CREATING A FUTURE WORTH LIVING. FOR PATIENTS. WORLDWIDE. EVERY DAY.
Fresenius Medical Care is the world’s leading provider of dialysis products and services. We care for people with chronic kidney failure, of whom around 3.4 million worldwide depend on dialysis treatment. Thanks to our decades of experience in dialysis, our innovative research and our value-based care approach, we can help them to enjoy the very best quality of life.

We care for over 333,000 patients. Their well-being always comes first. Our top priority is to offer them the best possible treatment. To this end, our portfolio encompasses a comprehensive range of high-quality health care products and services as well as various dialysis treatment options for both in-center and home dialysis that are individually tailored to our patients’ needs.
FRESENIUS MEDICAL CARE 2018

PROFILE

No. 1

IN HEALTH CARE SOLUTIONS
FOR PATIENTS WITH
CHRONIC KIDNEY FAILURE

16.55
BILLION €

REVENUE

112,658

EMPLOYEES

SINCE
1996
WITH CORPORATE
HEADQUARTERS
IN BAD HOMBURG,
GERMANY

42

PRODUCTION SITES

AT A GLANCE

150
COUNTRIES

PRODUCTS AND
TREATMENTS IN
AROUND
Our patients are our first priority. Day after day, our employees ensure that they receive the best possible care to enable them to live a life worth living. “

RICE POWELL
CEO and Chairman of the Management Board
Patients with kidney failure are not able to remove excess water and toxins from the body through their kidneys and urine.
The process of filtering blood and removing waste products and excess fluid from the body.

**Dialysis**

Hemodialysis is the most common procedure in renal replacement therapy. It usually takes three to six hours and is performed at least three times a week, usually in a dialysis center – but there are options for home hemodialysis.

Peritoneal dialysis is typically administered several times a day by patients themselves at home or at work and using a machine, a so-called cycler, at night.

There are three options for treating chronic kidney failure: Hemodialysis, Peritoneal dialysis, or transplantation.

- **88%**
  - Home hemodialysis
  - In-center hemodialysis

- **11%**
  - Peritoneal dialysis

- **1%**
  - Transplantation
OUR PORTFOLIO

WE PROVIDE A DIALYSIS TREATMENT

Health plan services

Urgent care services

End Stage Renal Disease-related treatments

Acute dialysis services

End Stage Renal Disease-related laboratory testing services

Pharmacy services

Ambulatory surgery center services

Vascular, cardiovascular and endovascular specialty services

Ambulant treatment services

Physician nephrology and cardiology services

HEALTH CARE SERVICES

PATIENTS: 3,333,331

DIALYSIS CENTERS IN AROUND 50 COUNTRIES: 3,928

0.6 SECONDS

EVERY
Dialyzers produced in 2018: around 50 million.

Health care products:
- Apheresis products
- Acute and medical devices
- Other equipment
- Renal pharmaceuticals
- Bloodlines
- Systems for water treatment
- Hemodialysis concentrates, solutions and granulates
- Peritoneal dialysis machines
- Peritoneal dialysis solutions
- Hemodialysis concentrators
- Dialysis machines
- Peritoneal dialysis devices

Dialysis machines worldwide is made by Fresenius Medical Care.

Dialysis treatments in 2018: around 165 million.

