

EXPERT CALL: INNOVATION IN THE RENAL CARE CONTINUUM

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If not mentioned differently the term net income after minorities refers to the net income attributable to the shareholders of Fresenius Medical Care AG Co. KGaA. The term EMEA refers to the region Europe, Middle East and Africa. Amounts are in Euro if not mentioned otherwise.



■ INNOVATION BASED ON OUR CORPORATE STRATEGY

RENAL CARE CONTINUUM

Dialysis Business, Value Based Care models, expansion along the renal patient journey to further enhance patient experience

Expand product portfolio and establish digital care models

COMPLEMENTARY ASSETS

Leverage core competencies for additional medical value creation

New patient-focused therapy offerings in renal care and beyond



CRITICAL CARE

Extracorporeal blood treatments and respiratory solutions

Xenios and NxStage Critical Care solutions to further broaden the critical care portfolio

WE LEVERAGE OUR DEEP TECHNOLOGY AND THERAPY EXPERTISE WITH A VERTICALLY INTEGRATED, USER CENTRIC, DIGITAL AND AGILE ENVIRONMENT TO REMAIN THE LEADER IN COMPREHENSIVE RENAL CARE

■ ADDRESSING CHALLENGES ALONGSIDE THE ENTIRE RENAL CARE CONTINUUM



PRE-ESRD CKD 3B-5

- Preventing and delaying CKD progression
- Providing adequate diagnosis and tailored therapies
- Individualizing disease management



HOME DIALYSIS

- Improving quality of life and therapy outcomes
- Providing affordable, safe and easy to use therapy systems
- Improving patient compliance and monitoring



IN-CENTER DIALYSIS

- Reducing cost of care while improving therapy outcomes
- Enabling personalized care management and prescription of drugs



TRANS- PLANTATION

- Addressing global organ shortage
- Enhancing the lifetime of transplants



EARLY DETECTION AND PERSONALIZED THERAPY ARE KEY



CKD 3B-5:

ABOUT 15% OF U.S. ADULTS HAVE CKD –
9 OF 10 ARE NOT AWARE OF THEIR DISEASE*

EARLY CKD DETECTION

Strategic investments in **health monitoring platforms, cardiorenal technologies** and diagnostic tools for **early CKD identification** and intervention

PERSONALIZED CKD MANAGEMENT

Leveraging therapy and health data pools providing **individualized comorbidity management** and personalized treatment

DELAY CKD 3B-5 PROGRESSION

Regenerative medicine and new therapy approaches to treat and **delay CKD 3B-5 progression**



VALUE CREATION

- Leading position to leverage new business models and revenue streams, establish highly profitable markets and at the same time provide best possible care
- Complementary approach to become the most comprehensive provider in renal care across the entire Renal Care Continuum
- Growing market segments also beyond dialysis allows to expand core segments



1 Source: Centers for Disease Control & Prevention | Chronic Kidney Disease in the United States, 2021

■ PROVIDING NEXT GENERATION & AFFORDABLE HOME THERAPY SYSTEMS TO IMPROVE QUALITY OF LIFE

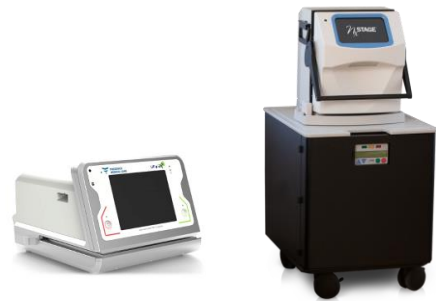


HOME:

OUT OF 3.6M DIALYSIS PATIENTS GLOBALLY, INCREASING NUMBER OF PATIENTS UNDERGO DIALYSIS TREATMENTS AT HOME¹

IMPROVED QUALITY OF LIFE

Next generation therapy systems for **home therapies** enabling **data analytics** and **improved treatment outcomes**



AFFORDABLE HOME THERAPIES

Affordable, reliable and easy to use home dialysis systems making dialysis treatments affordable for everyone



CONNECTED HOME ENVIRONMENT

Fully connected home environment enabling **artificial Intelligence (AI), machine learning & predictive models** to enhance quality of care



VALUE CREATION

- Seamless, simplified and easy to use next generation home therapy systems to improve the quality of life of patients
- Reliable, affordable and digitally enabled PD therapy system entering value segments and untapped markets
- Kinexus: Secure and cloud-based solution connecting patients and clinicians supports new “pay for service” business models



