

Expert call | Accelerating growth in home dialysis

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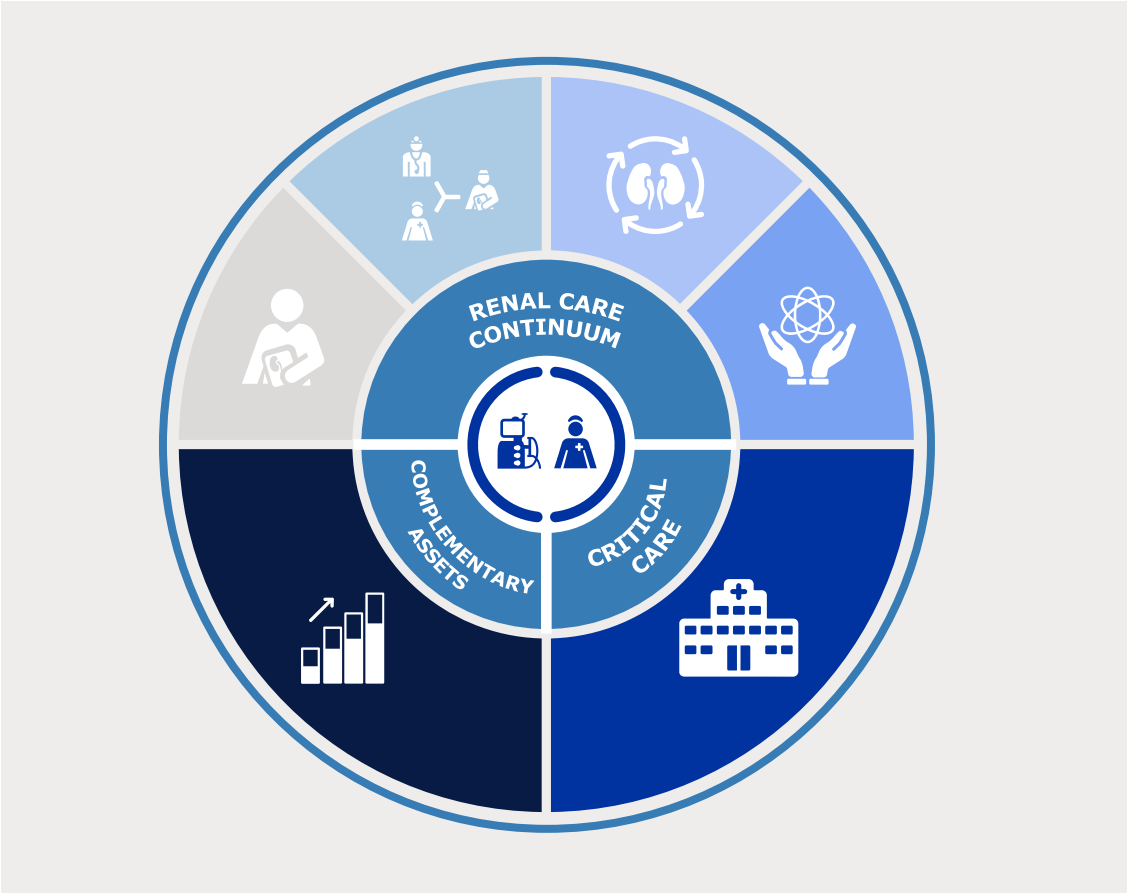
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■ Expanding home dialysis, a key strategic priority

Advancing our growth strategy



Addressing several challenges & opportunities

- Increase patient choice
- Improve outcomes & reduce costs
- Address labor shortage
- Support clinic network optimization

