OUR VISION

CREATING A FUTURE WORTH LIVING.
FOR DIALYSIS PATIENTS.
WORLDWIDE. EVERY DAY.

More than three decades of experience in dialysis, innovative research, the global leader in dialysis services and products – that is Fresenius Medical Care.

Patients with kidney disease can now look ahead with much more confidence thanks to our innovative technologies and treatment concepts. We give them a future, one that offers them the best-possible quality of life. We use the increasing demand for modern dialysis methods to our advantage and work consistently to enhance the Company’s growth. Together with our employees, we focus on pursuing strategies that will enable us to uphold our technological leadership. As a vertically integrated company, we offer products and services for the entire dialysis value chain.

The highest medical standards are our benchmark. This is our commitment to our patients, our partners in the healthcare system and our investors, who trust in the reliable performance and the future of Fresenius Medical Care.
## Operating data/key figures

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Selected key figures</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net revenue</td>
<td>14,610</td>
<td>13,800</td>
<td>6%</td>
</tr>
<tr>
<td>Earnings before interest, taxes, depreciation and amortization (EBITDA)</td>
<td>2,904</td>
<td>2,821</td>
<td>3%</td>
</tr>
<tr>
<td>Operating income (EBIT)</td>
<td>2,256</td>
<td>2,219</td>
<td>2%</td>
</tr>
<tr>
<td>Net income</td>
<td>1,110</td>
<td>1,187</td>
<td>–6%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net cash provided by (used in) operating activities</td>
<td>2,035</td>
<td>2,039</td>
<td>–</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>1,307</td>
<td>1,373</td>
<td>–</td>
</tr>
<tr>
<td>Capital expenditures, net</td>
<td>728</td>
<td>666</td>
<td>–</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Basic earnings per ordinary share in $</td>
<td>3.65</td>
<td>3.89</td>
<td>–6%</td>
</tr>
<tr>
<td>Dividend per ordinary share in €</td>
<td>0.77</td>
<td>0.75</td>
<td>3%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income margin in %</td>
<td>15.4</td>
<td>16.1</td>
<td>–</td>
</tr>
<tr>
<td>Return on invested capital (ROIC) in %</td>
<td>7.7</td>
<td>7.7</td>
<td>–</td>
</tr>
<tr>
<td>Equity ratio (equity/total assets) in %</td>
<td>41.0</td>
<td>41.2</td>
<td>–</td>
</tr>
</tbody>
</table>

1 Net income attributable to shareholders of Fresenius Medical Care AG & Co. KGaA.
2 Net cash provided by (used in) operating activities after capital expenditures, before acquisitions and investments.
3 2013: Proposal to be approved by the Annual General Meeting on May 15, 2014.
4 2012: Pro forma numbers including Liberty Dialysis Holdings Inc., after FTC mandated divestitures.
5 As of December 31 of the respective year.
Revenue by region

Total: $14,610 M

- 6% Latin America
- 7% Asia-Pacific
- 21% Europe/Middle East/Africa
- 66% North America

Revenue by segments

North America
Total: $9,606 M

- 9% Dialysis products
- 91% Dialysis services

International
Total: $4,970 M

- 53% Dialysis products
- 47% Dialysis services
Fresenius Medical Care

Patients worldwide

Total: 270,122

- 63% North America
- 19% Europe/Middle East/Africa
- 11% Latin America
- 7% Asia-Pacific

<table>
<thead>
<tr>
<th>Region</th>
<th>2013</th>
<th>2012</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>2,133</td>
<td>2,082</td>
<td>2%</td>
</tr>
<tr>
<td>Europe/Middle East/Africa</td>
<td>632</td>
<td>608</td>
<td>4%</td>
</tr>
<tr>
<td>Latin America</td>
<td>231</td>
<td>225</td>
<td>3%</td>
</tr>
<tr>
<td>Asia-Pacific</td>
<td>254</td>
<td>245</td>
<td>4%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3,250</strong></td>
<td><strong>3,160</strong></td>
<td><strong>3%</strong></td>
</tr>
</tbody>
</table>
### Dialysis services worldwide

*Number of patients treated*

<table>
<thead>
<tr>
<th>Region</th>
<th>Company</th>
<th>Patients Treated</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>North America</strong></td>
<td><strong>Fresenius Medical Care</strong></td>
<td>171,440</td>
</tr>
<tr>
<td></td>
<td>DaVita</td>
<td>161,000</td>
</tr>
<tr>
<td></td>
<td>US Renal Care</td>
<td>14,000</td>
</tr>
<tr>
<td><strong>Europe</strong></td>
<td><strong>Fresenius Medical Care</strong></td>
<td>51,541</td>
</tr>
<tr>
<td></td>
<td>Diaverum</td>
<td>18,600</td>
</tr>
<tr>
<td></td>
<td>Kuratorium für Dialyse</td>
<td>18,500</td>
</tr>
<tr>
<td><strong>Asia-Pacific</strong></td>
<td><strong>Fresenius Medical Care</strong></td>
<td>17,869</td>
</tr>
<tr>
<td></td>
<td>Zenjin-Kai</td>
<td>6,000</td>
</tr>
<tr>
<td></td>
<td>Showai-Kai</td>
<td>5,000</td>
</tr>
<tr>
<td><strong>Latin America</strong></td>
<td><strong>Fresenius Medical Care</strong></td>
<td>29,272</td>
</tr>
<tr>
<td></td>
<td>Baxter¹</td>
<td>8,700</td>
</tr>
<tr>
<td></td>
<td>Diaverum</td>
<td>4,100</td>
</tr>
</tbody>
</table>

