

#FutureFresenius: Simplification and focus drives sustained performance

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





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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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

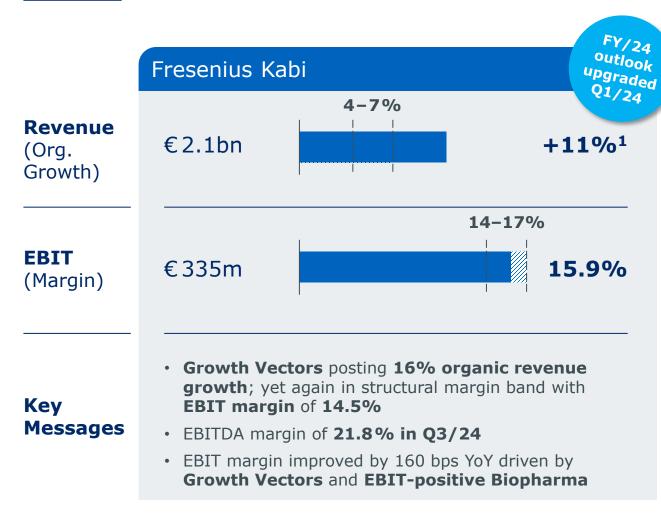
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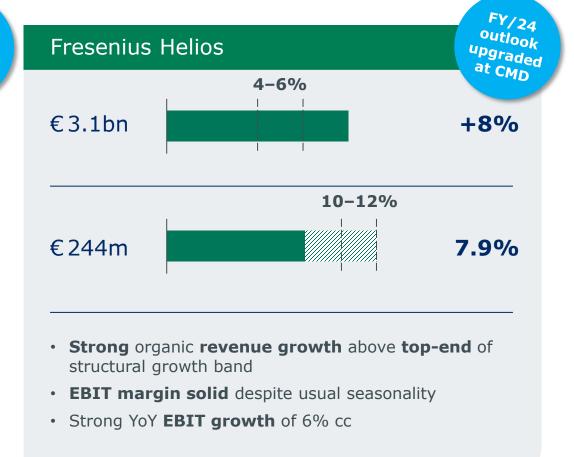
Before special items; at constant currency



Q3/24

Kabi and Helios above structural growth band





Before special items

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







Kabi: Growth Vector momentum continues

MedTech **Biopharma Nutrition Pharma** Q3/24 Revenue O3/24 Revenue Q3/24 Revenue Q3/24 Revenue €177m €384m €597m €957m +66% +7% +11% +6% yoy¹ yoy¹ yoy¹ yoy^1 Launch of Peditrace FDA and EMA approval for Contract with SSM Health for Investment decided for Ustekinumab biosimilar Ivenix Infusion System with **Novum** in Europe, our **new production line** for infusion solutions and over **6,500 pumps** pediatric trace element mAbxience and Teva solution ready-to-use medication announced second strategic Development agreement with solutions in Kutno, Poland Cellular Origins for scalable global license agreement China: First sales of automation of manufacturing Launches: Lacosamide products under "Enteral Evio announced direct of cell and gene therapies Food" regulation produced (EU) and Cetrorelix Acepurchase agreement with in local Wuxi plant tate for Injection Kit (US) Kabi for Adalimumab • **Divestment** of IV manufacturing site in Chile Organic growth; adjusted for accounting effects related to Argentina hyperinflation

