

Full year 2017

Press Conference | February 27, 2018

Rice Powell - CEO

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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.

Growth trend continued in 2017



+4% Clinics: 3,752



+4% Patients: 320,960



+4% Treatments: 48,269,144



Growth targets achieved



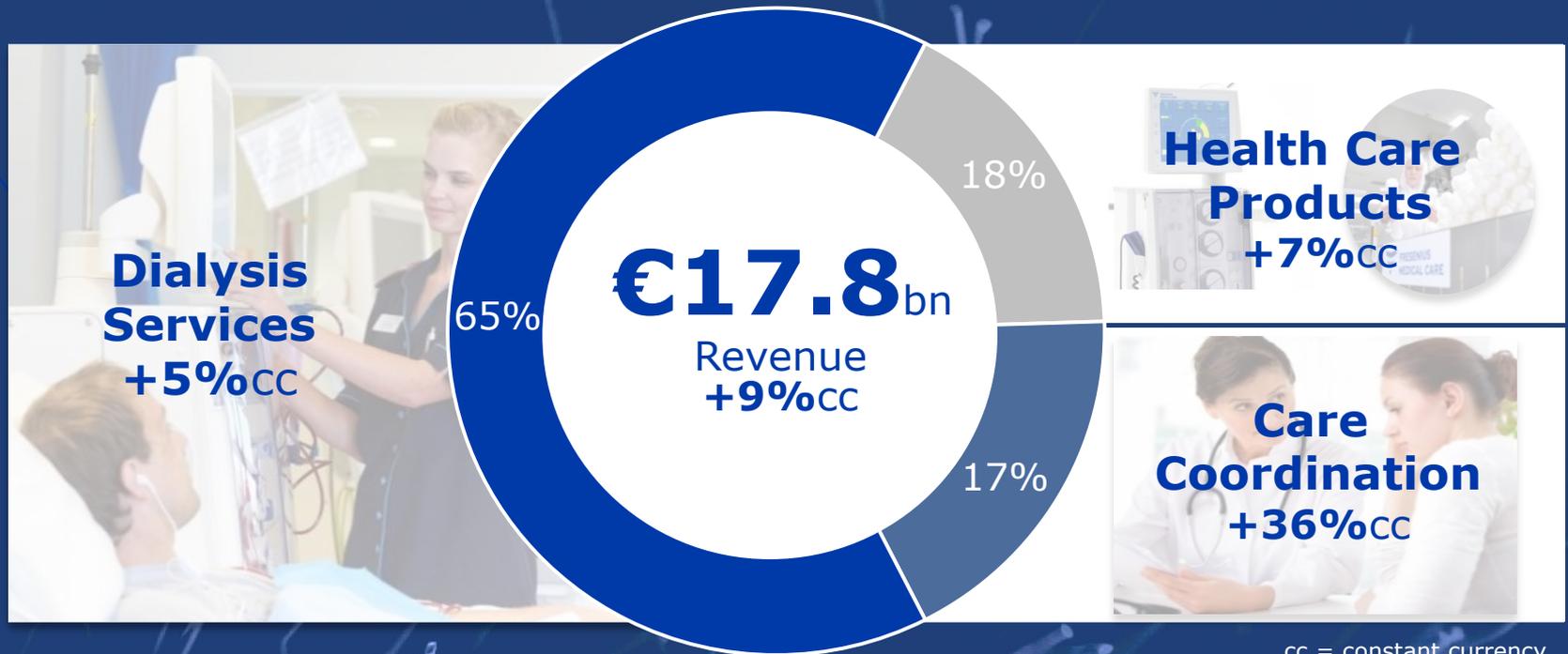
21st consecutive dividend increase proposed

