

CARE AND LIVE

PROFILE
2018

OUR VISION

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

WHO WE ARE

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.

WHAT WE DO

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.

GLANCE

No.1

IN HEALTH CARE SOLUTIONS
FOR PATIENTS WITH
CHRONIC KIDNEY FAILURE

16.55
BILLION €

REVENUE

SINCE
1996

WITH CORPORATE
HEADQUARTERS
IN BAD HOMBURG,
GERMANY

112,658

EMPLOYEES

42

PRODUCTION SITES

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*



CHRONIC KIDNEY FAILURE



06

*Patients with kidney failure
are not able to remove excess water
and toxins from the body through
their kidneys and urine.*

CAUSES

VARIOUS
FORMS
OF
INFECTION

HIGH
BLOOD
PRESSURE

Diabetes

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

HEMODIALYSIS

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.

88%

DIALYSIS

The process of filtering blood and removing waste products and excess fluid from the body.

PERITONEAL DIALYSIS

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

11%
1%

- IN-CENTER DIALYSIS (HEMODIALYSIS)
- HOME DIALYSIS (PERITONEAL DIALYSIS)
- HOME HEMODIALYSIS

D I A L Y S I S P A T I E N T S

OUR PORTFOLIO

EVERY
0.6
SECONDS

WE PROVIDE
A DIALYSIS
TREATMENT

HEALTH CARE SERVICES

Health plan services
Urgent care services

End Stage Renal
Disease-related treatments

Acute dialysis
services

Pharmacy
services

3,928
DIALYSIS CENTERS IN
AROUND 50 COUNTRIES

End Stage Renal
Disease-related laboratory
testing services

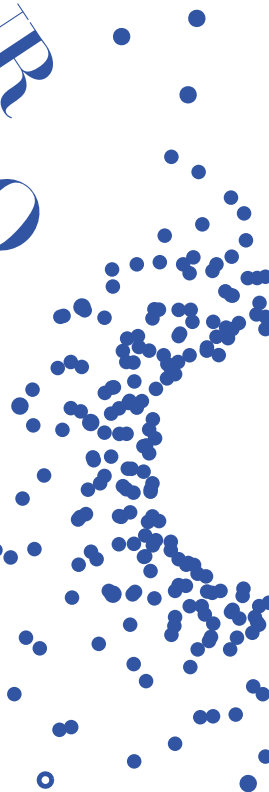
Ambulatory surgery
center services

333,331
PATIENTS

Vascular, cardiovascular
and endovascular speciality
services

Ambulant treatment
services

Physician nephrology and
cardiology services



DIALYSIS
TREATMENTS
IN 2018

AROUND
50
MILLION

1

OF

2

DIALYSIS MACHINES
WORLDWIDE IS MADE BY
FRESENIUS MEDICAL CARE

HEALTH CARE PRODUCTS

○ Hemodialysis machines

○ Peritoneal
dialysis cyclers

○ Peritoneal dialysis solutions

○ Hemodialysis concentrates,
solutions and granulates

○ Dialyzers

○ Bloodlines

○ Systems for water
treatment

○ Other equipment
and medical devices

○ Renal
pharmaceuticals

○ Apheresis products

○ Acute
cardiopulmonary
products

~**165**
MILLION

DIALYZERS
PRODUCED
IN 2018

REVENUE

IN M €



CHANGE
-2%
CONSTANT CURRENCY

REVENUE

on a comparable basis¹
IN M €



CHANGE
+4%
CONSTANT CURRENCY

NET INCOME²

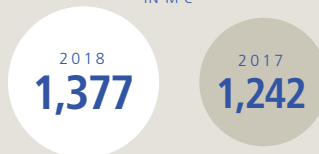
IN M €



CHANGE
+60%
CONSTANT CURRENCY

NET INCOME²

on a comparable basis³
IN M €



CHANGE
+14%
CONSTANT CURRENCY

SELECTED KEY FIGURES

in M €, except share data

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

cc = constant currency

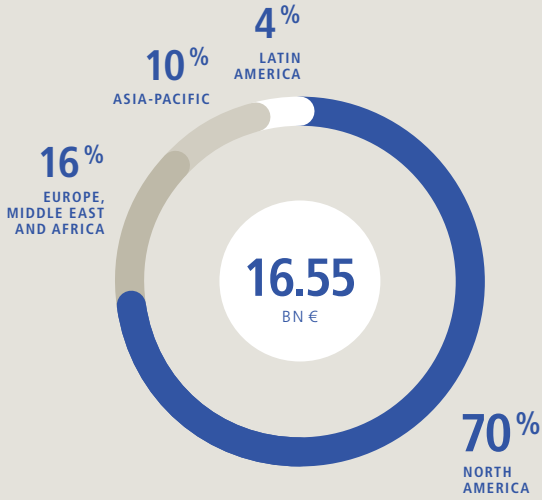
¹ 2017 adjusted for the effect of IFRS 15 implementation and the contribution of Sound Physicians in H2 2017.² Net income attributable to shareholders of Fresenius Medical Care AG & Co. KGaA.³ Adjusted for the contribution from Sound Physicians in H2 2017 and in 2018 for the gain related to divestitures of

Care Coordination activities, the FCPA related charge and contributions to the opposition to the ballot initiatives in the U.S.