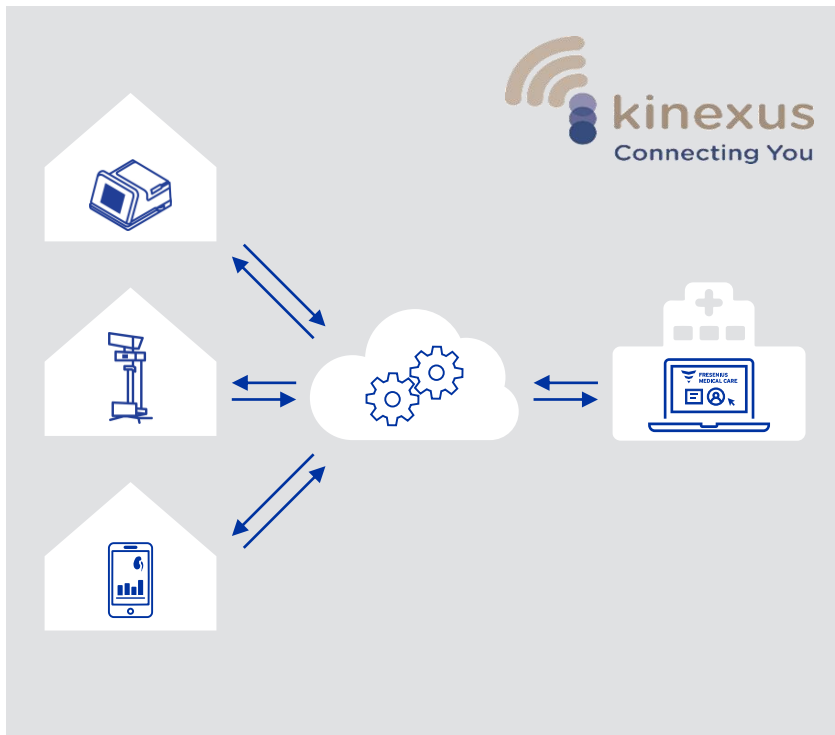
¹ Source: Fresenius Medical Care

CONNECTED HOME ENVIRONMENT ENABLES PERSONALIZED CARE AND ADDITIONAL REVENUE STREAMS



HOME:

OUT OF 3.6M DIALYSIS PATIENTS GLOBALLY, INCREASING NUMBER OF PATIENTS UNDERGO DIALYSIS TREATMENTS AT HOME¹



ENABLING CONNECTIVITY

Closing the gap between home patients and clinicians



DATA SECURITY & PRIVACY

Applying highest standards to protect data and privacy of the patients



CLOUD ARCHITECTURE

Enabling data analytics, machine learning, artificial intelligence and predictive models



CREATING INSIGHTS

Providing better, actionable information to clinicians for better and personalized patient care



VALUE CREATION

- Creating a more personalized care environment to increase time on Peritoneal Dialysis in a home setting
- Minimalizing patient's self management effort by automated data transfer and reduced reliance on paper flow sheets
- Timely intervention: with ongoing access to treatment data, clinicians can quickly adjust therapy settings to keep patients on track



● Fully implemented ◐ In progress

¹ Source: Fresenius Medical Care

PERSONALIZED PRESCRIPTION AND PLATFORM TECHNOLOGIES

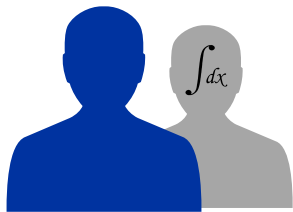


IN-CENTER:

MAJOR PROPORTION OF DIALYSIS PATIENT POPULATION RECEIVE HD TREATMENTS IN AN IN-CENTER SET-UP¹

PERSONALIZED PRESCRIPTION

Mathematical models and virtual clinical trials for tailored prescription of drugs improving therapy outcomes while **reducing cost of care**



GLOBAL HD PLATFORM

Reducing cost of ownership with new and globally available HD platforms



IMPROVED HEMOCOMPATIBILITY

Transformative membrane surface technology to **improve hemocompatibility** and therapy outcomes



VALUE CREATION

Cost Savings:

- Substantially reducing costs by enabling saline free dialysis
- Reduction of therapy costs by reduced medication and personalized prescription
- Reduced hospitalization by improved quality of treatments

Revenue:

