

#FutureFresenius: Simplification and focus drives sustained performance

Delivering continued momentum in Q3/24; upgrading FY/24 outlook

Safe Harbor Statement

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Q3/24

Continued momentum and sustained performance



Further deleveraging based on excellent cash flow; leverage target ratio under review



Strong top-line: 9% organic revenue growth



Ongoing momentum at Biopharma: Delivering positive EBIT in Q3/24



Structural productivity target for FY/24 already achieved YTD



Strong bottom-line traction: High single-digit EBIT and EPS growth in Q3/24



Outlook upgraded

#Future Fresenius

Before special items; at constant currency

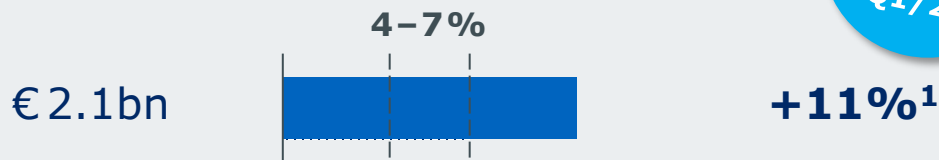
Q3/24

Kabi and Helios above structural growth band

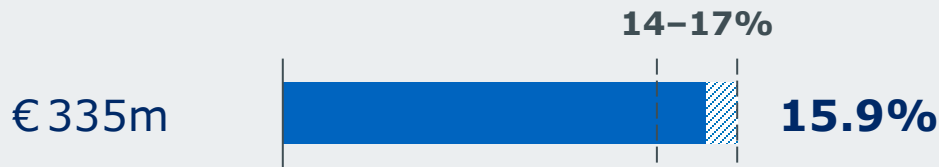
Fresenius Kabi

FY/24 outlook upgraded Q1/24

Revenue
(Org. Growth)



EBIT
(Margin)

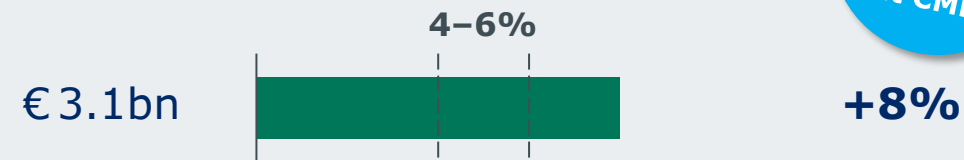


Key Messages

- **Growth Vectors** posting **16% organic revenue growth**; yet again in structural margin band with **EBIT margin of 14.5%**
- EBITDA margin of **21.8% in Q3/24**
- EBIT margin improved by 160 bps YoY driven by **Growth Vectors** and **EBIT-positive Biopharma**

Fresenius Helios

FY/24 outlook upgraded at CMD



- **Strong organic revenue growth** above **top-end** of structural growth band
- **EBIT margin solid** despite usual seasonality
- Strong YoY **EBIT growth** of 6% cc

Before special items

¹ Organic growth rate adjusted for accounting effects related to Argentina hyperinflation

Kabi: Growth Vector momentum continues

Biopharma

Q3/24 Revenue
€177m

+66%
yoy¹

- FDA and EMA approval for **Ustekinumab biosimilar**
- **mAbxience** and Teva announced second strategic global license agreement
- Evio announced **direct purchase agreement** with Kabi for Adalimumab

MedTech

Q3/24 Revenue
€384m

+7%
yoy¹

- Contract with SSM Health for Ivenix Infusion System with over **6,500 pumps**
- Development agreement with Cellular Origins for scalable automation of manufacturing of **cell and gene therapies**

Nutrition

Q3/24 Revenue
€597m

+11%
yoy¹

- Launch of **Peditrace Novum** in Europe, our pediatric trace element solution
- **China:** First sales of products under "Enteral Food" regulation produced in local Wuxi plant