**Total:** 2,519M

¹ Baxter including the Gambro acquisition completed in September 2013.
*Source: Company data and estimates*

### Market position relating to major product groups

<table>
<thead>
<tr>
<th>Product Group</th>
<th>1st</th>
<th>2nd</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dialyzers</td>
<td>Fresenius Medical Care</td>
<td>Baxter¹</td>
</tr>
<tr>
<td>Dialysis machines</td>
<td>Fresenius Medical Care</td>
<td>Nikkiso</td>
</tr>
<tr>
<td>Concentrates for hemodialysis</td>
<td>Fresenius Medical Care</td>
<td>Baxter¹</td>
</tr>
<tr>
<td>Bloodline systems</td>
<td>Fresenius Medical Care</td>
<td>Baxter¹</td>
</tr>
<tr>
<td>Products for peritoneal dialysis</td>
<td>Baxter¹</td>
<td>Fresenius Medical Care</td>
</tr>
</tbody>
</table>

¹ Baxter including the Gambro acquisition completed in September 2013.
*Source: Company data and estimates*
America

Waltham, U.S.  
Regional headquarters North America

01 Ogden, U.S.  Dialyzers
02 Concord, U.S.  Dialysis machines
03 Toledo, U.S.  Hemodialysis concentrates
04 Montreal, CA  Hemodialysis concentrates
05 Irving, U.S.  Hemodialysis concentrates
06 Reynosa, MX  Tubing systems
07 Guadalajara, MX  Dialysis solutions
08 Santafé de Bogotà, CO  Dialysis solutions
09 Jaguariúna, BR  Dialysis solutions
10 Pilar, AR  Hemodialysis concentrates & dialysis solutions
**Europe**

Bad Homburg, GER  
Company headquarters and regional headquarters for Europe, Middle East, Africa and Latin America

11 Schweinfurt, GER  Dialysis machines

12 St. Wendel, GER  Dialyzers & bags for peritoneal dialysis

13 L’Arbresle, FR  Dialyzers & hemodialysis concentrates

14 Palazzo Pignano, IT  Tubing systems

15 Canosa, IT  Bags for peritoneal dialysis

16 Krems, AT  Adsorbers

17 Vršac, SRB  Dialyzers, dialysis solutions & tubing systems

18 Antalya, TR  Tubing systems

**Asia-Pacific**

Hong Kong, CN  
Regional headquarters Asia-Pacific

19 Inukai, JP  Fiber bundles

20 Buzen, JP  Dialyzers & dialysis solutions

21 Changshu, CN  Tubing systems

22 Ipoh, MY  Water treatment systems

23 Smithfield, AU  Hemodialysis concentrates

24 Scoresby, AU  Dialysis chairs

Headquarters
**OUR COMPANY PROFILE**

**90,690**
Employees

**MORE THAN 40**
Production sites

**270,122**
Patients

**3,250**
Clinics

**~ 40.5 MILLION**
Dialysis treatments

Fresenius Medical Care is the world’s leading provider of dialysis products and services. Worldwide more than 2.5 million patients with chronic kidney failure undergo this vital blood cleansing procedure regularly.

Fresenius Medical Care is listed on the Frankfurt Stock Exchange (FME) and the New York Stock Exchange (FMS).
FINANCIAL CALENDAR

May 6, 2014
Report on the first quarter 2014

May 15, 2014
Annual General Meeting
Frankfurt am Main, Germany

May 16, 2014
Payment of dividend
subject to the approval of the Annual General Meeting

August 5, 2014
Report on the second quarter 2014

November 4, 2014
Report on the third quarter 2014

IMPRINT
Subject to change

Fresenius Medical Care AG & Co. KGaA
Registered seat and commercial register:
Hof an der Saale (Germany), HRB 4019
Chairman of the Supervisory Board: Dr. Gerd Krick
General Partner: Fresenius Medical Care Management AG
Registered seat and commercial register:
Hof an der Saale (Germany), HRB 3894
Management Board: Rice Powell (Chairman), Michael Brosnan,
Roberto Fusté, Dr. Emanuele Gatti, Ronald Kuerbitz, Dr. Rainer Runte,
Dr. Olaf Schermeier, Kent Wanzek
Chairman of the Supervisory Board: Dr. Ulf M. Schneider