■ FME well positioned to continue to lead market in home growth

Leading technology

Vertically integrated business with full suite of home dialysis products

- Includes market leading PD, HHD, and Connected Health products



VersiPD



NxStage SystemOne



Kinexus PDTherapy Management Platform



PureFlow Dialysate System



Biofine PD Solutions Bag



Nx2me Connected Health



Established infrastructure

Supporting infrastructure already in place

- Training
- 24/7 support
- Distribution & logistics



Established home programs supported by in-center experience and network

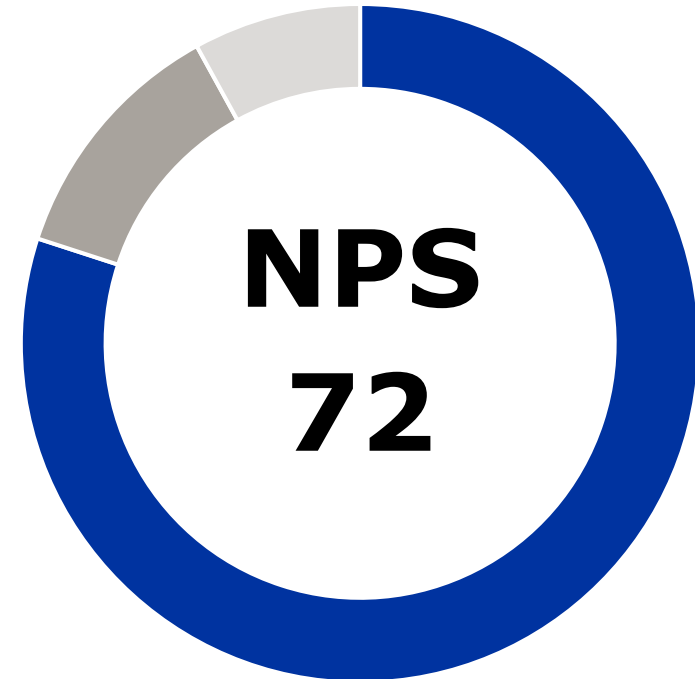
- **>1,200** active home programs
- Home treatments **>15%** in U.S.
- Global Medical Office
- FKC national clinic footprint

Scale & expertise

■ Extraordinary patient satisfaction levels



World class Net Promotor Score (NPS) across both PD & HHD¹



■ Net promoters ■ Passive ■ Detractor

Note: 1 | Fresenius Home Patient NPS as of 2021; "World Class" defined as NPS > 70

■ Dialysis patients benefit from more frequent dialysis (MFD)

Greater potential for MFD at home

- Flexibility for treatments every other day
- Payors supportive

4 treatments per week for average FME HHD patient

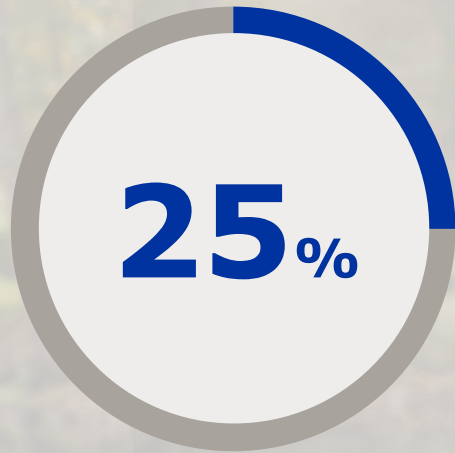


MFD associated with

- Statistically better blood pressure control
- Shorter interdialytic interval and lower mortality related to the long interdialytic interval
- Less cardiac remodeling from volume shifts
- Lower ultrafiltration rates
- Better bone and mineral metabolism parameters
- Health-related quality of life improvements

■ Home dialysis growth set to accelerate

New aspirational target



of dialysis treatments in the U.S.
to be performed in a home setting
by 2025

Key drivers to achieve target

80% | Increase home access

- In-Center to home
- New patient direct to home
- Transition PD to HHD

20% | Increase home retention

- Training and at home success



■ Opportunity for growth in both PD and HHD treatments

Drivers

% U.S. home treatments¹

Growth potential 2022-2025

Peritoneal dialysis



- Starting modality of choice, given
 - some remaining kidney function
 - effective for 3-5 years
- Growth driven by earlier detection through CKD management & education

68%

Mid-to-high single digit

Home hemodialysis



- Increase awareness and training
- Growth sourced from
 - re-education of in-center patients
 - new incidents
 - transition from PD