Pharma

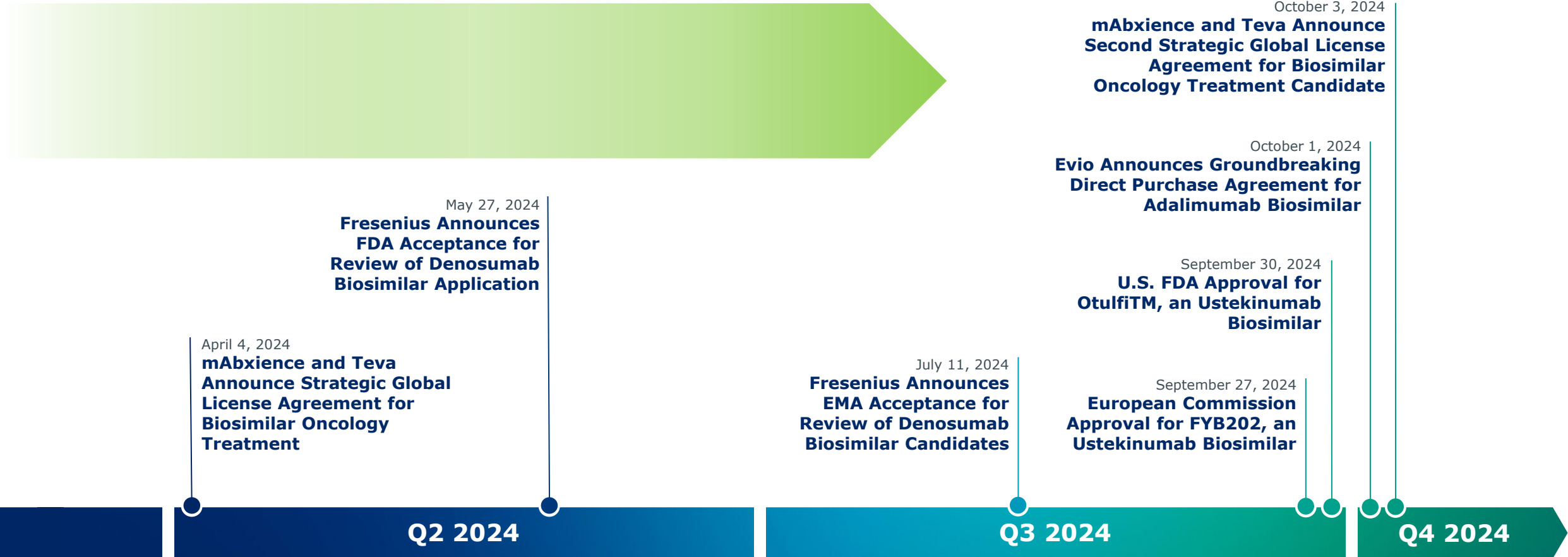
Q3/24 Revenue
€957m

+6%
yoy¹

- Investment decided for **new production line** for infusion solutions and ready-to-use medication solutions in Kutno, Poland
- Launches: **Lacosamide (EU)** and **Cetrorelix Acetate for Injection Kit (US)**
- **Divestment** of IV manufacturing site in Chile

¹ Organic growth; adjusted for accounting effects related to Argentina hyperinflation

Biopharma: Strong focus on market penetration reflected in recent successes

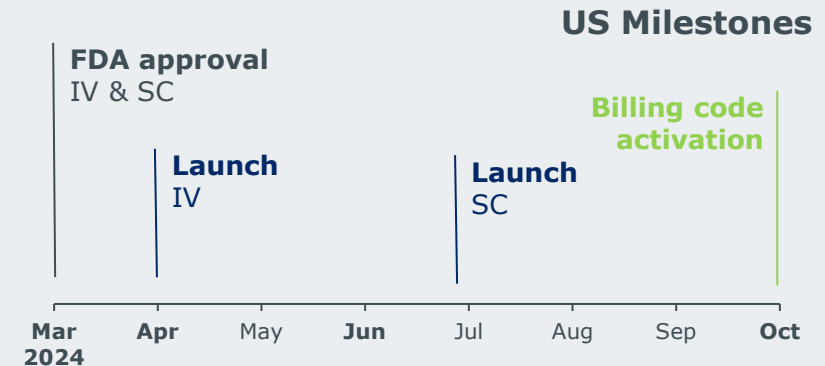


Tyenne: Strong momentum building

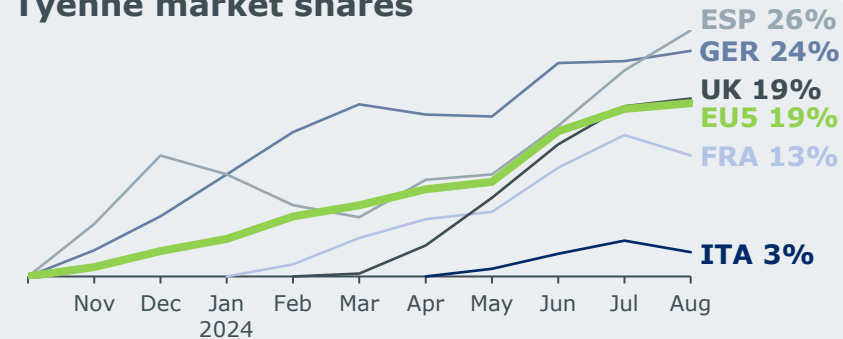


RoE
RoW

- Launched in **17 EU countries, UK & KSA**
- **19% market share** in EU5 (as of Aug'24)
- Essentially all **GER sick funds contracted**
- **95% tender win rate** in FRA



Tyenne market shares



Source: IQVIA Monthly Data

- Shipping under **>35 payor client agreements**
- **Permanent, product-specific Q-Code and pass-through payment status** granted
- **Contracted several large PBMs/IDNs; continuously adding new contracts**
- Largely moving **from parity to exclusive IL6/Tocilizumab coverage** in '25



Helios delivering consistent strong organic growth

Helios Germany

Q3/24 Revenue

€1,940m

+8%
yoy¹

- Key parameter for **2025 DRG inflator** set at **4.41%**
- **Antibody-drug conjugates**: New era of targeted breast cancer therapy
- Dedicated **Helios performance programme** underway to drive further operational excellence and act against ended energy relief funding