- Accessing untapped patient segments in developing countries



¹ Source: Fresenius Medical Care

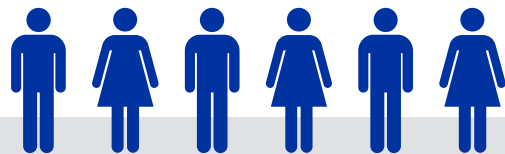
XENOTRANSPLANTATION HAS THE POTENTIAL TO SOLVE GLOBAL ORGAN SHORTAGE



TRANSPLANT: NEW SOURCES OF ORGANS ARE VITAL TO SUPPLEMENT THE ±21,000 KIDNEY ALLOGRAFTS DONATED AND TRANSPLANTED PER YEAR¹ – XENO ORGANS A POTENTIAL SOLUTION

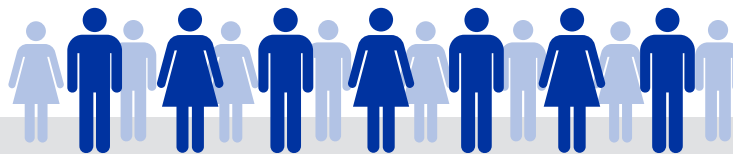
95,633
ESRD PATIENTS

... in the U.S. are on the Kidney Transplant Waitlist



APPROX. 435,000
ESRD PATIENTS

... in the U.S. are **NOT** on the waitlist for a kidney transplant² but could be eligible for a xeno kidney transplant³



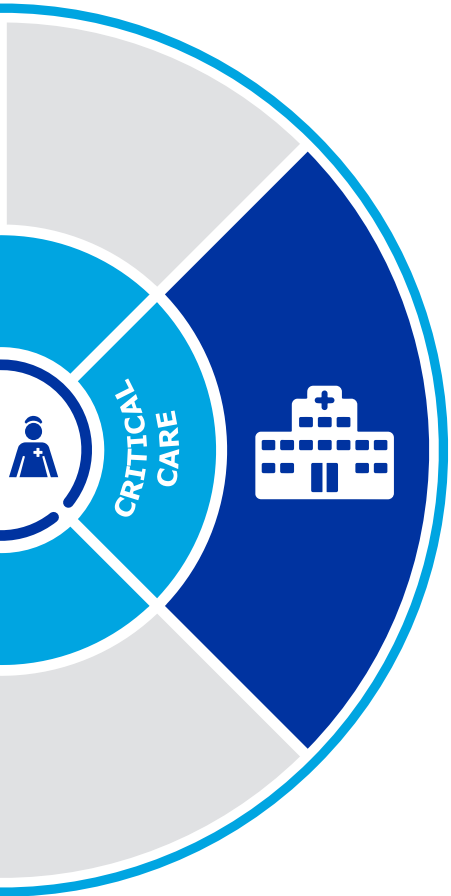
VALUE CREATION

- Expanding FME's transplantation business to become the most comprehensive provider in renal care
- Establish new Product and Service business models around transplantation
- Prerequisite: xenotransplantation proves efficacy in humans



¹ U.S. Department of Health & Human Services, [Organ Procurement & Transplantation Network](#) | ² U.S. Renal Data System. 2018 Annual Data Report, Volume 2 – ESRD, [Section B, Table B.1 Prevalent Counts of Reported ESRD](#) | ³ An estimated 30% of dialysis-dependent ESRD patients would not be considered eligible for either allo or xeno kidney transplant

■ ADDRESSING NEEDS OF PERSONALIZED MEDICINE IN CRITICAL CARE



COVID-19 & ACUTE KIDNEY INJURY:
A QUARTER OF PATIENTS HOSPITALIZED WITH
COVID-19 DEVELOP ACUTE KIDNEY INJURY¹

EXPANDING CRITICAL CARE

Next generation **synchronized cardiac support** systems for **heart & lung** therapies



GLOBALIZING ACUTE DIALYSIS THERAPIES

Improve therapies of patients in **critical conditions globally** by innovative CRRT systems with integrated **intelligent software support**