32%

~ twenty percent

Note: 1) percent of U.S. home treatments as of Q2 2022

TCUs essential to increasing and retaining home patients

~100 Transitional Care Units (TCUs)
across the U.S. supporting ~400 home programs



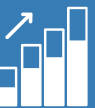
Note: 1) Versus matched controls

1 out of 3 patients educated in a TCU
choose home
versus 1 out of 20 without a TCU

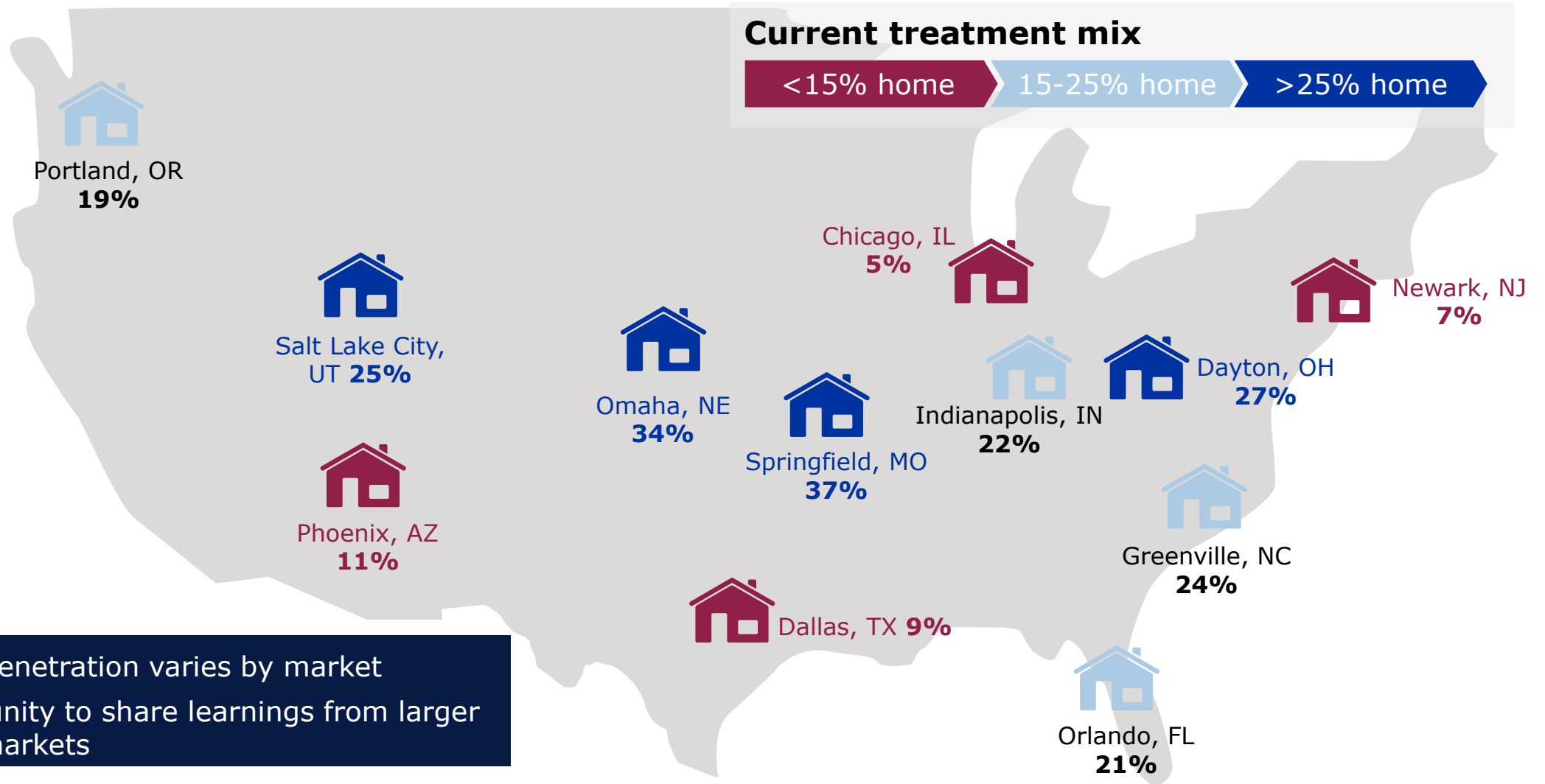


Patients going through TCU's see multiple
other **clinical advantages**¹

- More likely to survive and less likely to be hospitalized during follow-up
- More likely to be referred/wait listed for kidney transplant
- Higher rates of AV access (versus catheter) post TCU