Helios Spain

Q3/24 Revenue

€1,142m

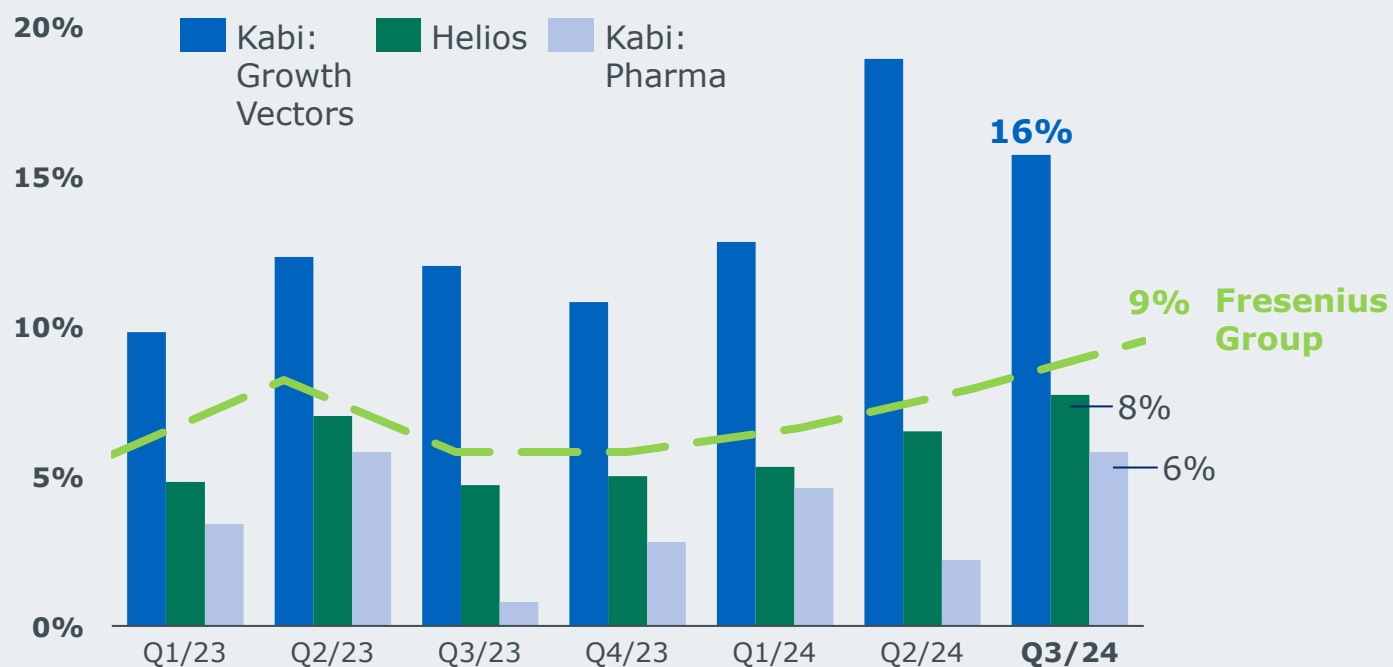
+8%
yoy¹

- Start of construction of **new hospital in Badajoz**
- **Quirónsalud patient portal** exceeds 7 million users – incorporating one million new users in less than a year
- La Luz University Hospital becoming one of only five hospitals in Spain accredited as an **Academic Medical Center**

¹ Organic growth

Strong revenue growth...

Revenue
Organic growth yoy



Growth Vectors driving organic growth momentum

Growth rates adjusted for Argentina hyperinflation

...drives significant bottom-line progress



¹ Before special items; at constant currency

² Growth rate adjusted for Argentina hyperinflation; Before special items; Net income excluding FMC attributable to shareholders of Fresenius SE & Co. KGaA



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Financial review Q3/24

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Q3/24

Consistent strong financial performance

<p>€5.3bn +9% org.¹ Revenue</p>	<p>€552m +9%² EBIT</p>	<p>€312m +7%² Net income excl. FMC</p>
<p>€0.55 +7%² EPS excl. FMC</p>	<p>€763m Operating Cash Flow</p>	<p>3.24x Net Debt / EBITDA</p>

Special items Q1-3/24 (EAT): €1,045m³; thereof €357m Vamed structured exit of Project Business, €406m discontinued Vamed operations (Rehab and Austrian operations)

Very strong revenue growth driven by an excellent delivery of Kabi and a strong performance at Helios

Strong EBIT growth of 9%² reflecting the operational improvements and rigorous execution

EPS increased by 7% demonstrating **financial progress**

Interest expense at -€116m (Q3/23: -€102m) in line with expectations

Tax rate of 24.5% in Q3 (Q1-3/24: 25.1%) in line with expectations

Cash flow showing **ongoing strong momentum**

Further significant deleveraging: Mid-point of target corridor at 3.24x; decline of 52 bps since YE/23

¹ Organic growth rate adjusted for accounting effects related to Argentina hyperinflation

² Growth rate adjusted for Argentina hyperinflation

³ Excluding FMC: €850m

Before special items; P&L growth rates at constant currency (cc)

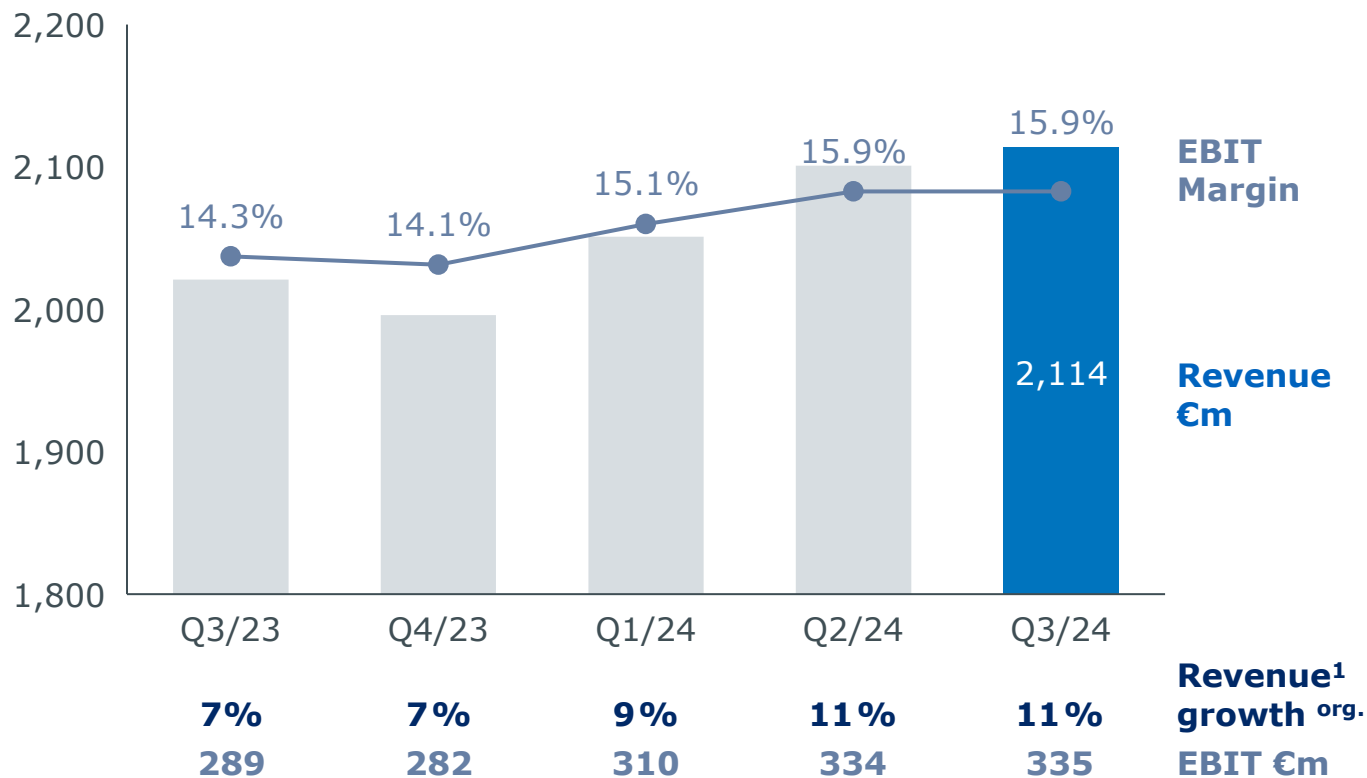
Net income attributable to shareholders of Fresenius SE & Co. KGaA