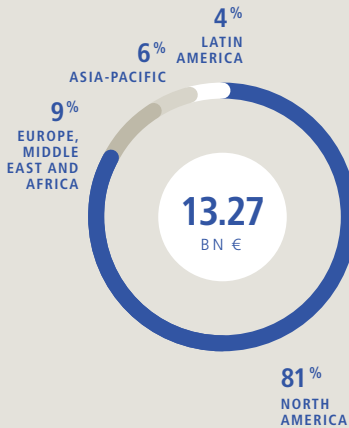
⁴ See calculation in form 20-F 2018, business overview, performance management system.⁵ Net cash provided by (used in) operating activities after capital expenditures, before acquisitions and investments.⁶ As of December 31 of the respective year.

REVENUE

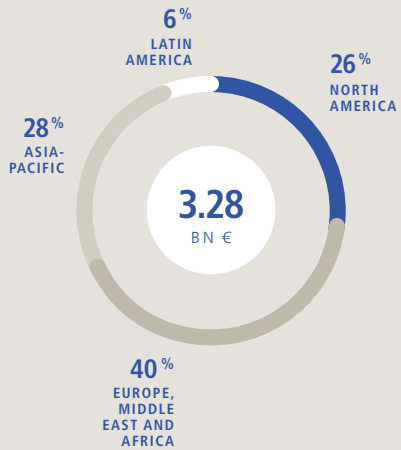
2018



thereof HEALTH CARE SERVICES



thereof HEALTH CARE PRODUCTS



OUR REGIONS

NORTH AMERICA

2018

Revenue	€11.5 BN
– Health care services	€10.7 BN
– Health care products	€0.8 BN
Employees	55,591
Patients	204,107
Treatments	31 M
Clinics	2,529

+4%

WALTHAM
U.S.

+4%

RIO DE JANEIRO
BR

LATIN AMERICA

2018

Revenue	€0.7 BN
– Health care services	€0.5 BN
– Health care products	€0.2 BN
Employees	9,287
Patients	32,687
Treatments	5 M
Clinics	229

EUROPE, MIDDLE EAST AND AFRICA

2018

+4%

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

BAD
HOMBURG

DE

HONG KONG

CN

+8%

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

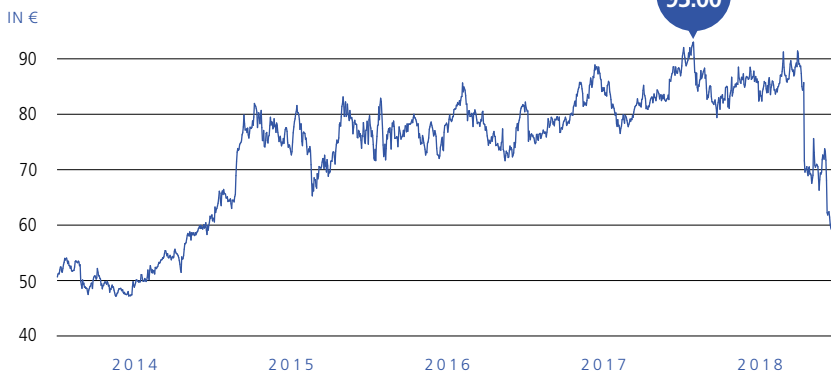
DIVIDEND PER SHARE IN €



CHANGE
+10%

¹ Proposal to be approved by the Annual General Meeting on May 16, 2019.

SHARE PRICE PERFORMANCE – 5 YEARS



BASIC SHARE DATA

Ticker symbols

Frankfurt Stock Exchange/Prime Standard	FME
New York Stock Exchange (NYSE)	FMS
Reuters: XETRA/ADR NYSE	FMEG.DE / FMS.N
Bloomberg: XETRA/ADR NYSE	FME GY / FMS US

Security identification codes

WKN	578580
ISIN	DE0005785802
CUSIP No. (NYSE)	358029106

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.

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