■ Home penetration in select markets indicates growth opportunity

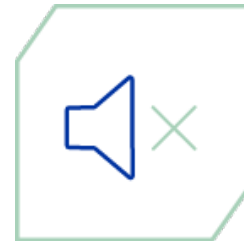


- Home penetration varies by market
- Opportunity to share learnings from larger home markets

■ PD innovation | VersiPD Cyclor System

PD therapy...simplified. Highest level of care. Lowest level of complexity

The **smallest, lightest, and quietest** PD cyclor available, the VersiPD Cyclor System is designed to fit where – and how – patients live. It aims to **enable independence, shrink the learning curve, and make dialysis therapy smarter.**



Connected Health technology...



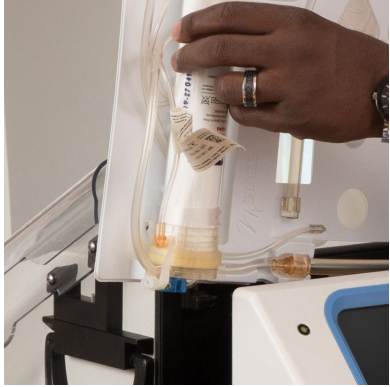
...can improve outcomes

- **Increase time on PD**
 - Increase average length of stay on PD by **3.5 months**
- **Increase patient retention**
 - Reduce patient dropout by **15%**
- **Timely intervention**

...reliable and easy to use

- **Over 15,000 patients connected**
- **No internet required**
 - uses cellular connection

■ HHD innovation | market leading technology with NxStage One



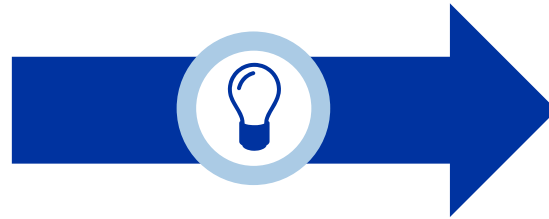
Simple	Portable	Reliable	Modular	Connected
<ul style="list-style-type: none"> Simple interface easy to learn and use Easy-to-use drop-in cartridge Simple plumbing connections and standard electrical plug 	<ul style="list-style-type: none"> >70% of patients take advantage Only HHD system in the U.S. that allows it 	<ul style="list-style-type: none"> Only model with FDA approval for solo and nocturnal treatments 24-hour service swap model 	<ul style="list-style-type: none"> Option to use dialysate fluid prepared at home or premixed dialysate bags 	<ul style="list-style-type: none"> Nx2me shown to improve patient retention 29% lower therapy discontinuation rate and reduced training time