Cash Flow from continuing operations

Fresenius Kabi Growth Vectors showing continued momentum



Quarterly financials



Main developments

Strong organic revenue growth of 11%¹ above top-end of structural growth band; pricing effects in Argentina continue to support growth

Growth Vectors with dynamic 16%¹ organic revenue growth (MedTech: 7%¹; Nutrition: 11%¹; Biopharma: 66%¹)

Pharma with good 6%¹ organic revenue growth driven by a strong performance in Europe, International and US compensating softer development in China

Very strong EBIT margin at 15.9% in Q3/24:

- Strong volume growth, favorable product mix and pricing as well as improved structural productivity driving significant margin expansion (+160 bps) and 16% cc growth rate
- Growth Vectors posting 470 bps margin expansion to 14.5%, again within structural margin band; broad based positive development with Biopharma standing out

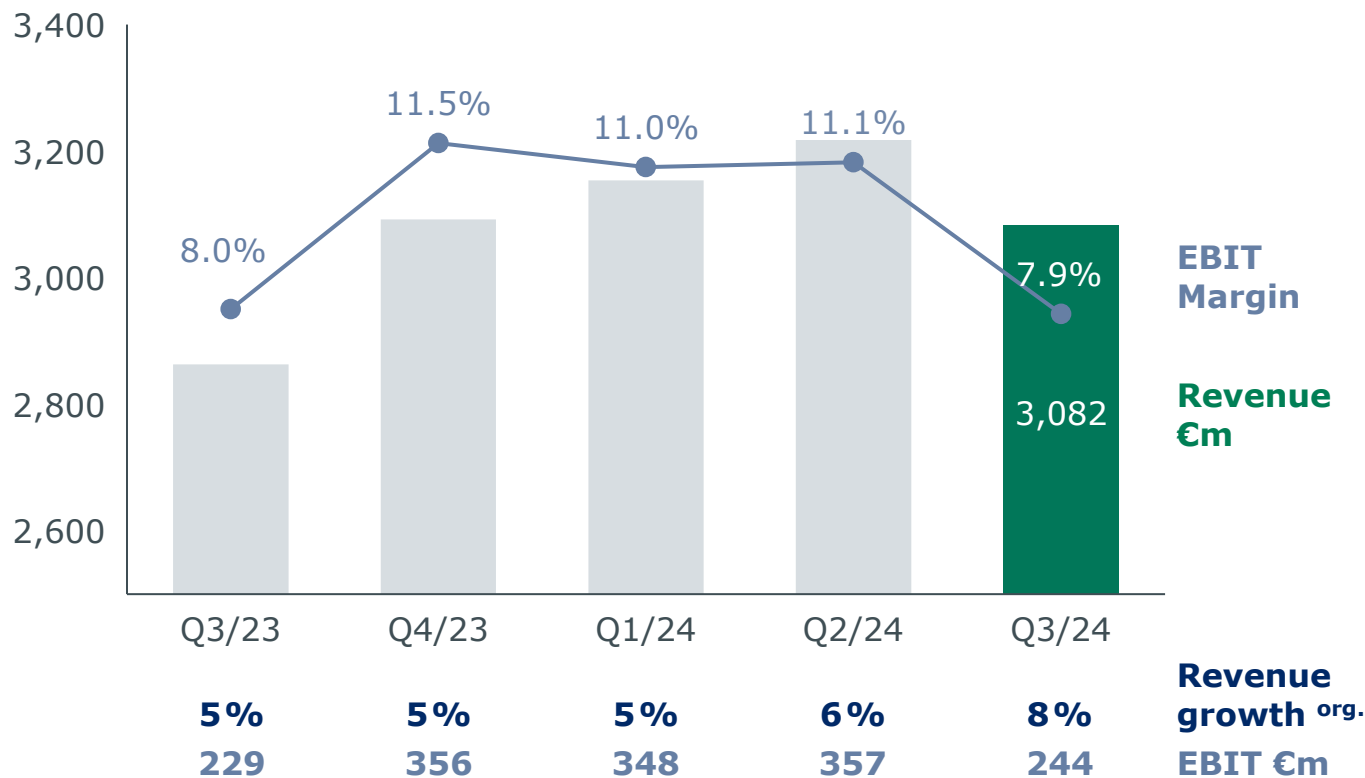
Before special items; ¹ Organic growth rate adjusted for accounting effects related to Argentina hyperinflation

Fresenius Helios

Ongoing strong organic growth performance



Quarterly financials



Main developments

Strong 8% organic revenue growth above top-end of structural growth band driven equally by Helios Germany (8% organic growth) and Helios Spain (8% organic growth):

- Organic growth at Helios Germany was supported by favorable technical reclassifications
- Helios Spain with an ongoing strong admission and price development YoY

Solid 6% YoY EBIT growth supported by strong top-line growth

Q3 EBIT and margin seasonally soft driven by Spain

Helios Germany with good EBIT margin of 8.8% helped by energy relief funding

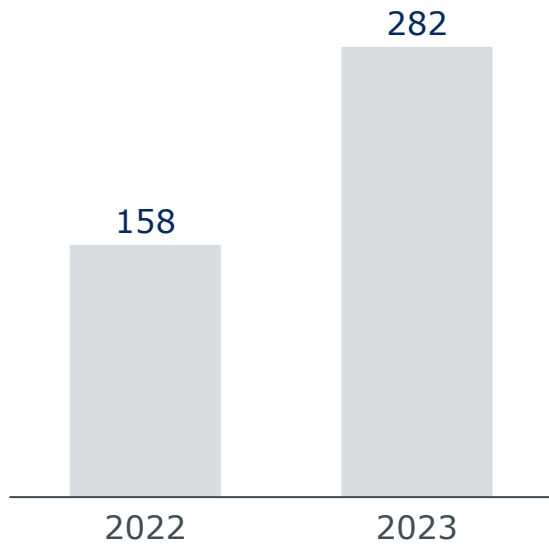
Helios Spain with soft EBIT margin of 6.4% in Q3/24 driven by the usual summer effect and phasing; YTD EBIT margin at Helios Spain strong at 11.2%