Patients first: Live-saving action in hurricane zones

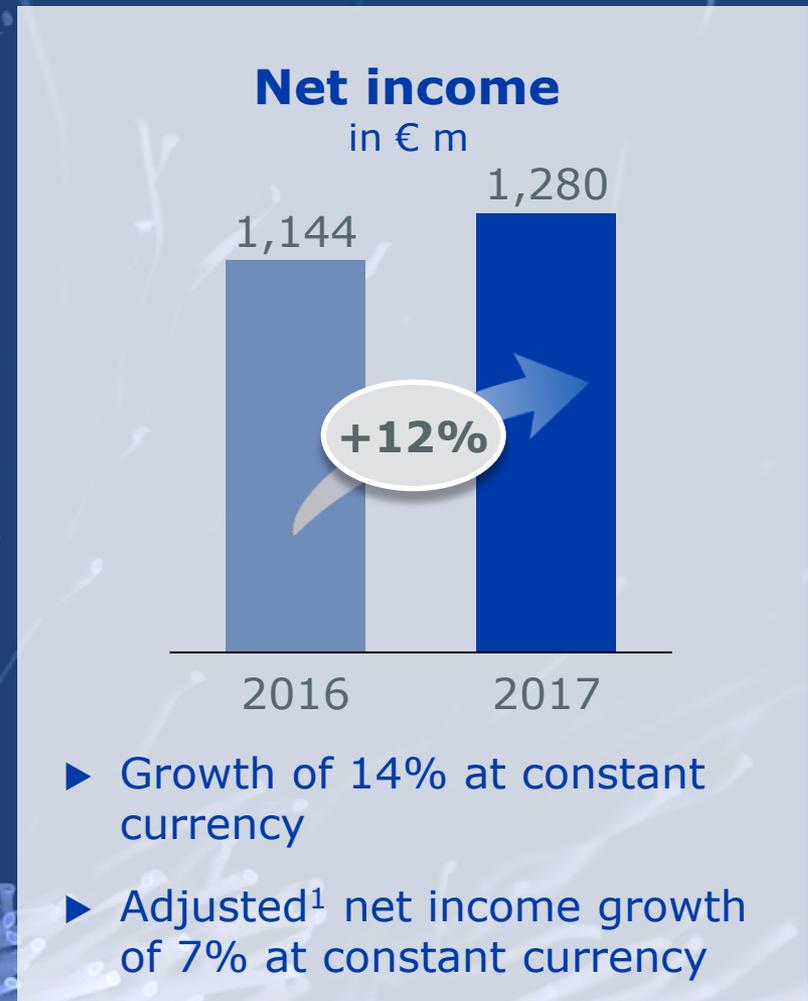
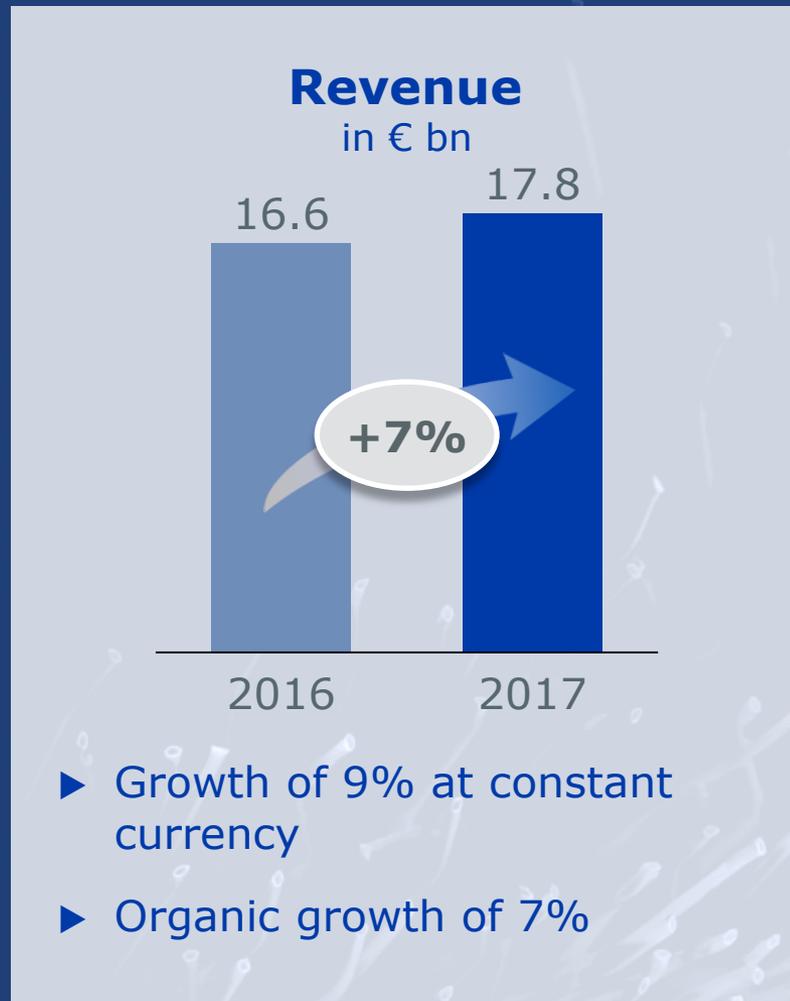
- ▶ Natural disasters pose immense challenges for dialysis patients and staff
- ▶ 2017: unusually high number of natural disaster with three hurricanes and an earthquake in North America
- ▶ Distribution of emergency packets, extra shifts in clinics, transport via “duck boats”
- ▶ Transfer of 89 patients from Puerto Rico who were evacuated to an FMC clinic in Miami