(

Biopharma: Strong focus on market penetration reflected in recent successes



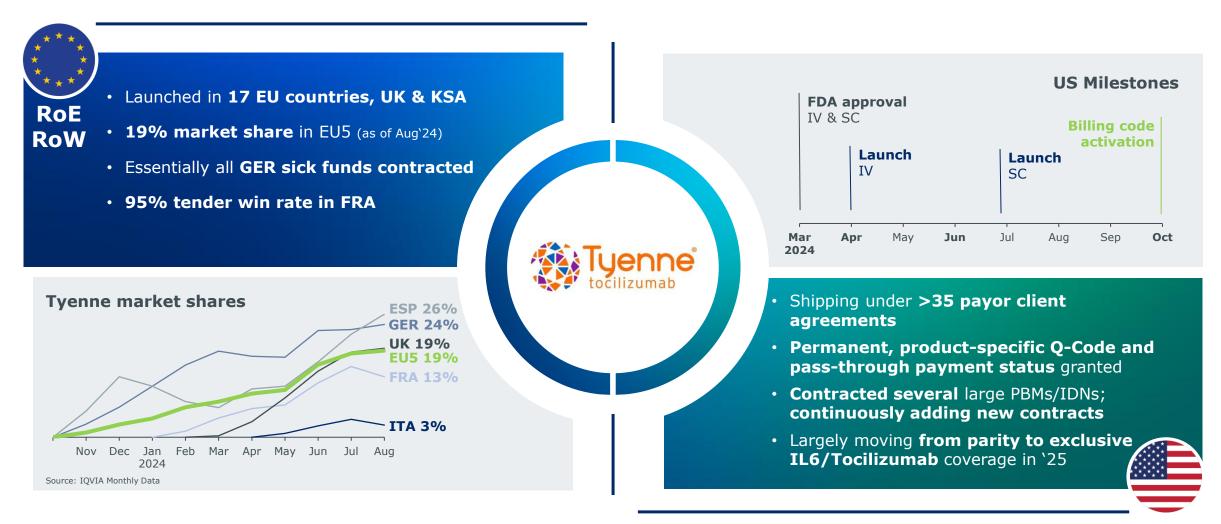
October 3, 2024 **mAbxience and Teva Announce Second Strategic Global License Agreement for Biosimilar Oncology Treatment Candidate** October 1, 2024 **Evio Announces Groundbreaking Direct Purchase Agreement for Adalimumab Biosimilar** May 27, 2024 **Fresenius Announces FDA Acceptance for Review of Denosumab** September 30, 2024 **Biosimilar Application U.S. FDA Approval for OtulfiTM**, an Ustekinumab **Biosimilar** April 4, 2024 **mAbxience and Teva** July 11, 2024 **Announce Strategic Global Fresenius Announces** September 27, 2024 **License Agreement for EMA Acceptance for European Commission Biosimilar Oncology Review of Denosumab** Approval for FYB202, an **Ustekinumab Biosimilar Treatment Biosimilar Candidates** Q2 2024 Q3 2024 Q4 2024





FRESENIUS KABI

Tyenne: Strong momentum building









Q3/24 Revenue

€1,142m

+8%

yoy¹

Helios delivering consistent strong organic growth

Helios Germany

Helios Spain

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

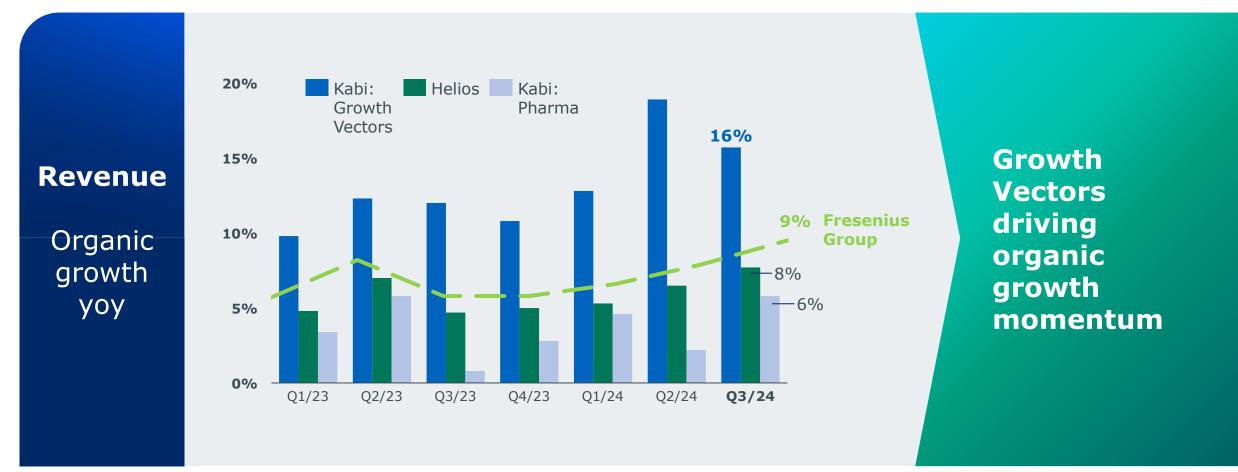


- Quirónsalud patient portal exceeds
 7 million users incorporating one
 million new users in less than a year
- La Luz University Hospital becoming one of only five hospitals in Spain accredited as an Academic Medical Center



