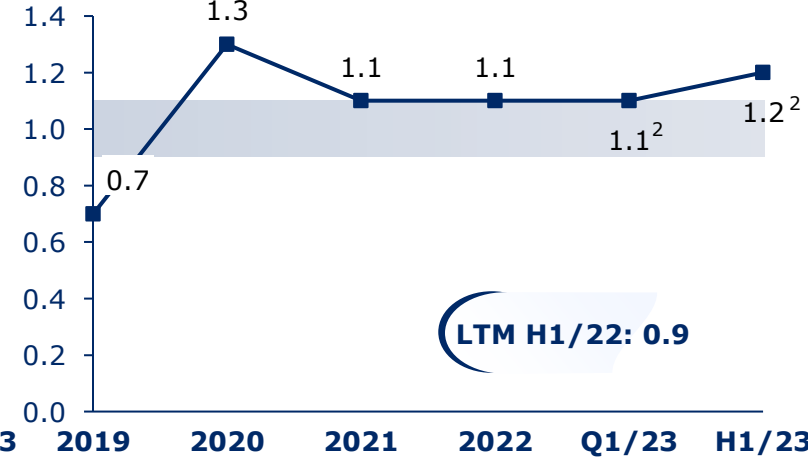
Below 4x

Capital efficiency and returns to be improved over next quarters

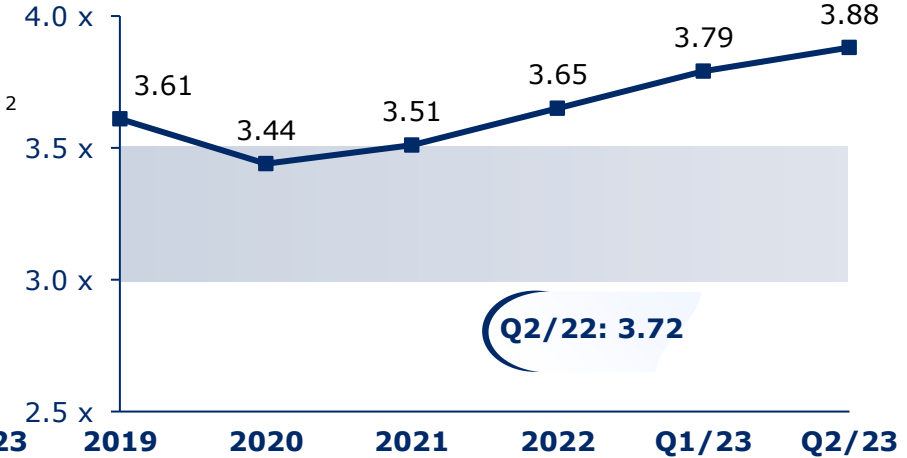
ROIC



CCR



NET DEBT/EBITDA¹



- Q2/23: ROIC below 6-8% target corridor
- Excluding FMC Q2/23 ROIC at 5.0%
- FY/23 is inflection point

- H1/23: CCR at 0.8x below FY expectation of around 1x due to CF phasing
- YoY improvement from H1/22 at 0.6x to H1/23 at 0.8x
- Increased focus on cash and cash return in the Group

- Strong commitment to 3.0 to 3.5x leverage corridor and investment grade rating
- Potential divestments hold potential to reduce leverage

¹ At LTM average exchange rates for both net debt and EBITDA; pro forma closed acquisitions/divestitures; before special items; after effects from assets held for sale at FME
² At LTM

Fresenius Kabi: Q2/23 & H1/23 Organic Revenue Growth by Product Group

€m	Q2/23	Δ YoY organic	H1/23	Δ YoY organic
<i>MedTech</i>	365	9%	744	9%
<i>Nutrition</i>	614	13%	1,216	11%
<i>Biopharma</i>	83	34%	153	44%
Growth Vectors¹	1,062	12%	2,113	11%
Pharma (IV Drugs & Fluids)	952	6%	1,892	5%
Total revenue	2,001	8%	3,992	8%

¹ consists of MedTech, Nutrition, Biopharma

Fresenius Kabi: Q2/23 & H1/23 EBIT(DA) development

€m	Q2/23	Δ YoY cc	H1/23	Δ YoY cc
Total EBITDA	400	6%	803	3%
Margin	20.0%	0 bps	20.1%	-60 bps
Growth Vectors ¹	88	12%	184	-5%
Margin	8.3%	-10 bps	8.7%	-140 bps
Pharma (IV Drugs & Fluids)	206	7%	403	5%
Margin	21.6%	+50 bps	21.3%	+50 bps
Corporate	-8	-128%	-13	-64%
Total EBIT	285	5%	574	1%
Margin	14.2%	-10 bps	14.4%	-70 bps

All figures before special items

Margin growth at actual rates

¹ consists of MedTech, Nutrition, Biopharma

For a detailed overview of special items and adjustments please see the reconciliation tables provided on our website <https://www.fresenius.com/financial-results>.

