



Dialysis Services & Products

Dominik Wehner, CEO EMEA

Harry de Wit, CEO Asia-Pacific

Safe harbor statement

The following presentation includes certain forward-looking statements within the meaning of Section 27A of the U.S. Securities Act of 1933, as amended, and Section 21E of the U.S. Securities Act of 1934, as amended. The Company has based these forward-looking statements on current estimates and assumptions made to the best of our knowledge. Actual results could differ materially from those included in the forward-looking statements due to various risk factors and uncertainties, including changes in business, economic competitive conditions, regulatory reforms, foreign exchange rate fluctuations, uncertainties in litigation or investigative proceedings and the availability of financing. Given these uncertainties, readers should not put undue reliance on any forward-looking statements. These and other risks and uncertainties are discussed in detail in Fresenius Medical Care AG & Co. KGaA's (FMC AG & Co. KGaA) Annual Report on Form 20-F under the heading "Forward-Looking Statements" and under the headings in that report referred to therein, and in FMC AG & Co. KGaA's other reports filed with the Securities and Exchange Commission (SEC) and the German Exchange Commission (Deutsche Börse).

Forward-looking statements represent estimates and assumptions only as of the date that they were made. The information contained in this presentation is subject to change without notice and the company does not undertake any duty to update the forward-looking statements, and the estimates and assumptions associated with them, except to the extent required by applicable law and regulations.

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.

Dialysis Services & Products – At a glance

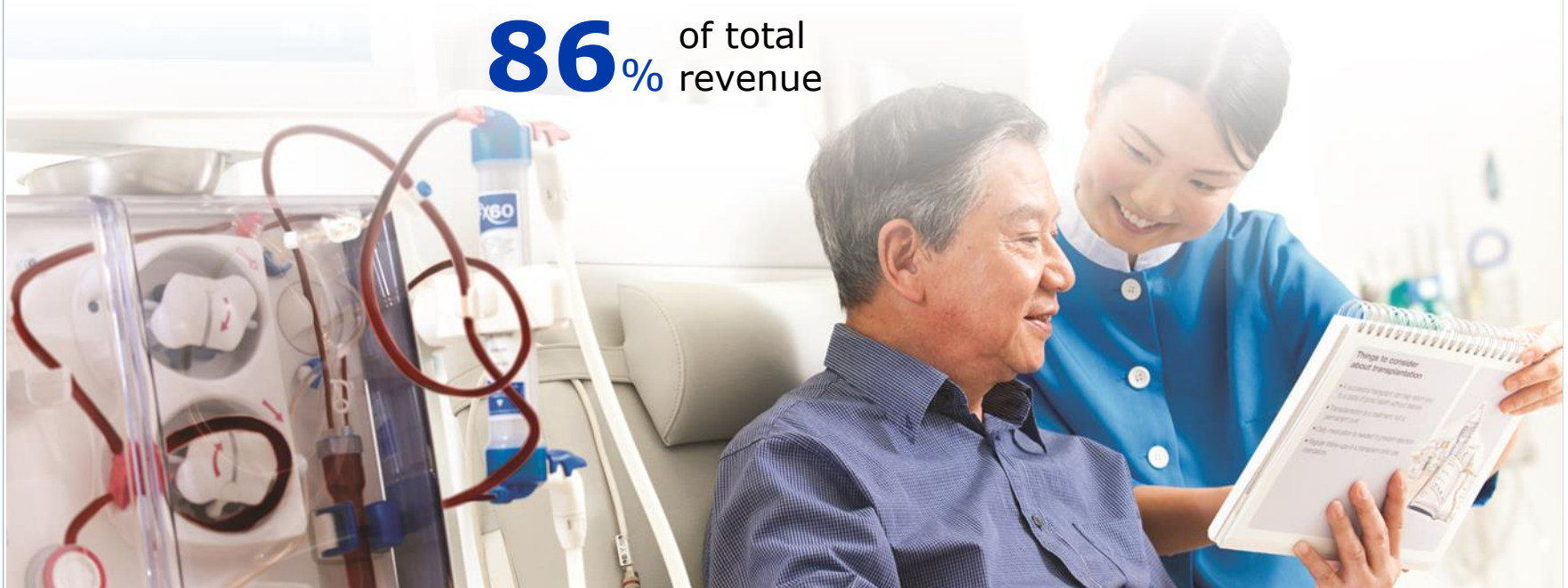
€ **11.3** bn dialysis services revenue

> **120** countries

> **308,000** patients



€ **3.1** bn dialysis products revenue

86% of total revenue



All numbers as of December 31, 2016.