Organic growth

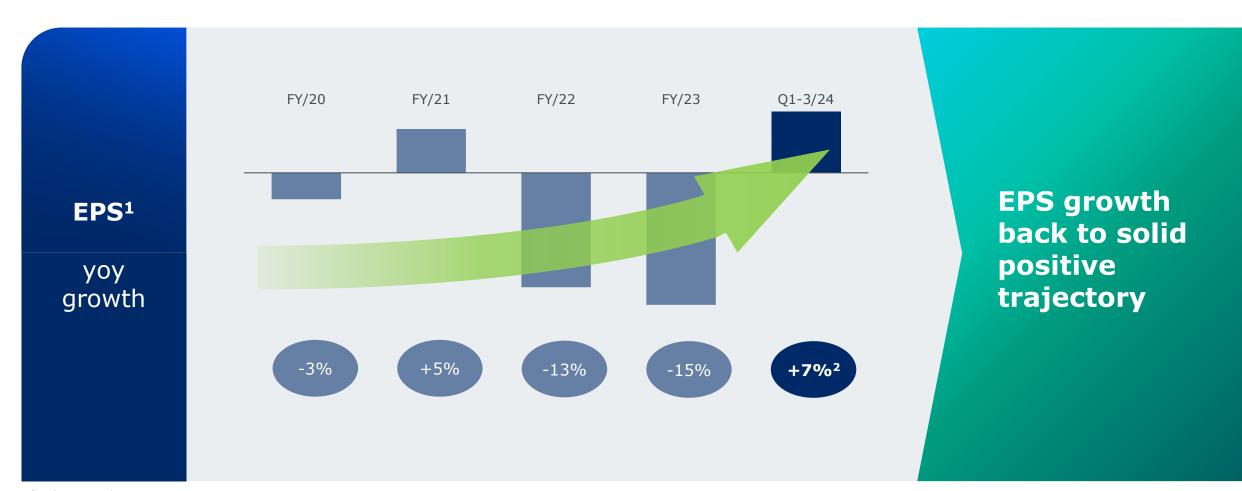
Strong revenue growth...



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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Q3/24

Consistent strong financial performance

€5.3bn +9% org.¹

Revenue

€552m $+9\%^{2}$ **EBIT**

€312m $+7\%^{2}$

Net income excl. FMC

€0.55 $+7\%^{2}$ **EPS** excl. FMC

€763m **Operating Cash Flow**

3.24xNet Debt / **EBITDA**

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 3.24×; decline of 52 bps since YE/23

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



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

² Growth rate adjusted for Argentina hyperinflation

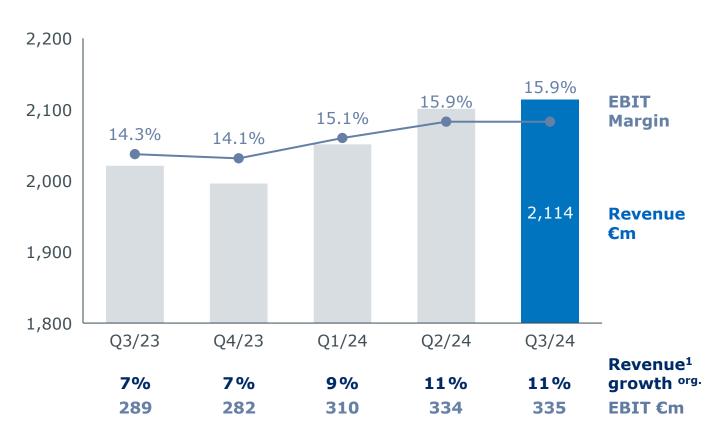
³ Excluding FMC: €850m

Fresenius Kabi

Growth Vectors showing continued momentum



Quarterly financials



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

Main developments

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

Growth Vectors with dynamic 16% 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:

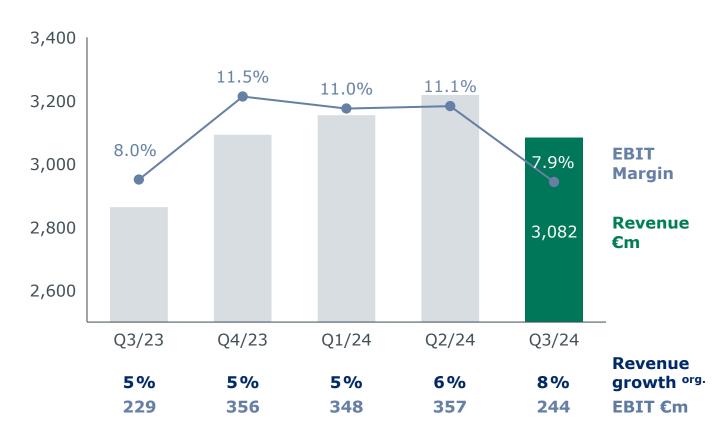
- Strong volume growth, favorable product mix and pricing as well as improved structural productivity driving significant margin expansion (+160 bps) and 16% cc growth rate
- Growth Vectors posting 470 bps margin expansion to 14.5%, again within structural margin band; broad based positive development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

