



Care Coordination

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Safe harbor statement

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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.

Care Coordination – At a glance

€ **2.2** bn revenue
in 2016

7 service categories
(North America)

+ **25%** revenue growth
in 2016

5 types of value-based
arrangements



Capturing value through targeted initiatives



Example interventions:

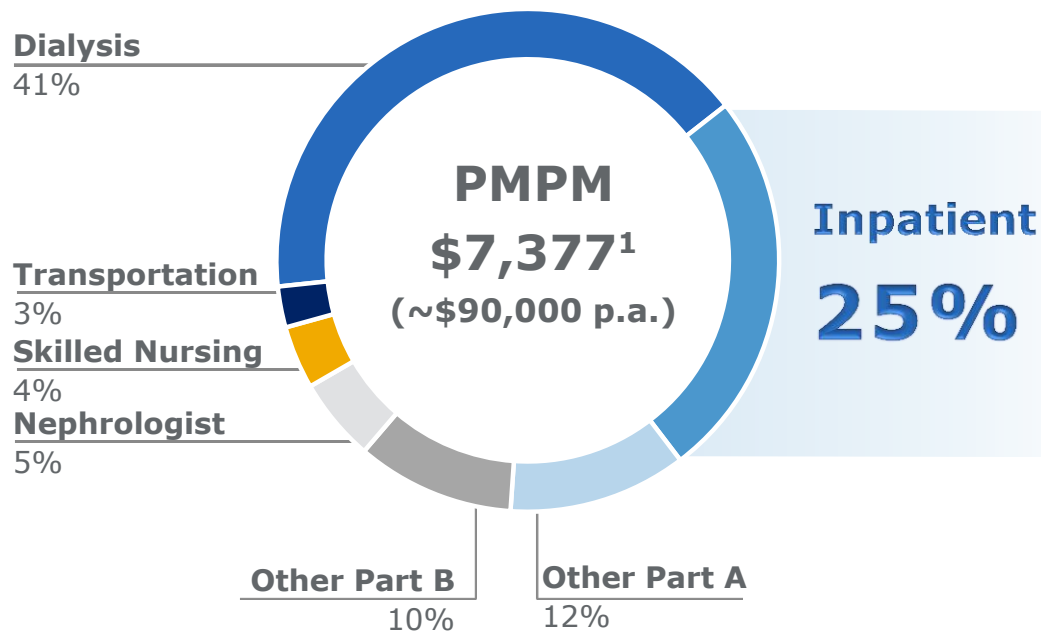
- ▶ Treatment Options Program
- ▶ Social Work Intensive
- ▶ Renal Care Coordination
- ▶ Volume Management
- ▶ Rx Therapies
- ▶ Medication Management
- ▶ Outlier Rx Management
- ▶ Patient Experience

To be the leader and partner of choice in managing care in a value-based system, we must improve quality outcomes for patients while generating savings for payors and partners and creating **economic value for Fresenius Medical Care.**