Regions EMEA & Asia-Pacific

Fresenius Medical Care	EMEA		Asia-Pacific	
Countries (representations)	~80 countries		~20 countries	
Thereof countries with FME dialysis services	27		11	
Revenue in 2016	€2,409 million		€1,474 million	
Dialysis patients	~60,000		~29,000	
Clinics	~710		~370	
Production sites	18		8	

High complexity

- ▶ Very diverse regions – each with highly developed and emerging economies
- ▶ Strongly varying healthcare systems within each of the regions
- ▶ Offering of tailored products and solutions for the respective markets

Developed vs. emerging dialysis markets



Typical developed market

Full

Broad,
high prevalence

Lower than average

Patients older on average,
higher no. of co-morbidities

Single-use

3x per week

Access to different therapies:
i.e. HDF, APD

Moving to pay-for-performance
and value-based care

Dialysis coverage

Dialysis access

Patient growth

Average age

Product utilization

Treatments

Therapies

Payment

Typical emerging market

Often partial/none

Difficult,
lower prevalence

Higher than average

Patients younger on average,
lower no. of co-morbidities

Partially re-use

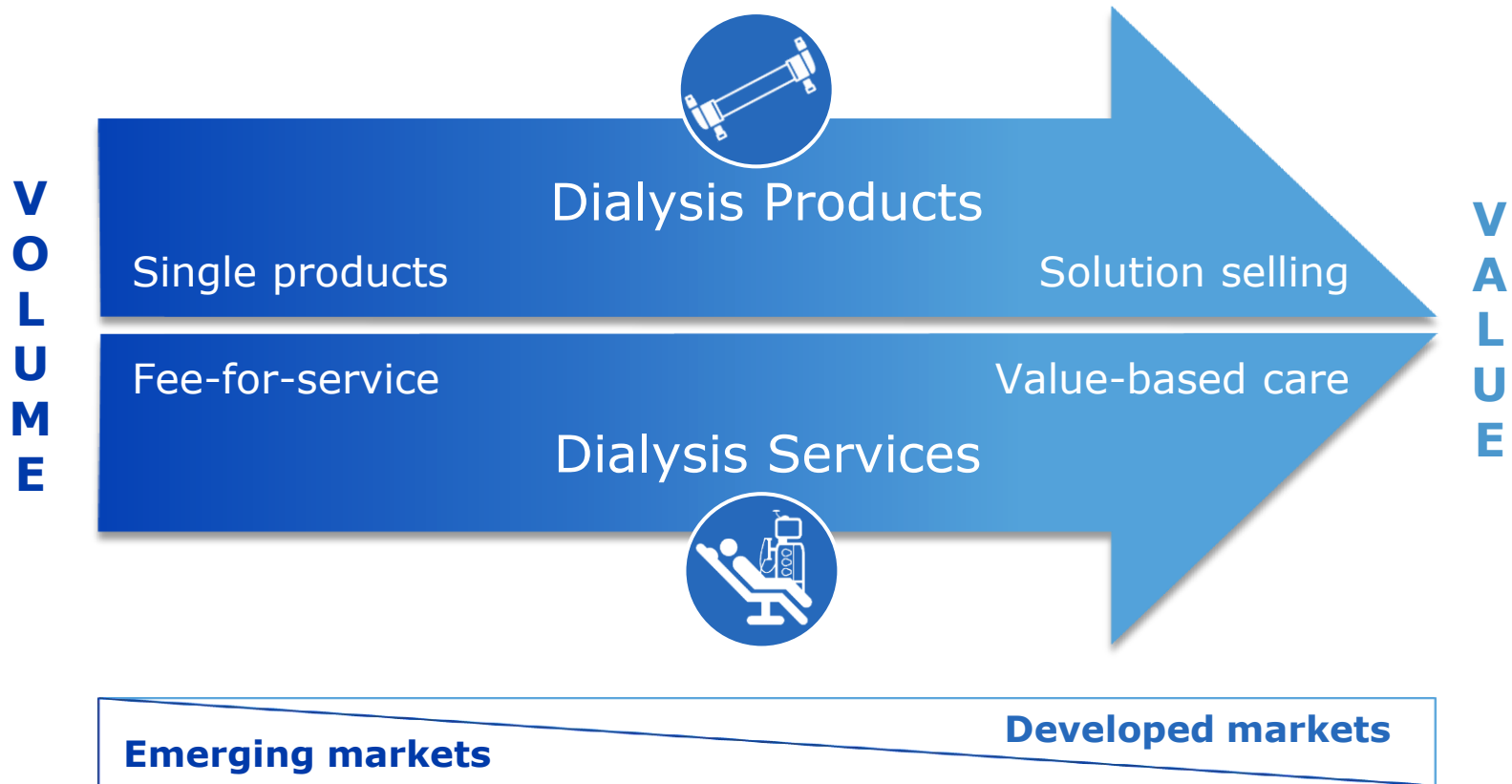
2-3x per week

Focus on conventional
dialysis therapies (HD, PD)