Fresenius Helios: Q2/23 & H1/23 Key Financials

€m	Q2/23	Δ YoY cc	H1/23	Δ YoY cc
Total revenue	3,113	7%¹	6,179	6%¹
Thereof Helios Germany	1,823	4% ¹	3,651	3% ¹
Thereof Helios Spain	1,223	12% ¹	2,393	10% ¹
Thereof Helios Fertility	68	11% ¹	134	14% ¹
Total EBIT	311	3%	622	3%
Margin	10.0%	-40 bps	10.1%	-30 bps
Thereof Helios Germany	154	0%	309	0%
Margin	8.4%	-40 bps	8.5%	-20 bps
Thereof Helios Spain	154	5%	311	5%
Margin	12.6%	-80 bps	13.0%	-70 bps
Thereof Helios Fertility	7	0%	11	0%
Margin	10.3%	-50 bps	8.2%	-80 bps
Thereof Corporate	-4	--	-9	--

¹ Organic growth

All figures before special items

For a detailed overview of special items and adjustments please see the reconciliation tables provided on our website <https://www.fresenius.com/financial-results>.

Fresenius Helios: Key Metrics

	H1/23	FY/22	Δ
Helios Germany			
Hospitals	87	87	0%
- Acute care hospitals	84	84	0%
Beds	30,110	30,352	-1%
- Acute care hospitals	29,544	29,786	-1%
Admissions	2,784,615	5,508,158	
- patients treated in hospital	566,798	1,079,776	
- patients treated as outpatient	2,217,817	4,423,482	
Helios Spain (incl. Latin America)			
Hospitals	58	58	0%
Beds	8,267	8,259	0%
Admissions (including outpatients)	10,431,629	18,853,264	
- patients treated in hospital	591,341	1,067,410	
- patients treated as outpatient	9,840,288	17,785,854	

Fresenius Vamed: Q2/23 & H1/23 Key Financials

€m	Q2/23	Δ YoY cc	H1/23	Δ YoY cc
Total revenue	531	-6%	1,114	3%
Thereof organic revenue		-7%		3%
Project business	88	-39%	235	-7%
Service business	443	5%	879	6%
Total EBIT¹	-20	--	-47	--
Order intake ²	179	-29%	222	-57%
Order backlog ²			3,280 ³	-12% ⁴

¹ Before special items

² Project business only

³ Thereof conditionally agreed order backlog €1,017 million

⁴ Versus December 31, 2022

Fresenius Group: Calculation of Noncontrolling Interests

€m	H1/23	H1/22
Earnings before tax and noncontrolling interests	1,510	1,768
Taxes	-395	-404
Noncontrolling interests, thereof	-351	-451
Fresenius Medical Care net income not attributable to Fresenius (FY/22: ~68%)	-223	-292
Noncontrolling interest holders in Fresenius Medical Care	-103	-112
Noncontrolling interest holders in Fresenius Kabi (-€28 m), Fresenius Helios (-€11 m), Fresenius Vamed (-€1 m) and due to Fresenius Vamed's 23% external ownership (+€15 m)	-25	-47
Net income attributable to Fresenius SE & Co. KGaA	764	913

Before special items

For a detailed overview of special items and adjustments please see the reconciliation tables provided on our website <https://www.fresenius.com/financial-results>.







Fresenius Group: Cash Flow

€m	Q2/23	Q2/23 LTM	LTM Margin	Δ YoY
Operating Cash Flow	1,186	4,441	10.7%	17%
Capex (net)	-395	-1,732	-4.2%	9%
Free Cash Flow (before acquisitions and dividends)	791	2,709	6.5%	36%
Acquisitions (net)	10	-508		
Dividends	-831	-1,017		
Free Cash Flow (after acquisitions and dividends)	-30	1,184	2.8%	92%

Fresenius Group: Reconciliation adjusted Free Cash Flow for CCR

€m	Q2/23	Q2/22	H1/23	H1/22
Operating Cash Flow	1,186	1,017	1,361	1,118
Capex (net)	-395	-436	-747	-792
Free Cash Flow	791	581	614	326
(before acquisitions and dividends)				
Special items (net income before minorities)	-6	+119	+85	+201
Interests (before special items)	+184	+116	+354	+235
Taxes (before special items)	+211	+204	+395	+404
Adjusted Free Cash Flow for CCR	1,180	1,020	1,448	1,166