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):

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- 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 topline growth

Q3 EBIT and margin seasonally soft driven by Spain

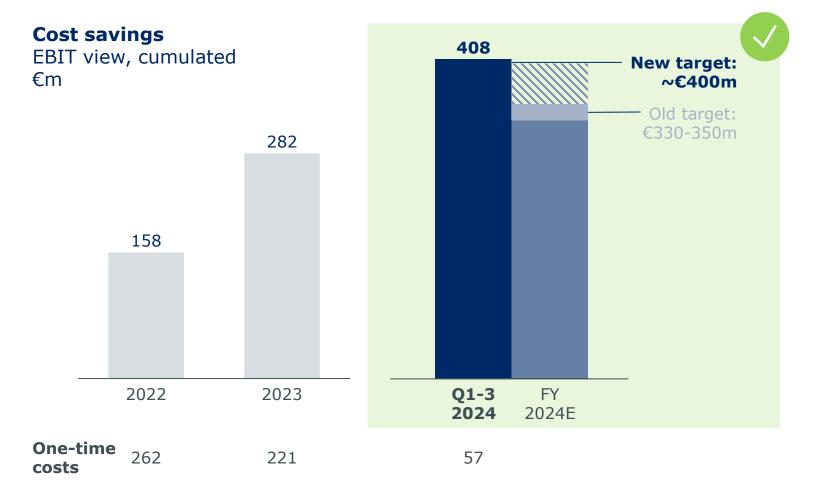
Helios Germany with good EBIT margin of 8.8% helped by energy relief funding

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 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

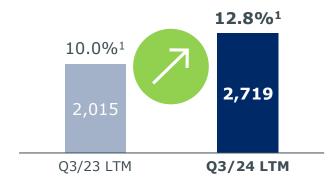
Incremental structural productivity initiatives expected for FY/25

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



Disciplined execution unlocking significant cash flow

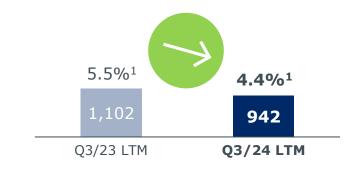
Operating cash flow €m





Strong contribution from successfully implemented Working Capital measures

CAPEX €m

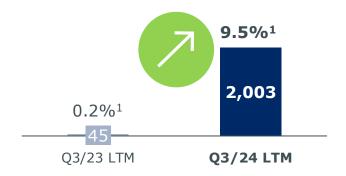




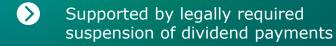




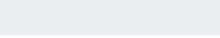








CCR (LTM) of 1.2 in Q3/24 – at the upper end of the F³ ambition range (around 1)





¹ % of revenue | ² After acquisitions, dividends and lease liabilities



Simplification and focus drives structurally stronger balance sheet and returns





Leverage target ratio under review



Consistently improving capital returns

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



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

FY/24 Outlook upgraded based on excellent first nine months

PREVIOUS OUTLOOK

NEW OUTLOOK

Revenue growth (organic):

4-7% growth



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%

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



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- **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



REJUVENATE

Pursue platform-driven growth opportunities

REIMAGINE

Shape the future of healthcare

Simplification + Focus + Performance = VALUE



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€m		FY/23	FY/24 expectation
Duofitability	Interest expense	€418m	Upper end of €420 to €440m range
Profitability	Tax rate	28.3%	Between 25 to 26%
	CAPEX % of revenue	5.1%	Below 5% (Previously: around 5%)
Canital	CCR LTM	1.0	Around 1
Capital Allocation	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)