Before special items

Cost and productivity savings target achieved ahead of plan

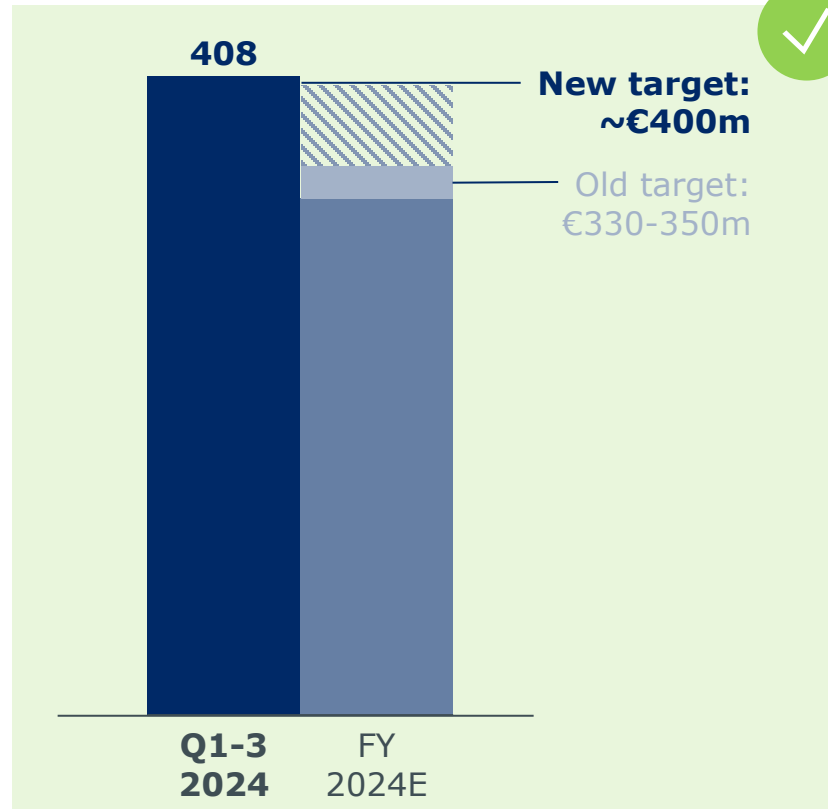
Cost savings

EBIT view, cumulated
€m



One-time costs

262 221



Cost savings ambition for FY/25 already achieved in Q3/24:

- Leaner organization based on excellence measures
- Majority realized by Kabi
- Helios to step-up with dedicated programme as outlined

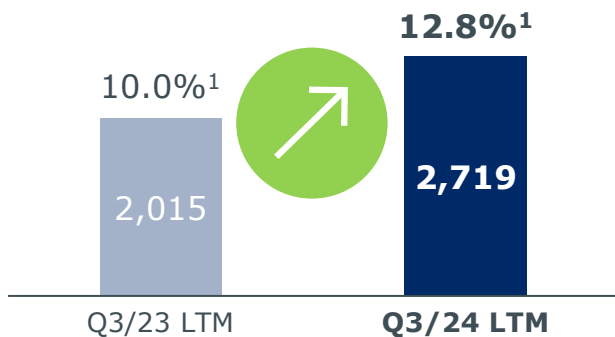
Operational excellence is key: Structural productivity initiatives to improve cost base sustainably

Incremental structural productivity initiatives expected for FY/25

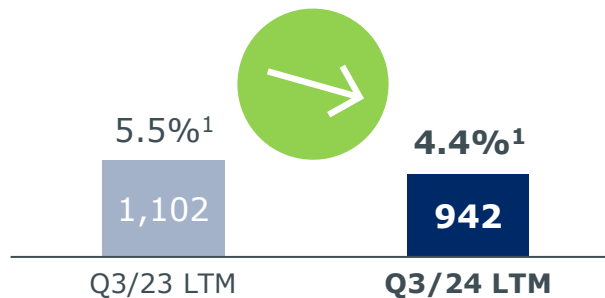
Historic numbers include Vamed; Targets for FY/24 and FY/25 are now excluding Vamed, but remain unchanged