■ HHD innovation | GuideMe interface targeted for mid-2023

Device evolution to optimize key value drivers for patients



Today



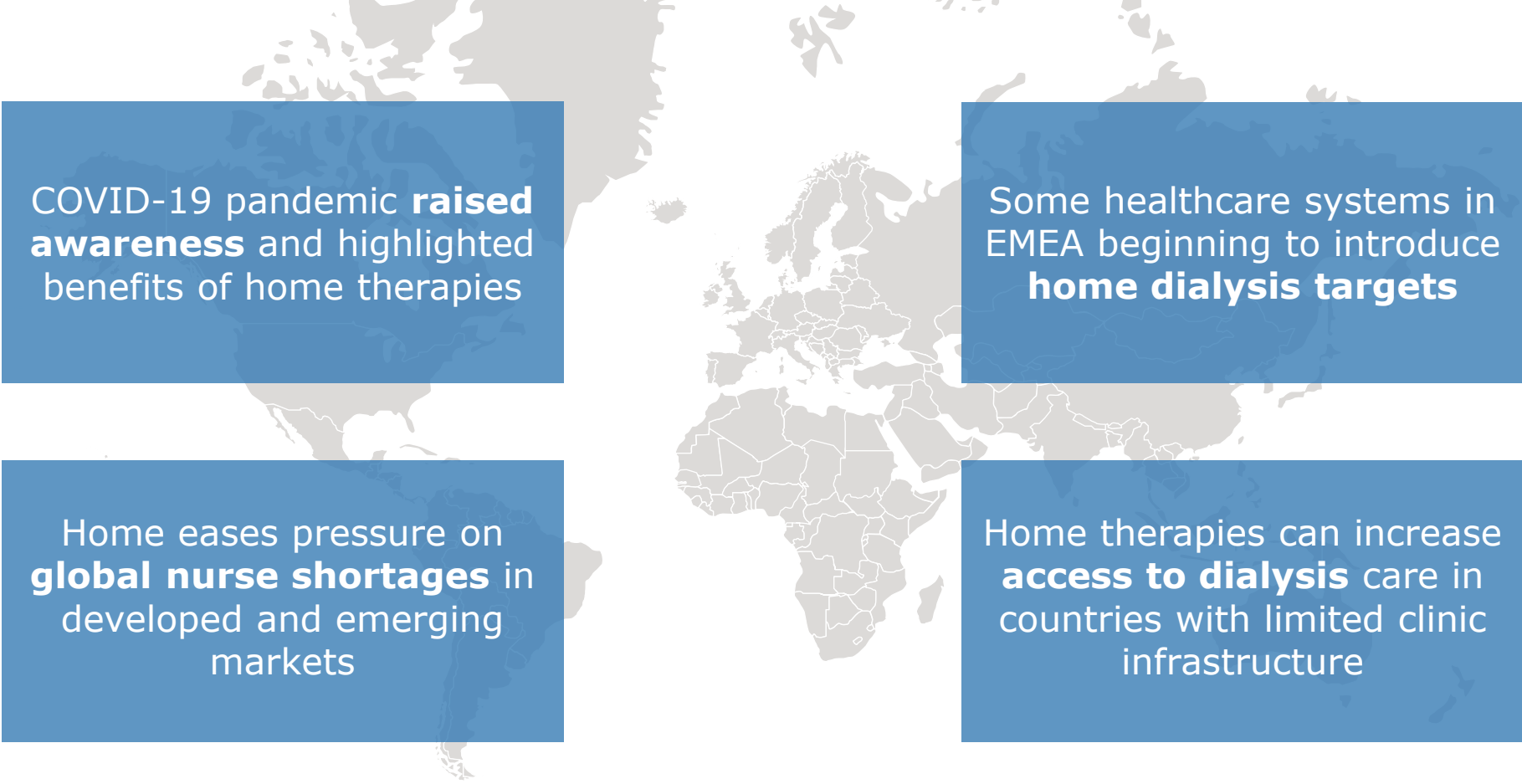
Target mid-2023

GuideMe interface

- New level of usability within the existing platform
- Enhanced troubleshooting
- Machines already in the field can be upgraded

■ Home growth potential outside the U.S. in mid-to-long term

Technological improvements & connectivity increasing opportunity for home treatments around the world

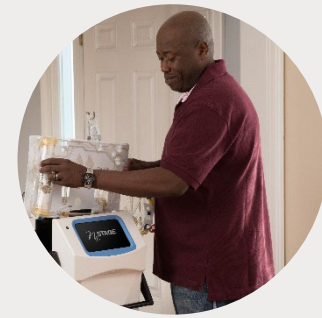


COVID-19 pandemic **raised awareness** and highlighted benefits of home therapies

Some healthcare systems in EMEA beginning to introduce **home dialysis targets**

Home eases pressure on **global nurse shortages** in developed and emerging markets

Home therapies can increase **access to dialysis** care in countries with limited clinic infrastructure



Q&A