€m		FY/23 Actual	Portfolio Adjustments Helios	Vamed Exit	Base for Guidance FY/24
FRESENIUS	Revenue	8,009			8,009
KABI	EBIT	1,145			1,145
FRESENIUS	Revenue	12,320	-368		11,952
HELIOS	EBIT	1,232	-42		1,190
FRESENIUS	Revenue	2,356		-2,356	0
VAMED	EBIT	-16		+16	0
Corporato	Revenue	-386		+732	346
Corporate	EBIT	-99		+30	-69
	Revenue	22,299	-368	-1,624	20,307
F Fresenius	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
	Adalimumab Autoimmune			EU: Apr 2019 / US: Dec 2022	EU: May 2019 / US: Jul 2023
KABI	Pegfilgrastim Oncology Stimufend			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)
SENIUS	Rituximab Oncology & AI			Filed for approval (US only)	
SE	Ustekinumab Autoimmune			EU: Sep 2024 / US: Sep 2024	Settlement agreement US:
FRE	Denosumab Osteoporosis & Oncology			Filed for approval (EU & US)	Right to market no later than Feb 22, 2025 Settlement agreement EU and CAN with
	Early-stage candidates				confidential terms
	Rituximab Oncology			ARG: Oct 2014	ARG: Feb 2015
	Bevacizumab Alymsys® Oncology			EU: Mar 2021 / US: Apr 2022	EU: Apr 2021 / US: May 2022
NCE	Denosumab Osteoporosis & Oncology			Filed for approval	
BXIE	MB05 Infectious disease				
MAB	MB12 Oncology				
_	MB04 Autoimmune				
	MB11 Oncology				
	MB14 Hematology				





Q3/24 & Q1-3/24 Fresenius Kabi

Organic Revenue Growth by Product Group

Financial review Q3/24

€m	Q3/24	Δ YoY organic²	Q1-3/24	Δ YoY organic²
MedTech	384	7%	1,144	6%
Nutrition	597	11%	1,785	11%
Biopharma	177	66%	466	91%
Growth Vectors ¹	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%

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



¹ Consists of MedTech, Nutrition, Biopharma



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	460	14%	1,372	14%
Margin	21.8%	+170 bps	21.9%	+180 bps
Total EBIT	335	16%	979	14%
Margin	15.9%			+120 bps
Growth Vectors ¹	168	53%	462	39%
Margin	14.5%	+470 bps	13.6%	+450 bps
Pharma	182	-8%	573	-4%
(IV Drugs & Fluids) Margin	19.0%	-230 bps	20.0%	-130 bps
Corporate	-15	-	-56	-

All figures before special items Margin growth at actual rates

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



¹ Consists of MedTech, Nutrition, Biopharma

² Growth rate adjusted for Argentina hyperinflation



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







Q1-3/24	FY/23	ΔΥοΥ
85	86	-1%
82	83	-1%
30,011	29,976	0%
29,445	29,410	0%
4,161,348	5,470,871	0%
866,294	1,136,446	1%
3,295,054	4,334,425	0%
57	59	-3%
8,132	8,299	-2%
15,353,414	20,301,158	2%
864,807	1,153,240	1%
14,488,607	19,147,918	2%
	85 82 30,011 29,445 4,161,348 866,294 3,295,054 57 8,132 15,353,414 864,807	85 86 82 83 30,011 29,976 29,445 29,410 4,161,348 5,470,871 866,294 1,136,446 3,295,054 4,334,425 57 59 8,132 8,299 15,353,414 20,301,158 864,807 1,153,240





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

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
% OCF Margin	14.4%	12.1%	12.8%	10.0%
Capex (net)	-231	-257	-942	-1,102
Capex in % of revenue	-4.4%	-5.2%	-4.4%	-5.5%
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 development

	Operating Cash Flow				Capex (net) ¹				Free Cash Flow ²			
€m	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		
F Fresenius	763	603	14.4%	12.1%	-231	-257	-4.4%	-5.1%	532	346	10.0%	7.0%

Cash flow from continued operations

² Before acquisitions, dividends and lease liabilities



¹ Total incl. FME dividend



Q3/24 LTM

Cash Flow development

	Operating Cash Flow			Capex (net) ¹				Free Cash Flow ²				
€m	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		
F 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

² Before acquisitions, dividends and lease liabilities



¹ Total incl. FME dividend



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	Acquisi- tions	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%

 $^{^{\}mbox{\scriptsize 1}}$ Organic growth rate adjusted for accounting effects related to Argentina hyperinflation





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	Acquisi- tions	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%

 $^{^{\}mbox{\scriptsize 1}}$ 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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