Disciplined execution unlocking significant cash flow

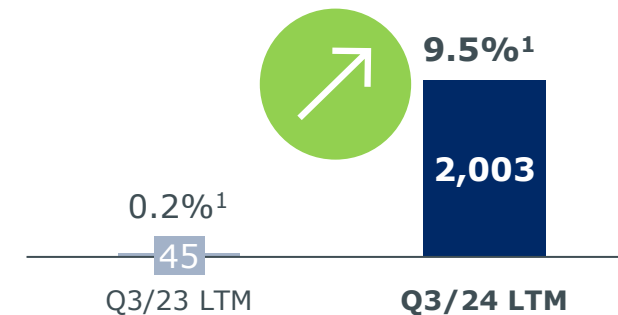
Operating cash flow €m



CAPEX €m



Free cash flow² €m



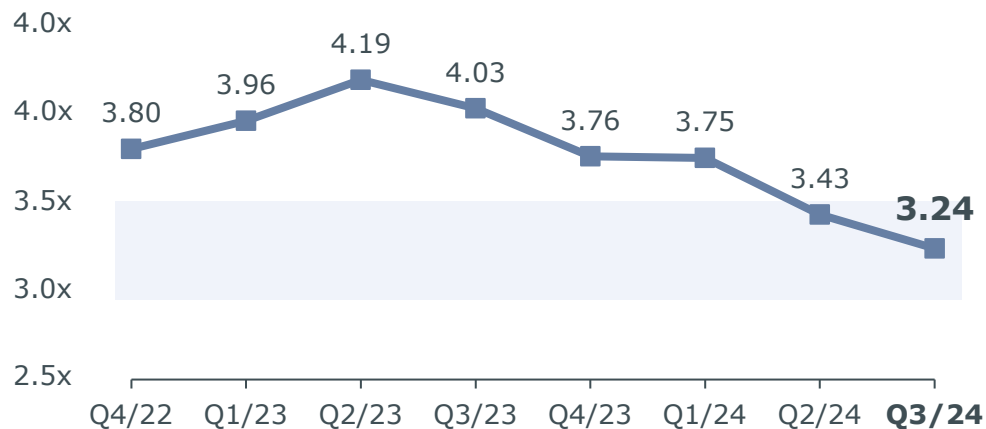
- **Excellent OCF performance** driven by both Kabi and Helios
- Strong contribution from successfully implemented **Working Capital measures**

- Focused **capital allocation**
- CAPEX **managed tightly**
- **Some catch-up** expected for Q4/24

- **FCF improved significantly**
- Supported by legally required suspension of dividend payments
- CCR (LTM) of 1.2 in Q3/24 – at the upper end of the F³ ambition range (around 1)

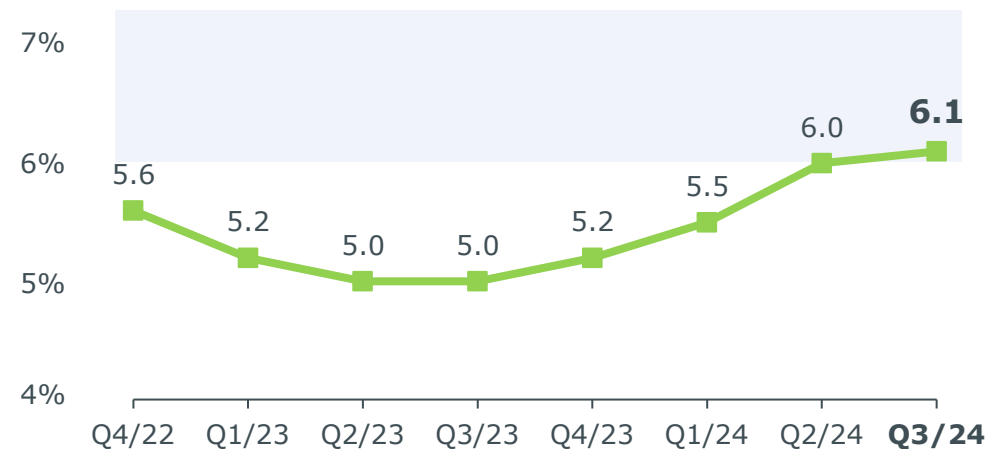
Cash flow from continuing operations
 ¹ % of revenue | ² After acquisitions, dividends and lease liabilities

Simplification and focus drives structurally stronger balance sheet and returns



NET DEBT/EBITDA^{1,2}

Leverage target ratio under review



ROIC¹

Consistently improving capital returns

¹ Prior-year figures have been adjusted due to the deconsolidation of Fresenius Medical Care operations

² At average exchange rates for both net debt and EBITDA; before special items; pro forma closed acquisitions/divestitures, including lease liabilities, including Fresenius Medical Care dividend

FY/24 Outlook upgraded based on excellent first nine months

PREVIOUS OUTLOOK

Revenue growth (organic):
4–7% growth



NEW OUTLOOK

Revenue growth (organic):
6–8% growth

Q1-3/24: 8%

EBIT growth (cc):
6–10% growth



EBIT growth (cc):
8–11% growth

Q1-3/24: 11%

Before special items
Please refer to slide 26 for a reconciliation of the FY/2023 guidance base



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#FutureFresenius

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#FutureFresenius: Rigorous execution drives consistent delivery



Growth momentum: High single-digit organic revenue growth in Q1-3/24



Revigoration of EPS momentum: High single-digit growth in Q1-3/24



Structural productivity: 2025 savings target already achieved in Q3/24



Structurally strengthened balance sheet: Accelerated deleveraging



Improved returns: ROIC reached structural ambition range



Cultural change: Driving people strategy across broader leadership team

#FutureFresenius: Heading towards Re-Juvenation


RESET


REVITALIZE

Optimize portfolio &
refine operating model

REJUVENATE

Pursue platform-driven
growth opportunities

REIMAGINE

Shape the future
of healthcare

Simplification + Focus + Performance = VALUE



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Outlook for FY/24

	FY/23 base ¹	FY/24 outlook	Fresenius
Fresenius Kabi	€8,009m	<ul style="list-style-type: none"> ✓ Mid to high single-digit organic revenue growth Q1-3/24: 10% 	<ul style="list-style-type: none"> ✓ Revenue growth (organic): 6–8% growth FY/23 base: €20,307m¹ Q1-3/24: 8%
	€1,145m	<ul style="list-style-type: none"> ✓ Between 15–16% EBIT margin; structural EBIT margin band of 14–17% Q1-3/24: 15.6% 	
Fresenius Helios	€11,952m	<ul style="list-style-type: none"> ✓ Mid single-digit organic revenue growth Q1-3/24: 6% 	<ul style="list-style-type: none"> ✓ EBIT growth (cc): 8–11% growth FY/23 base: €2,266m¹ Q1-3/24: 11.1%
	€1,190m	<ul style="list-style-type: none"> ✓ EBIT margin of 10–11% Q1-3/24: 10.0% 	

¹ Please refer to slide 26 for a reconciliation of the FY/2023 guidance base

Other financial KPIs

€m		FY/23	FY/24 expectation
Profitability	Interest expense	€418m	Upper end of €420 to €440m range
	Tax rate	28.3%	Between 25 to 26%
Capital Allocation	CAPEX % of revenue	5.1%	Below 5% (Previously: around 5%)
	CCR LTM	1.0	Around 1
	ROIC	5.2%	Above 6% (Previously: around 6%)
	Leverage ratio	3.76x	Lower end of target range of 3.0 to 3.5x net debt/EBITDA (Previously: Within target range of 3.0 to 3.5x net debt/EBITDA)