All business areas fueled our growth in 2017



Profitable growth continued



Delivering across all regions

North America



EMEA



#1
dialysis
provider

Latin America



Asia-Pacific



■ Health Care Services revenue in EUR bn
■ Health Care Products revenue in EUR bn

at constant currency, different scales applied

Health Care Services – solid growth



- ▶ North American Care Coordination business continues to show strong growth
- ▶ EMEA driven by patient growth
- ▶ Growth in Asia-Pacific supported by acquisitions
- ▶ Dialysis treatments increased by 4%

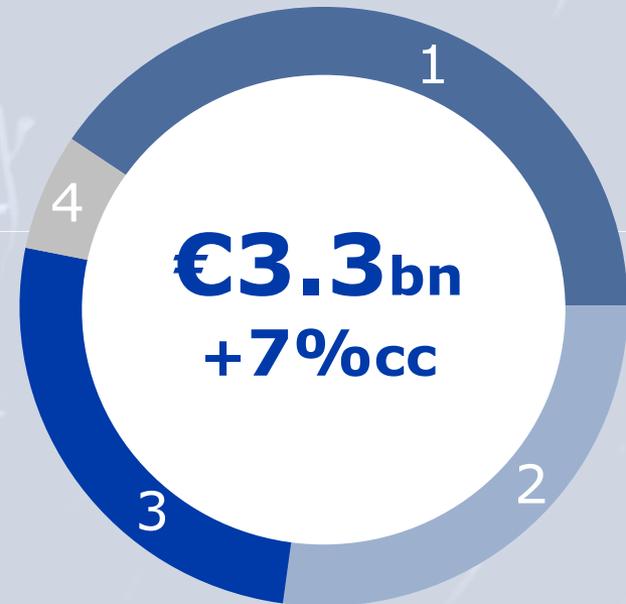
1	North America	83%
2	EMEA	8%
3	Asia-Pacific	5%
4	Latin America	4%

cc = constant currency

Products show strong demand



- ▶ Higher sales of dialyzers, machines, and peritoneal dialysis products
- ▶ Strong revenue growth in Latin America and Asia-Pacific
- ▶ Non-dialysis product revenue increased by 59% to €79 million due to the acquisition of Xenios



1	EMEA	40%
2	Asia-Pacific	27%
3	North America	26%
4	Latin America	7%

cc = constant currency

NxStage: New opportunities in home care segment



- ▶ Opportunity: Increasing demand for home treatment
- ▶ 82% of patients and families fully educated on their treatment options would select a home modality¹



**Nx2Me
Connected
Health**

Advantages of home dialysis:

- ▶ Higher patient satisfaction
- ▶ More engaged patients
- ▶ Flexibility to tailor the therapy around the patient's lifestyle
- ▶ Positive clinical results
- ▶ Reduced cost of care

FME home dialysis patients in the U.S.

(in % of FME patients in the U.S.)