Cash Flow development Q2/23

€m	Operating Cash Flow				Capex (net)				Free Cash Flow ¹			
	Q2/23	Q2/22	Q2/23 Margin	Q2/22 Margin	Q2/23	Q2/22	Q2/23 Margin	Q2/22 Margin	Q2/23	Q2/22	Q2/23 Margin	Q2/22 Margin
 FRESENIUS KABI	180	109	9.0%	5.7%	-83	-110	-4.2%	-5.8%	97	-1	4.8%	-0.1%
 FRESENIUS HELIOS	61	194	2.0%	6.6%	-125	-146	-4.1%	-5.0%	-64	48	-2.1%	1.6%
 FRESENIUS MEDICAL CARE	1,007	751	20.9%	15.8%	-155	-169	-3.2%	-3.6%	852	582	17.7%	12.2%
 FRESENIUS VAMED	2	7	0.4%	1.2%	-25	-9	-4.7%	-1.6%	-23	-2	-4.3%	-0.4%
Corporate/Other	-64	-44	n.a.	n.a.	-7	-2	n.a.	n.a.	-71	-46	n.a.	n.a.
 FRESENIUS Excl. FMC ²	285	393	5.1%	7.4%	-240	-267	-4.3%	-5.0%	45	126	0.8%	2.4%
 FRESENIUS	1,186	1,017	11.4%	10.2%	-395	-436	-3.8%	-4.4%	791	581	7.6%	5.8%

¹ Before acquisitions and dividends

² Including FMC dividends

Cash Flow development Q2/23 LTM

€m	Operating Cash Flow				Capex (net)				Free Cash Flow ¹			
	Q2/23 LTM	Q2/22 LTM	Q2/23 Margin	Q2/22 Margin	Q2/23 LTM	Q2/22 LTM	Q2/23 Margin	Q2/22 Margin	Q2/23 LTM	Q2/22 LTM	Q2/23 Margin	Q2/22 Margin
 FRESENIUS KABI	800	970	9.9%	13.1%	-480	-502	-5.9%	-6.8%	320	468	4.0%	6.3%
 FRESENIUS HELIOS	1,478	824	12.3%	7.3%	-537	-574	-4.5%	-5.1%	941	250	7.8%	2.2%
 FRESENIUS MEDICAL CARE	2,407	2,270	12.3%	12.3%	-654	-778	-3.4%	-4.2%	1,753	1,492	8.9%	8.1%
 FRESENIUS VAMED	-72	99	-3.0%	4.2%	-20	-50	-0.8%	-2.1%	-92	49	-3.8%	2.1%
Corporate/Other	-172	-70	n.a.	n.a.	-41	5	n.a.	n.a.	-213	-65	n.a.	n.a.
 FRESENIUS Excl. FMC ²	2,140	1,950	9.7%	9.4%	-1,078	-1,121	-4.9%	-5.4%	1,062	829	4.8%	4.0%
 FRESENIUS	4,441	4,093	10.7%	10.5%	-1,732	-1,899	-4.2%	-4.9%	2,709	2,194	6.5%	5.6%

¹ Before acquisitions and dividends

² Including FMC dividends

Revenue by Business Segment – FX, Acquisitions/Divestitures Effects Q2/23

€m	Q2/23	Q2/22	Growth at actual rates	Currency translation effects	Growth at constant rates	Organic growth	Acquisitions	Divestitures/Others
Fresenius Kabi	2,001	1,896	6%	-5%	11%	8%	3%	0%
Fresenius Helios	3,113	2,925	6%	-1%	7%	7%	0%	0%
Fresenius Medical Care	4,825	4,757	1%	-5%	6%	6%	0%	0%
Fresenius Vamed	531	562	-6%	0%	-6%	-7%	1%	0%
Total	10,359	10,018	3%	-4%	7%	6%	1%	0%

Revenue by Business Segment – FX, Acquisitions/Divestitures Effects H1/23

€m	H1/23	H1/22	Growth at actual rates	Currency translation effects	Growth at constant rates	Organic growth	Acquisitions	Divestitures/Others
Fresenius Kabi	3,992	3,743	7%	-3%	10%	8%	2%	0%
Fresenius Helios	6,179	5,856	6%	0%	6%	6%	0%	0%
Fresenius Medical Care	9,529	9,305	2%	-2%	4%	4%	0%	0%
Fresenius Vamed	1,114	1,075	4%	1%	3%	3%	0%	0%
Total	20,584	19,738	4%	-2%	6%	5%	1%	0%

Financial Calendar / Contact

Financial Calendar

02 November 2023

Results Q3/23

Please note that these dates could be subject to change.

Contact

Investor Relations
Fresenius SE & Co. KGaA
phone: +49 6172 608-2485
e-mail: ir-fre@fresenius.com

Social Media

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