Before special items





Guidance base

€m		FY/23 Actual	Portfolio Adjustments Helios	Vamed Exit	Base for Guidance FY/24
	Revenue	8,009			8,009
	EBIT	1,145			1,145
	Revenue	12,320	-368		11,952
	EBIT	1,232	-42		1,190
	Revenue	2,356		-2,356	0
	EBIT	-16		+16	0
Corporate	Revenue	-386		+732	346
	EBIT	-99		+30	-69
	Revenue	22,299	-368	-1,624	20,307
	EBIT	2,262	-42	+46	2,266

Before special items

Attractive biosimilar portfolio and pipeline focused on oncology and autoimmune diseases



	Candidate & TA	Pre-clinical		Clinical trials			Approval	Launch
FRESENIUS KABI	Adalimumab Autoimmune 						EU: Apr 2019 / US: Dec 2022	EU: May 2019 / US: Jul 2023
	Pegfilgrastim Oncology 						EU: Mar 2022 / US: Sep 2022	EU PFS: Oct 2022 / US PFS: Feb 2023
	Tocilizumab Autoimmune 						EU: Sep 2023 / US: Mar 2024	EU: Nov 2023 US: Apr 2024 (IV); Jul 2024 (SC)
	Rituximab Oncology & AI						Filed for approval (US only)	
	Ustekinumab Autoimmune						EU: Sep 2024 / US: Sep 2024	<div style="border: 1px solid black; padding: 5px;"> Settlement agreement US: Right to market no later than Feb 22, 2025 Settlement agreement EU and CAN with confidential terms </div>
	Denosumab Osteoporosis & Oncology						Filed for approval (EU & US)	
	Early-stage candidates							
MABXIENCE	Rituximab Oncology 						ARG: Oct 2014	ARG: Feb 2015
	Bevacizumab Oncology Alymsys®						EU: Mar 2021 / US: Apr 2022	EU: Apr 2021 / US: May 2022
	Denosumab Osteoporosis & Oncology						Filed for approval	
	MB05 Infectious disease							
	MB12 Oncology							
	MB04 Autoimmune							
	MB11 Oncology							
	MB14 Hematology							

Q3/24 & Q1-3/24 Fresenius Kabi Organic Revenue Growth by Product Group

€m	Q3/24	Δ YoY organic ²	Q1-3/24	Δ YoY organic ²
MedTech	384	7%	1,144	6%
Nutrition	597	11%	1,785	11%
Biopharma	177	66%	466	91%
Growth Vectors¹	1,158	16%	3,396	16%
Pharma (IV Drugs & Fluids)	957	6%	2,870	4%
Corporate	0	--	0	--
Total revenue	2,114	11%	6,266	10%

¹ Consists of MedTech, Nutrition, Biopharma

² Organic growth rate adjusted for accounting effects related to Argentina hyperinflation

Q3/24 & Q1-3/24 Fresenius Kabi EBIT(DA) development

€m	Q3/24	Δ YoY cc ²	Q1-3/24	Δ YoY cc ²
Total EBITDA Margin	460 21.8%	14% +170 bps	1,372 21.9%	14% +180 bps
Total EBIT Margin	335 15.9%	16% +160 bps	979 15.6%	14% +120 bps
Growth Vectors ¹ Margin	168 14.5%	53% +470 bps	462 13.6%	39% +450 bps
Pharma (IV Drugs & Fluids) Margin	182 19.0%	-8% -230 bps	573 20.0%	-4% -130 bps
Corporate	-15	-	-56	-

All figures before special items

Margin growth at actual rates

¹ Consists of MedTech, Nutrition, Biopharma

² Growth rate adjusted for Argentina hyperinflation

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

Q3/24 & Q1-3/24 Fresenius Helios Key Financials

€m	Q3/24	Δ YoY cc	Q1-3/24	Δ YoY cc
Total revenue	3,082	8%¹	9,466	6%¹
Thereof Helios Germany	1,940	8% ¹	5,725	5% ¹
Thereof Helios Spain	1,142	8% ¹	3,741	9% ¹
Total EBIT Margin	244 7.9%	6% -10 bps	949 10.0%	13% +60 bps
Thereof Helios Germany Margin	170 8.8%	8% +10 bps	532 9.3%	14% +80 bps
Thereof Helios Spain Margin	73 6.4%	0% -70 bps	418 11.2%	9% +0 bps
Thereof Corporate	1	--	-1	--

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/results-center>

Fresenius Helios: Key Metrics

	Q1-3/24	FY/23	ΔYoY
Helios Germany			
Hospitals	85	86	-1%
- Acute care hospitals	82	83	-1%
Beds	30,011	29,976	0%
- Acute care hospitals	29,445	29,410	0%
Admissions	4,161,348	5,470,871	0%
- patients treated in hospital	866,294	1,136,446	1%
- patients treated as outpatient	3,295,054	4,334,425	0%
Helios Spain (incl. Latin America)			
Hospitals	57	59	-3%
Beds	8,132	8,299	-2%
Admissions (including outpatients)	15,353,414	20,301,158	2%
- patients treated in hospital	864,807	1,153,240	1%
- patients treated as outpatient	14,488,607	19,147,918	2%

Q1-3/24 Fresenius Group

Calculation of Noncontrolling Interests

€m	Q1-3/24	Q1-3/23
Earnings before tax and noncontrolling interests	1,507	1,373
Taxes	-378	-325
Noncontrolling interests, thereof	-58	-54
Fresenius Kabi	-49	-47
Fresenius Helios	-8	-4
Corporate	-1	-3
Net income from deconsolidated operations	205	160
Net income attributable to Fresenius SE & Co. KGaA	1,276	1,154

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/results-center>.