¹ Devoe et al., American Journal of Kidney Disease, 2016

Further optimizing Care Coordination portfolio



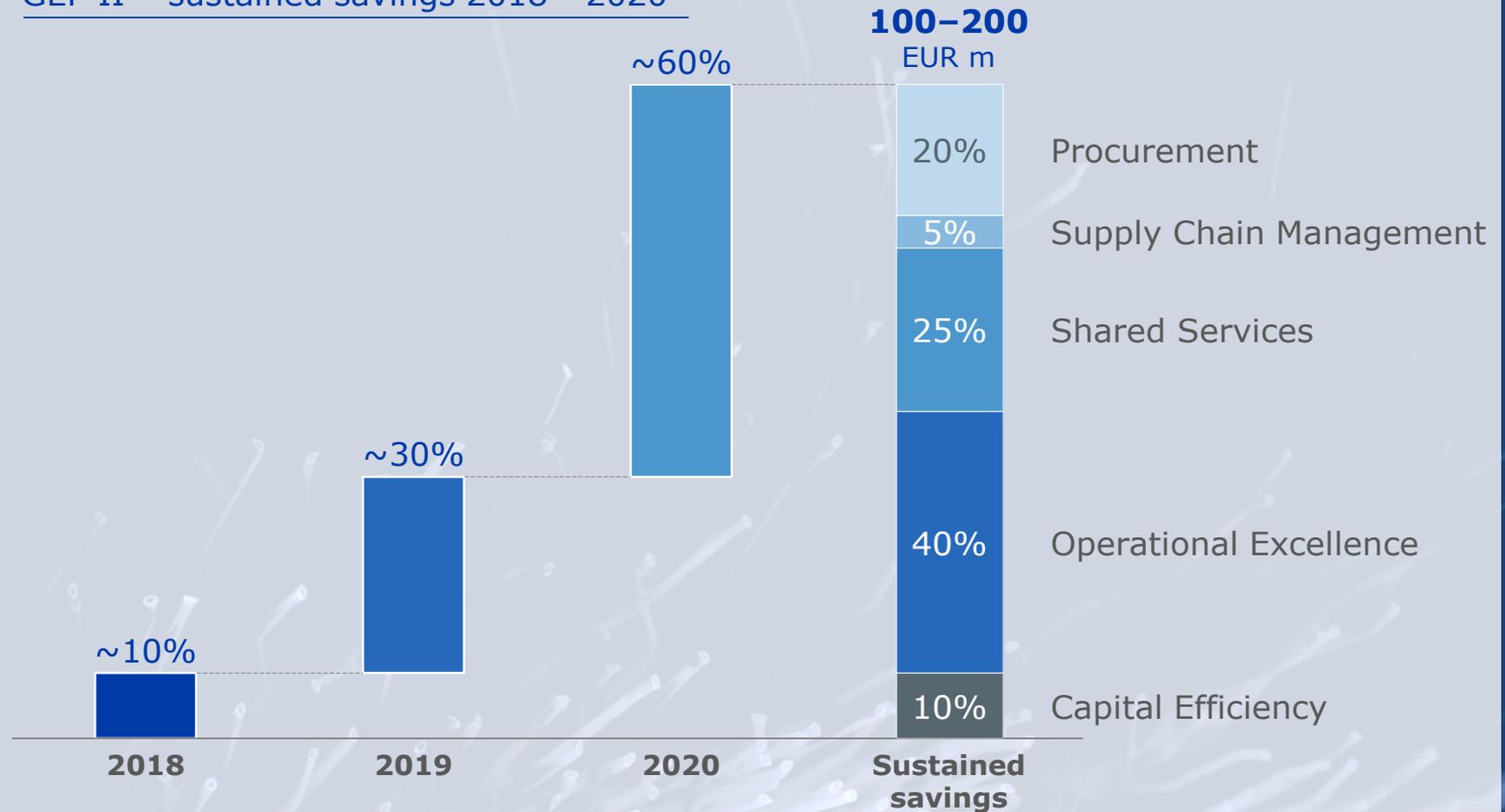
- ▶ Acquisition of Cura Day Hospitals in April 2017
- ▶ Opportunity to leverage core competence of operating outpatient facilities
- ▶ Scaling up clinic network in the Australian market



- ▶ Divestiture of Shiel in December 2017, a provider of non-dialysis laboratory services
- ▶ Care Coordination portfolio comprises activities with different maturity levels and different strategic implications
- ▶ Regular reevaluation of strategic opportunities