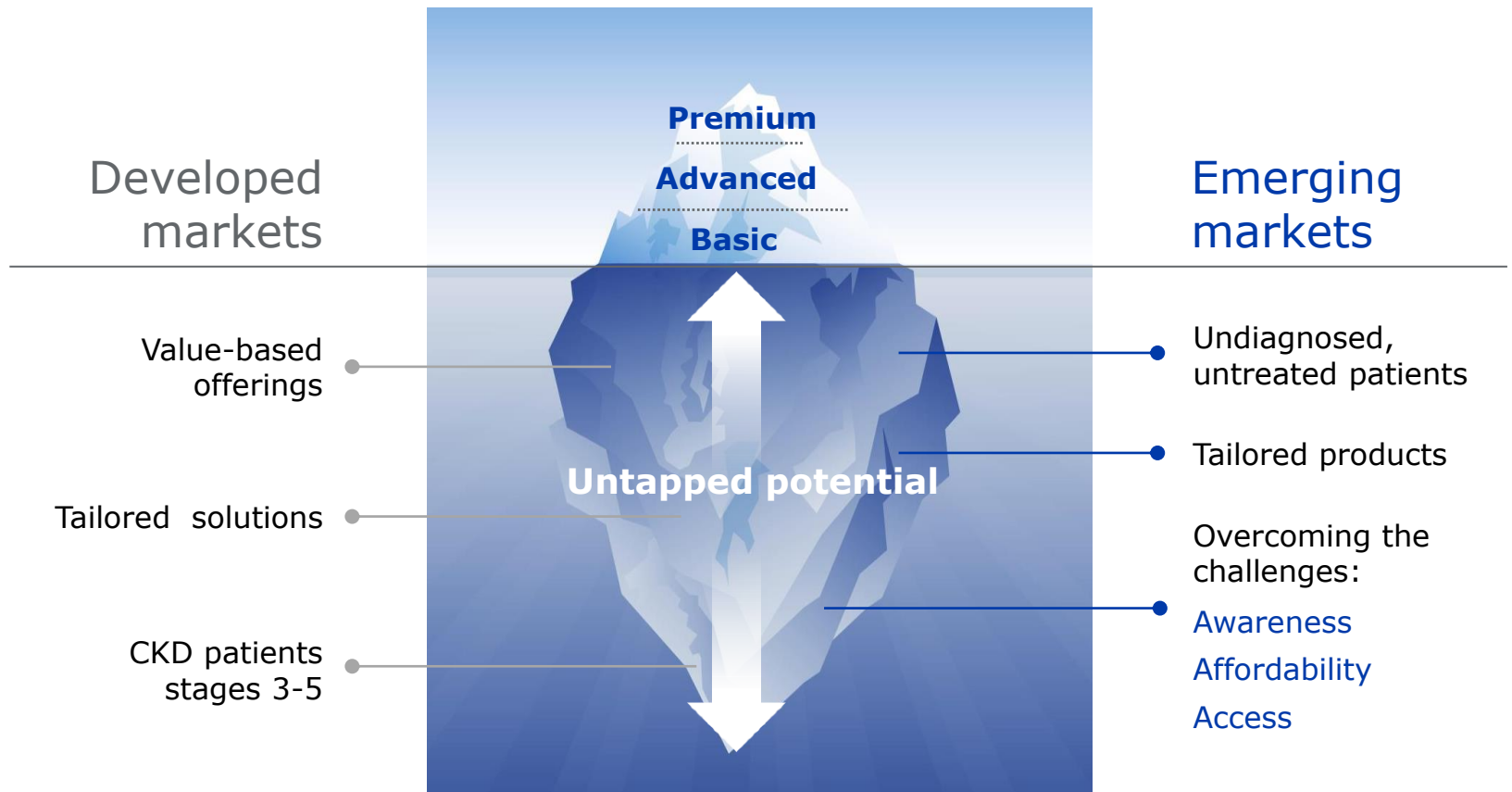
In general fee-for-service

Development path: from volume to value

Tailored offerings according to market maturity



Further growth potential



Dialysis Services & Products – Wrap-up

First mover

- ▶ Already present in 120 countries
- ▶ Unique capabilities to recognize unmet medical needs



Tailored approach

- ▶ Tailored solutions depending on market maturity
- ▶ Best possible therapy to improve patient outcomes

Untapped potential

- ▶ Market leader, yet only addressing the tip of the iceberg
- ▶ Further growth potential in leveraging on value-based offerings