

A decorative graphic on the left side of the slide, consisting of a blue ribbon that transitions into a series of overlapping, 3D-style red and maroon rectangular blocks that appear to be floating or stacked.

3.2

HOME DIALYSIS
WILLIAM VALLE
KENT WANZEK

Safe harbor statement:

This 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. Forward-looking statements are inherently subject to risks and uncertainties, many of which cannot be predicted with accuracy or might not even be anticipated. The Company has based these forward-looking statements on current estimates and assumptions which we believe are reasonable and which are 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 or competitive conditions, changes in reimbursement, regulatory compliance issues, regulatory reforms, foreign exchange rate fluctuations, uncertainties in litigation or investigative proceedings, cyber security issues 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 Frankfurt Stock Exchange (Frankfurter Wertpapierbörse).

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 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.



■ MACRO TRENDS POINT TO THE NEED FOR A SHIFT TO HOME DIALYSIS



**GLOBAL
AGING**



**HEALTHCARE
STAFF
SHORTAGES**



**CHRONIC
DISEASES**



**COST
PRESSURE**



**HEALTHCARE
POLICY**



COVID-19

■ WE ARE CREATING VALUE FOR PATIENTS AND PAYORS THROUGH HOME DIALYSIS



PATIENTS



- Activated and empowered patients
- Improved quality of life
- Improved quality outcomes
- Reduced hospitalizations

- Improved beneficiary satisfaction
- Reduced total cost of care
- Increased transplant opportunity



PAYORS

■ THE FACE OF DIALYSIS IS CHANGING, AND WE ARE AT THE FOREFRONT OF THAT CHANGE



It starts with our high-performance culture. Our over 70,000 employees in North America have rallied around home therapies, whether our direct patient caregivers or our support teams.

They are focused on improving the quality of life for our patients – and home therapies is one way that we will accomplish that goal.



We continually adapt to an ever-changing healthcare environment: with **speed and flexibility.** From Telehealth to Connected Health to changing staffing models to Transitional Care Units to adapting our entire care model.

We don't take our competition lightly, and we are confident that our agility, flexibility, speed, and innovation will help us remain the market leader.



INVESTMENTS IN GLOBAL PRODUCTION AND DISTRIBUTION NETWORK

Buzen, JP
PD

Changshu, CN
PD

GHP, Bangkok, TH
Contract
Manufacturer

Enstek, MY
PD

Ogden, US
PD

Concord, US
Dialysis
machines

Tijuana, MX
Cycler,
concentrates

Guadalajara, MX
Future Lactate &
Bicarbonate

Knoxville, US
PD

Erika de Reynosa, MX
Bloodlines

Schweinfurt, DE
Dialysis machines

St. Wendel, DE
PD & Bicarbonate

Bogotá, CO
PD

Jaguariuna, BR
PD

INNOVATIVE TECHNOLOGIES ...

AUTOMATED PRODUCTION ...

COST-OPTIMIZED DISTRIBUTION ...

REPOSITIONING OF MANUFACTURING AND SUPPLY CHAIN CAPABILITIES IN NORTH AMERICA TO SUPPORT GROWTH



Ogden, US
PD Solutions

Concord, US
PD Cyclers

Tijuana, MX
NxStage

Guadalajara, MX
Solutions (PD & HHD)

Knoxville, US
PD Solutions

Erika de Reynosa, MX
Bloodlines, PD Sets

● Production Center ■ Distribution Hub ● Distribution Center



... ENABLE FAST AND PROFITABLE GROWTH IN HOME DIALYSIS.

SIGNIFICANT INVESTMENTS TO SUPPORT HOME EXPANSION AND ACCELERATE PROFITABLE GROWTH



PRODUCTS



CONNECTED HEALTH



Patienthub
from FRESenius MEDICAL CARE



Providerhub
from FRESenius MEDICAL CARE

CareTeamhub
from FRESenius MEDICAL CARE

ENABLERS

- Home training staff
- Market Acceleration 2.0
- Patient Advocates
- Transitional Care Units



DISTRIBUTION AND LOGISTICS INFRASTRUCTURE

FRESenius KIDNEY CARE FOOTPRINT

GLOBAL MEDICAL OFFICE




FRESenius HEALTH PARTNERS

TARGET HOME TREATMENTS BY 2022

15%+



SEGMENTATION




 INCIDENT PATIENTS	% OF PATIENTS WHO CHOOSE HOME IN THEIR FIRST 90 DAYS	45%
 IN CENTER PATIENTS	% OF PATIENTS DIALYZING IN CENTER WHO CHOOSE TO SWITCH TO HOME EACH YEAR	45%
 EXISTING HOME PATIENTS	% OF PATIENTS TRANSITIONING FROM PERITONEAL DIALYSIS WHO CHOOSE HOME HEMODIALYSIS	10%

Target Home Treatments by 2022

15%+

ACCELERATING TRANSFORMATIVE GROWTH IN U.S. HOME DIALYSIS



	GROWTH
 INCIDENT PATIENTS	29%
 IN CENTER PATIENTS	53%
 EXISTING HOME PATIENTS	34%