Global Efficiency Program – Phase II

GEP II – sustained savings 2018 - 2020



Excellent share price performance continued

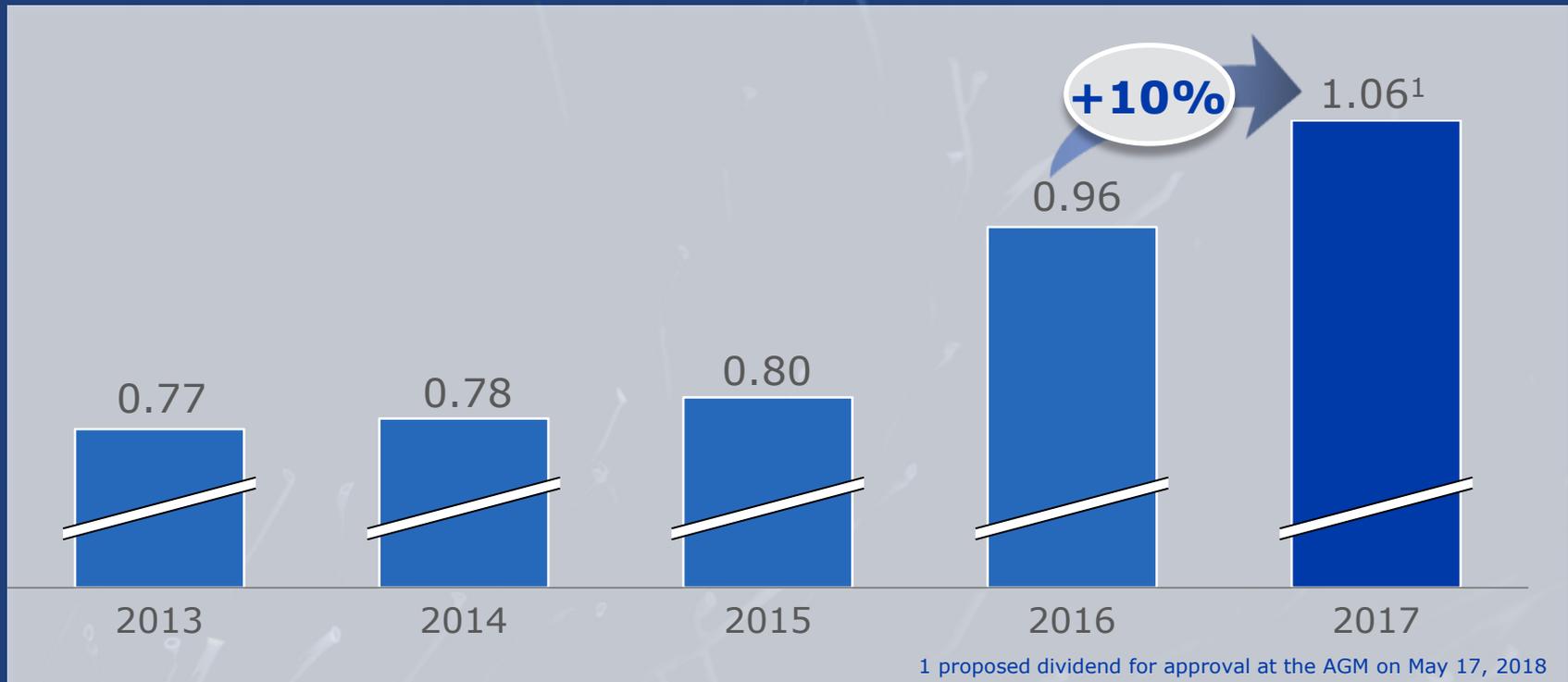
Share price & Index performance indexed in %



- ▶ Share price increase of 9%, outperforming the industry benchmark index
- ▶ New all-time-high reached on June 14, 2017

21st consecutive dividend increase

Dividend per share in EUR



- ▶ Continuously delivering returns to shareholders
- ▶ Dividend proposal in line with net income growth

Outlook¹



	Targets 2018	2017 base (in € million)
Revenue growth ²	~8%	17,298
Net income growth ³	13 to 15%	1,280

	Targets 2020 (2014-2020, avg. % p.a.)	2020⁴ (in € billion)
Revenue growth	~10%	24
Net income growth ⁵	high single digit	

Conclusion

- ▶ Patients come first! We improve the quality of life of our patients and take action to help our patients.
- ▶ We achieved a record year and are again targeting strong net income growth for 2018
 - ▶ We are further optimizing our portfolio and are positioning ourselves as a provider of choice for value-based care
 - ▶ We kicked off the 2nd phase of our Global Efficiency Program
- ▶ We proposed the 21st consecutive dividend increase



Your questions are welcome

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