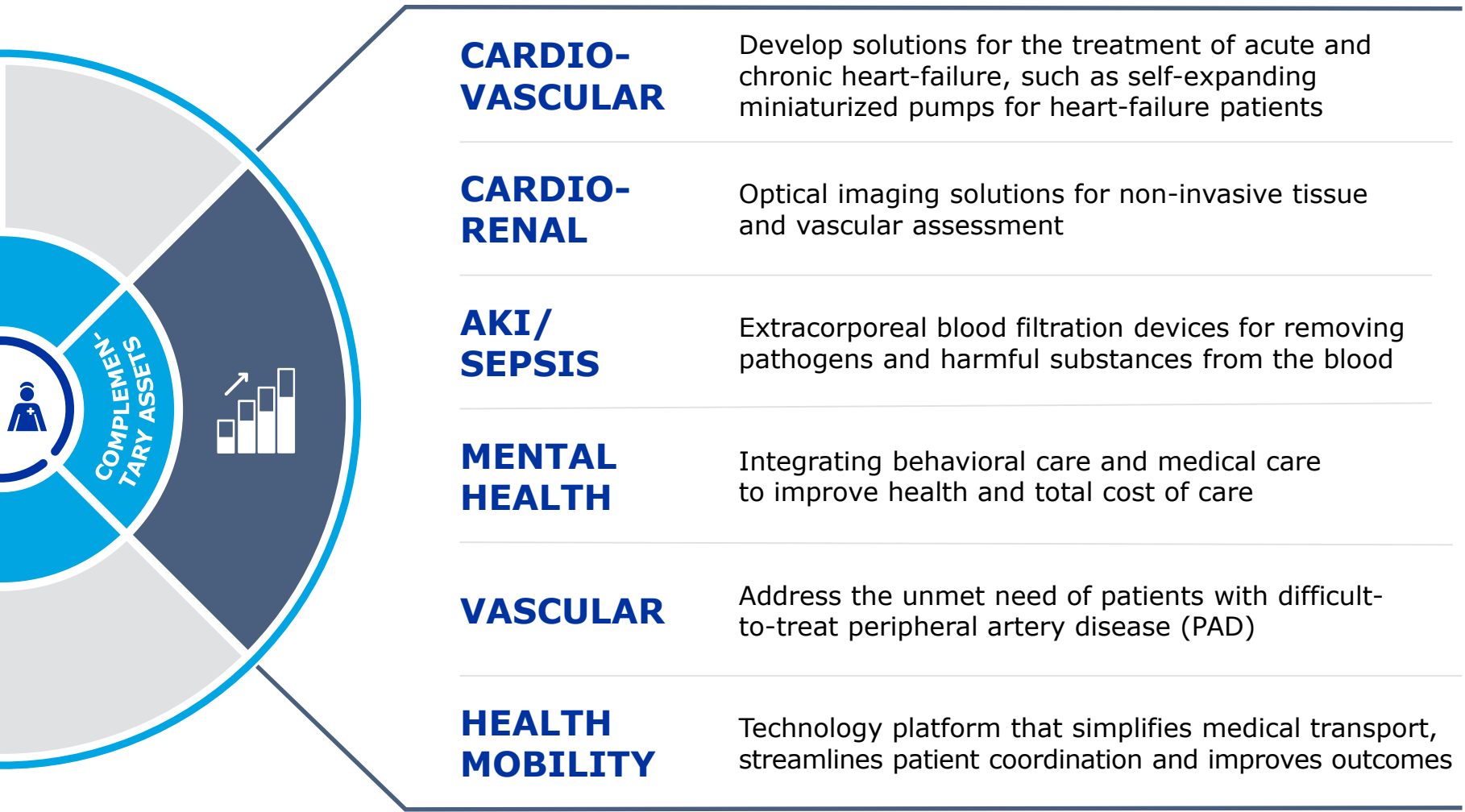
VALUE CREATION

- Expanding therapy offerings to patients in critical conditions globally
- Leveraging deep expertise in extracorporeal therapies to address patient segments beyond dialysis
- Further driving personalized care to address individual urgent needs of patients in critical conditions most efficiently



¹ Pathophysiology of COVID-19-associated acute kidney injury (05 July 2021) | Matthieu Legrand, Samira Bell, Lui Forni, Michael Joannidis, Jay L. Koyner, Kathleen Liu & Vincenzo Cantaluppi

EXTERNAL INNOVATION PIPELINE IN COMPLEMENTARY BUSINESS AREAS



VALUE CREATION

- Leveraging FME expertise to expand therapy offering for our dialysis patients and beyond
- Upscaling external innovation and technologies with FME's broad network and infrastructure



■ SUMMARY

INNOVATION CONTRIBUTES TO FRESENIUS MEDICAL CARE'S GROWTH AS AN INTRINSIC ELEMENT IN ALL AREAS OF OUR STRATEGY

RENAL CARE CONTINUUM

- As the leading and only vertically integrated provider, we understand the challenges and needs along the **entire patient journey**
- We are **well-positioned** to leverage market potential, reduce costs of care and at the same time further improve treatment quality

CRITICAL CARE

- We **leverage our deep expertise** to further expand and personalize therapy offerings to patients in critical conditions
- Address patient segments beyond dialysis

COMPLEMENTARY ASSETS

- **Patient-focused** approach
- External innovation pipeline to set milestones in non-renal products



**Your questions
are welcome!**