Dialyzer production in 2018: 1 million.
## SELECTED KEY FIGURES

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income (EBIT)</td>
<td>3,038</td>
<td>2,362</td>
<td>33 % cc</td>
</tr>
<tr>
<td>Operating income (EBIT) on a comparable basis ³</td>
<td>2,346</td>
<td>2,278</td>
<td>6 % cc</td>
</tr>
<tr>
<td>Basic earnings per share in €</td>
<td>6.47</td>
<td>4.17</td>
<td>60 % cc</td>
</tr>
<tr>
<td>Basic earnings per share on a comparable basis ³ on a comparable basis</td>
<td>4.49</td>
<td>4.05</td>
<td>14 % cc</td>
</tr>
<tr>
<td>Net cash provided by (used in) operating activities</td>
<td>2,062</td>
<td>2,192</td>
<td>–6 %</td>
</tr>
<tr>
<td>Free Cash Flow ⁴</td>
<td>1,059</td>
<td>1,351</td>
<td>–22 %</td>
</tr>
<tr>
<td>Capital expenditures, net</td>
<td>(1,003)</td>
<td>(841)</td>
<td>19 %</td>
</tr>
<tr>
<td>Aquisitions and investments (excluding investments in securities), net</td>
<td>1,088</td>
<td>(397)</td>
<td>–</td>
</tr>
<tr>
<td>Operating income margin on a comparable basis ³ in %</td>
<td>14.2</td>
<td>13.6</td>
<td></td>
</tr>
<tr>
<td>Return on invested capital (ROIC) ⁵ in %</td>
<td>12.4</td>
<td>8.6</td>
<td></td>
</tr>
<tr>
<td>Net leverage ratio ⁵ in %</td>
<td>1.8</td>
<td>2.1</td>
<td></td>
</tr>
<tr>
<td>Equity ratio (equity/total assets) ⁶ in %</td>
<td>49.2</td>
<td>45.1</td>
<td></td>
</tr>
</tbody>
</table>

cc = constant currency

2 Net income attributable to shareholders of Fresenius Medical Care AG & Co. KGaA.
3 Adjusted for the contribution from Sound Physicians in H2 2017 and in 2018 for the gain related to divestitures of Care Coordination activities, the FCPA related charge and contributions to the opposition to the ballot initiatives in the U.S.
4 See calculation in Form 20-F 2018, business overview, performance management system.
5 Net cash provided by (used in) operating activities after capital expenditures, before acquisitions and investments.
6 As of December 31 of the respective year.
### NORTH AMERICA 2018

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>€11.5 BN</td>
</tr>
<tr>
<td>Health care services</td>
<td>€10.7 BN</td>
</tr>
<tr>
<td>Health care products</td>
<td>€0.8 BN</td>
</tr>
<tr>
<td>Employees</td>
<td>55,591</td>
</tr>
<tr>
<td>Patients</td>
<td>204,107</td>
</tr>
<tr>
<td>Treatments</td>
<td>31 M</td>
</tr>
<tr>
<td>Clinics</td>
<td>2,529</td>
</tr>
</tbody>
</table>

### LATIN AMERICA 2018

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>€0.7 BN</td>
</tr>
<tr>
<td>Health care services</td>
<td>€0.5 BN</td>
</tr>
<tr>
<td>Health care products</td>
<td>€0.2 BN</td>
</tr>
<tr>
<td>Employees</td>
<td>9,287</td>
</tr>
<tr>
<td>Patients</td>
<td>32,687</td>
</tr>
<tr>
<td>Treatments</td>
<td>5 M</td>
</tr>
<tr>
<td>Clinics</td>
<td>229</td>
</tr>
</tbody>
</table>
### Europe, Middle East, and Africa 2018

- **Revenue**: €2.6 BN
  - Health care services: €1.3 BN
  - Health care products: €1.3 BN
- **Employees**: 19,658
- **Patients**: 65,061
- **Treatments**: 10 M
- **Clinics**: 776

+ 4% Average annual growth rate of dialysis patients (2015 – 2025 based on Company data and estimates).

### Asia-Pacific 2018

- **Revenue**: €1.7 BN
  - Health care services: €0.8 BN
  - Health care products: €0.9 BN
- **Employees**: 10,827
- **Patients**: 31,476
- **Treatments**: 4 M
- **Clinics**: 394

+ 8% Average annual growth rate of dialysis patients (2015 – 2025 based on Company data and estimates).
1 Proposal to be approved by the Annual General Meeting on May 16, 2019.
FINANCIAL CALENDAR 2019

MAY
2
Report on first quarter 2019

MAY
16
Annual General Meeting, Frankfurt am Main (Germany)

MAY
21
Payment of dividend
Subject to the approval by the Annual General Meeting

JULY
30
Report on second quarter 2019

OCTOBER
29
Report on third quarter 2019
Subject to change.

IMPRINT

PUBLISHED BY
Fresenius Medical Care AG & Co. KGaA

EDITORIAL OFFICE
Investor Relations & Corporate Communications

CONCEPT AND DESIGN
MPM Corporate Communication Solutions, Mainz, Düsseldorf
www.mpm.de

PICTURE CREDITS
Katrin Binner: p. 5, Matthias Haslauer: cover, Jason Sellers: cover

Printed on FSC-certified paper