Example outcome – Decreasing hospitalization

Average Part A & B Cost for Medicare

FFS Beneficiary with ESRD, in %



Our capabilities can drive reductions in patient hospitalizations



**FRESENIUS
MEDICAL CARE**

Kidney Care

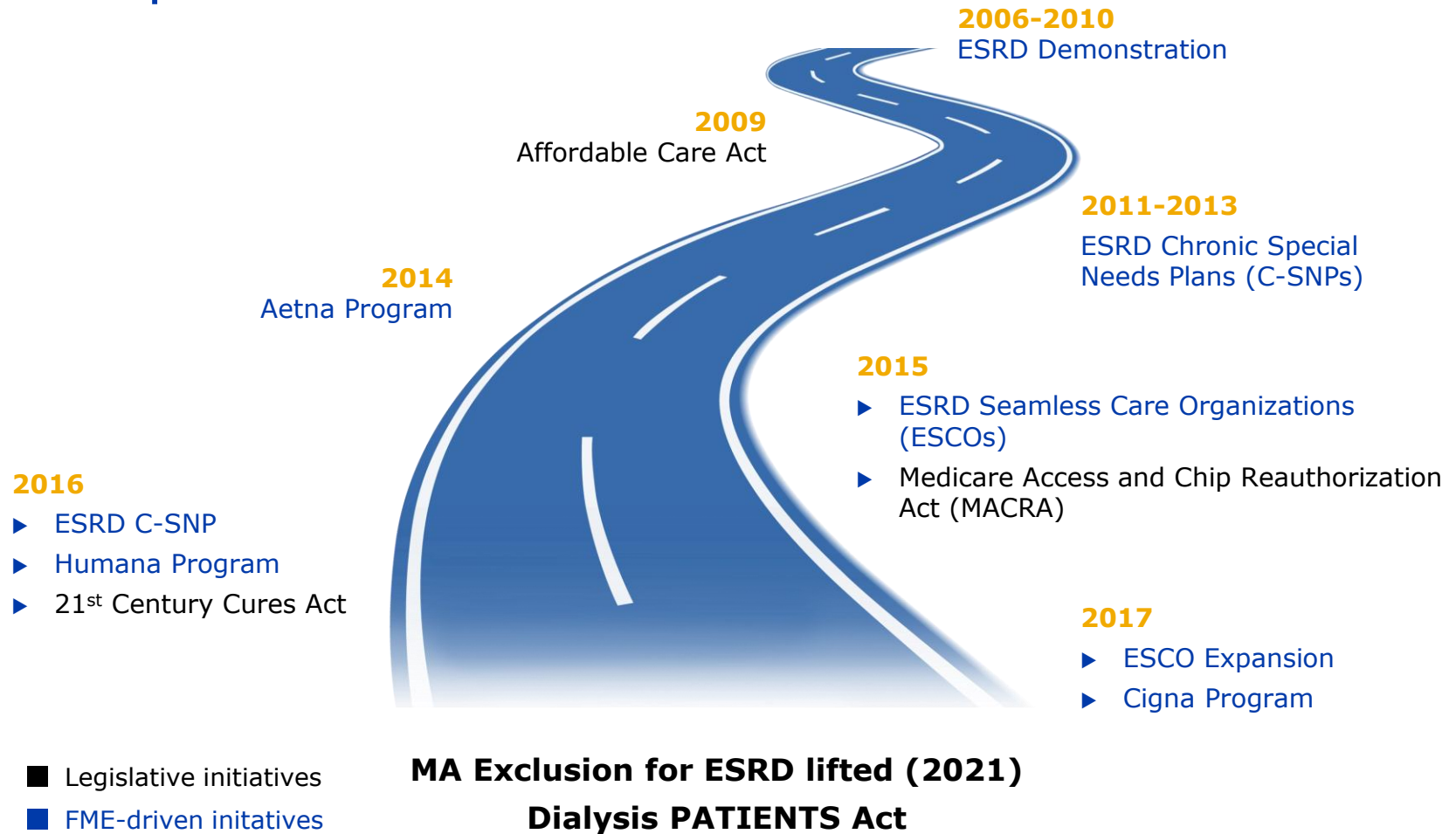
Vascular Care

Health Partners

Pharmacy

¹ Based on 2016 ESCO benchmark | PMPM = per member per month

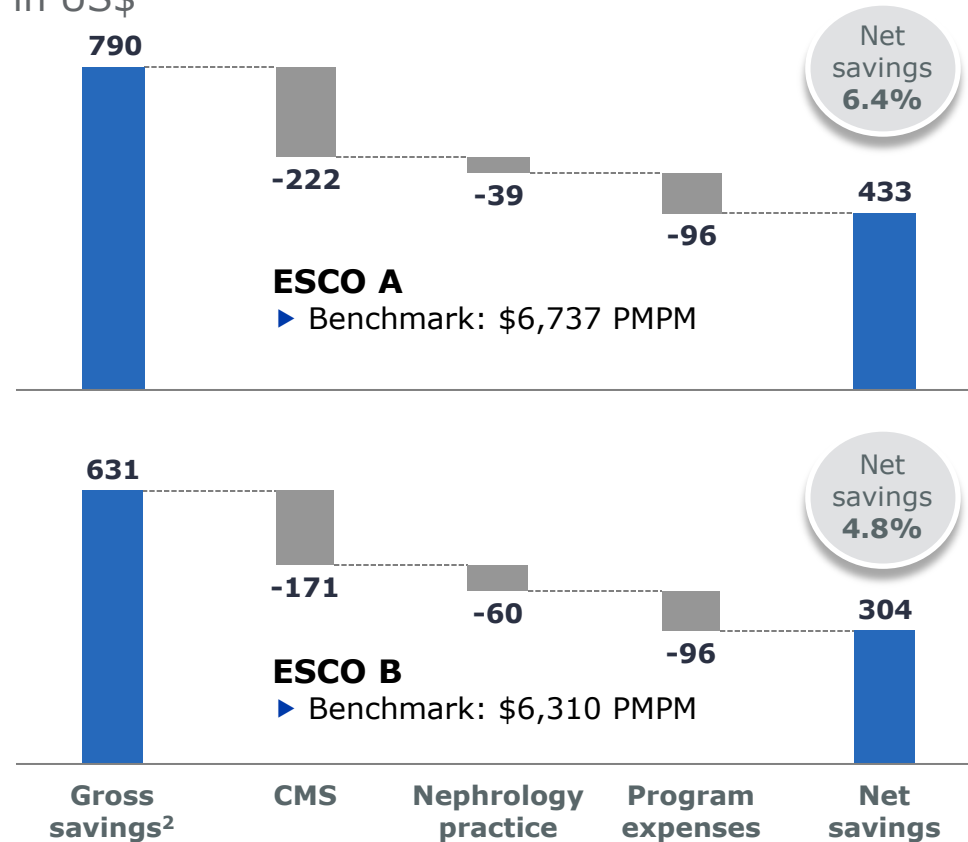
The path to value



Deep-dive – ESCO savings cascade

PMPM average savings and distribution¹

in US\$



Key Factors

- ▶ Strong practice leadership and focused ESCO communication and commitment
- ▶ Close monitoring by nephrologist of admissions, discharges, and transitions of care
- ▶ Ability to manage inefficient healthcare spending (e.g. non-emergent transportation)
- ▶ ESCO Quick Facts 2017:
 - up to 30,000 ESCO members
 - 24 ESCO markets

¹ Top-performing 2016 ESCOs: estimated 2016 savings based on CMS quarterly reports and detailed claims data. ² Adjusted for increased dialysis expenses.

Care Coordination – Wrap-up

Partner of choice

- ▶ Change the relationship with existing payors
- ▶ Prepare for growth and pricing pressure as MA population expands in 2021



Economic value

- ▶ Deliver incremental value from existing capabilities
- ▶ Capture significant opportunity with potential legislative changes (PATIENTS)

Core competency

- ▶ Ensure that value is our "core" business
- ▶ Leverage demonstrated ability to improve outcomes

We are best positioned for the move to value-based care.
We will develop capabilities, systems, and processes to transform from volume to value.