Q3/24 & Q3/24 LTM Fresenius Group

Cash flow development

€m	Q3/24	Q3/23	Q3/24 LTM	Q3/23 LTM
OCF	763	603	2,719	2,015
thereof Kabi	374	380	1,224	879
thereof Helios	454	208	1,808	1,333
<i>% OCF Margin</i>	<i>14.4%</i>	<i>12.1%</i>	<i>12.8%</i>	<i>10.0%</i>
Capex (net)	-231	-257	-942	-1,102
<i>Capex in % of revenue</i>	<i>-4.4%</i>	<i>-5.2%</i>	<i>-4.4%</i>	<i>-5.5%</i>
Dividends received from FMC	-	-	112	106
Acquisitions (net)	133	-181	296	-235
Dividends paid	-	1	-7	-551
Lease liabilities	-42	-64	-175	-188
FCF	623	102	2,003	45

Cash flow from continuing operations

Q3/24 & Q1-3/24 Fresenius Group Reconciliation adjusted Free Cash Flow for CCR

€m	Q3/24	Q3/23	Q1-3/24	Q1-3/23
Operating Cash Flow	763	603	1,444	802
Capex (net)	-231	-257	-568	-652
Free Cash Flow (before acquisitions, dividends, and lease liabilities)	532	346	876	-150
Special items (net income before minorities)	+31	+35	+62	+86
Interests (before special items)	+116	+102	+336	+285
Taxes (before special items)	+107	+94	+378	+325
Adjusted Free Cash Flow for CCR	786	577	1,652	846

Cash flow from continuing operations

Q3/24

Cash Flow development

€m	Operating Cash Flow				Capex (net) ¹				Free Cash Flow ²			
	Q3/24	Q3/23	Q3/24 Margin	Q3/23 Margin	Q3/24	Q3/23	Q3/24 % rev.	Q3/23 % rev.	Q3/24	Q3/23	Q3/24 Margin	Q3/23 Margin
FRESENIUS KABI	374	380	17.7%	18.8%	-71	-110	-3.4%	-5.4%	303	270	14.3%	13.4%
FRESENIUS HELIOS	454	208	14.7%	7.3%	-152	-143	-4.9%	-5.0%	302	65	9.8%	2.3%
Corporate/Other	-65	15			-8	-4			-73	11		
Fresenius	763	603	14.4%	12.1%	-231	-257	-4.4%	-5.1%	532	346	10.0%	7.0%

Cash flow from continued operations

¹ Total incl. FME dividend

² Before acquisitions, dividends and lease liabilities

Q3/24 LTM

Cash Flow development

€m	Operating Cash Flow				Capex (net) ¹				Free Cash Flow ²			
	Q3/24 LTM	Q3/23 LTM	Q3/24 LTM Margin	Q3/23 LTM Margin	Q3/24 LTM	Q3/23 LTM	Q3/24 LTM % rev.	Q3/23 LTM % rev.	Q3/24 LTM	Q3/23 LTM	Q3/24 LTM Margin	Q3/23 LTM Margin
FRESENIUS KABI	1,224	879	14.8%	10.9%	-370	-472	-4.5%	-5.8%	854	407	10.3%	5.1%
FRESENIUS HELIOS	1,808	1,333	14.4%	11.3%	-537	-590	-4.3%	-5.0%	1,271	743	10.1%	6.3%
Corporate/Other	-313	-197			77	66			-236	-131		
Fresenius	2,719	2,015	12.8%	10.0%	-830	-996	-3.9%	-5.0%	1,889	1,019	8.9%	5.0%

Cash flow from continued operations

¹ Total incl. FME dividend

² Before acquisitions, dividends and lease liabilities

Q3/24

Revenue by Business Segment – FX, Acquisitions/Divestitures

€m	Q3/24	Q3/23	Growth at actual rates	Currency translation effects	Growth at constant rates	Organic growth ¹	Acquisitions	Divestiture/ Others
Fresenius Kabi	2,114	2,021	5%	-5%	10%	11%	0%	-1%
Fresenius Helios	3,082	2,863	8%	0%	8%	8%	0%	0%
Corporate/ Other	107	83	n/a	n/a	n/a	n/a	n/a	n/a
Total	5,303	4,967	7%	-2%	9%	9%	0%	0%

¹ Organic growth rate adjusted for accounting effects related to Argentina hyperinflation

Q1-3/24

Revenue by Business Segment – FX, Acquisitions/Divestitures

€m	Q1-3/24	Q1-3/23	Growth at actual rates	Currency translation effects	Growth at constant rates	Organic growth ¹	Acquisitions	Divestiture/ Others
Fresenius Kabi	6,266	6,013	4%	-6%	10%	10%	0%	0%
Fresenius Helios	9,466	8,860	7%	1%	6%	6%	0%	0%
Corporate/ Other	268	258	n/a	n/a	n/a	n/a	n/a	n/a
Total	16,000	15,131	6%	-2%	8%	8%	0%	0%

¹ Organic growth rate adjusted for accounting effects related to Argentina hyperinflation

Financial Calendar / Contact

Financial Calendar

Please note that these dates could be subject to change.

26 Feb 2025 Results FY/24
07 May 2025 Results Q1/25
23 May 2025 Annual General Meeting
06 Aug 2025 Results Q2/25
05 Nov 2025 Results Q3/25

Events

Please note that these dates could be subject to change.

07 Nov 2024	Roadshow London/UK
14 Nov 2024	HSBC Luxembourg Day
19 Nov 2024	DZ Bank Equity Conference, Frankfurt/Germany
19 Nov 2024	Roadshow Tokyo/Japan
20 Nov 2024	Roadshow Hong Kong
21 Nov 2024	Roadshow Singapore
28 Nov 2024	Roadshow Stockholm/Sweden
29 Nov 2024	Roadshow Copenhagen/Denmark
04 Dec 2024	Berenberg European Conference, Pennyhill/UK
13 Jan 2025	J.P. Morgan Healthcare Conference, San Francisco/USA
21 Jan 2025	KeplerCheuvreux German Corporate Conference, Frankfurt/Germany

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