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PRODUCT BUSINESS

DR. KATARZYNA MAZUR-HOFSÄß
HARRY DE WIT

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).

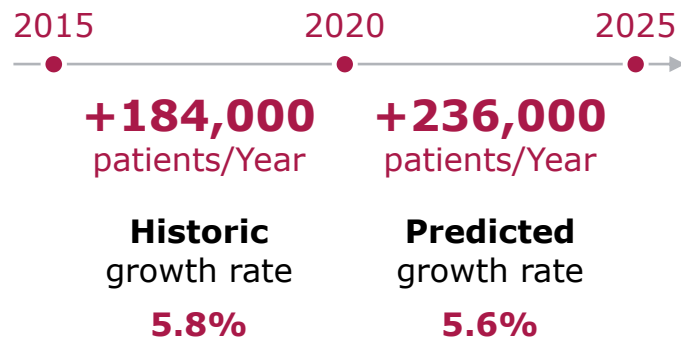
Forward-looking statements represent estimates and assumptions only as of the date that they were made. The information contained in this presentation is subject to change without notice and the company does not undertake any duty to update the forward-looking statements, and the estimates and assumptions 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.



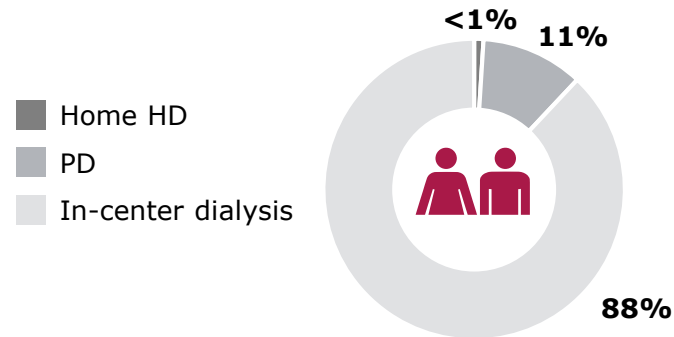
■ DIALYSIS: A GLOBAL GROWTH MARKET

DIALYSIS PATIENT GROWTH



DIALYSIS PATIENTS BY MODALITY

Global dialysis patient population
2019: 3,553,000



BROAD PRODUCT PORTFOLIO ENABLES US TO CAPTURE GROWTH

- Dialysis machines for chronic, acute and home dialysis
- Disposables: Bloodlines and dialyzers
- Concentrates and fluids
- Water technology systems
- PD products
- Digital products and solutions
- Systems for heart and lung support
- Clinical apheresis



>150,000,000
Dialyzers



>50,000
dialysis machines



1 out of 2
HD patients globally
treated with an
FME machine



Products available
in **150** countries
globally

HEALTH CARE PRODUCTS

■ COMPREHENSIVE SOLUTIONS AND INNOVATIVE TECHNOLOGY



COMPREHENSIVE OFFER



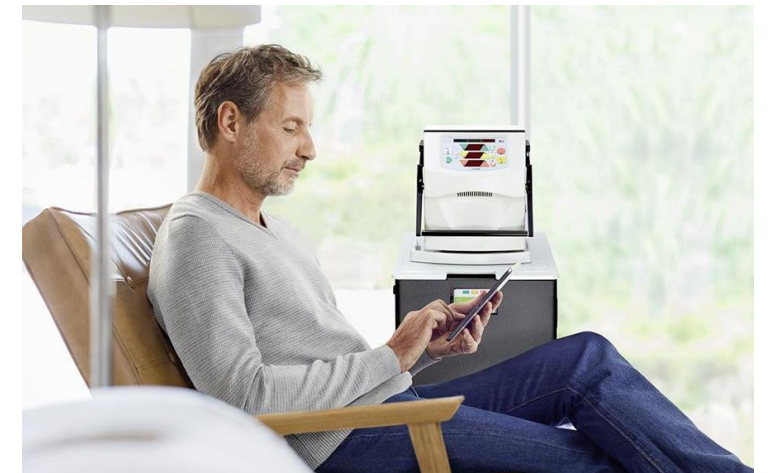
- Hardware, software and services
- Connected health, apps, telehealth, predictive modeling/AI
- Vertically integrated business model

TECHNOLOGICAL INNOVATION



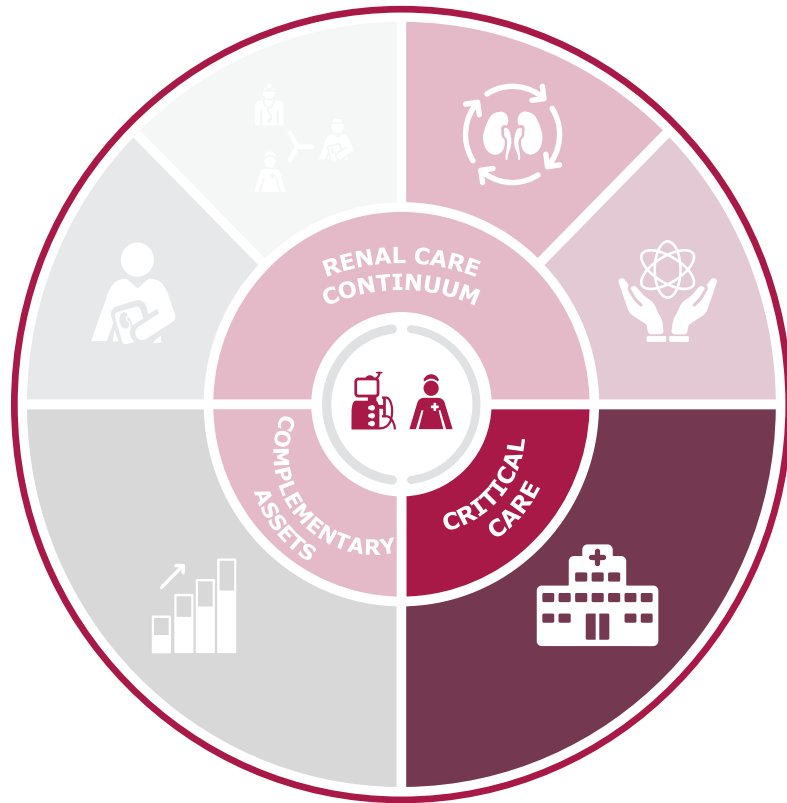
- Premium: 6008 Care system
- Basic: 4008A – ability for mobile connectivity

HOME SOLUTIONS



- Comprehensive portfolio of home dialysis products and services for peritoneal dialysis (PD) and hemodialysis (HD)

■ UPSURGE IN GLOBAL DEMAND FOR CRITICAL CARE PRODUCTS ACCELERATED BY COVID-19 TREATMENTS



multiFiltratePRO and SystemOne

Highly effective renal replacement therapy to plasma exchange in an critical care setting



XENIOS

A FRESENIUS MEDICAL CARE COMPANY

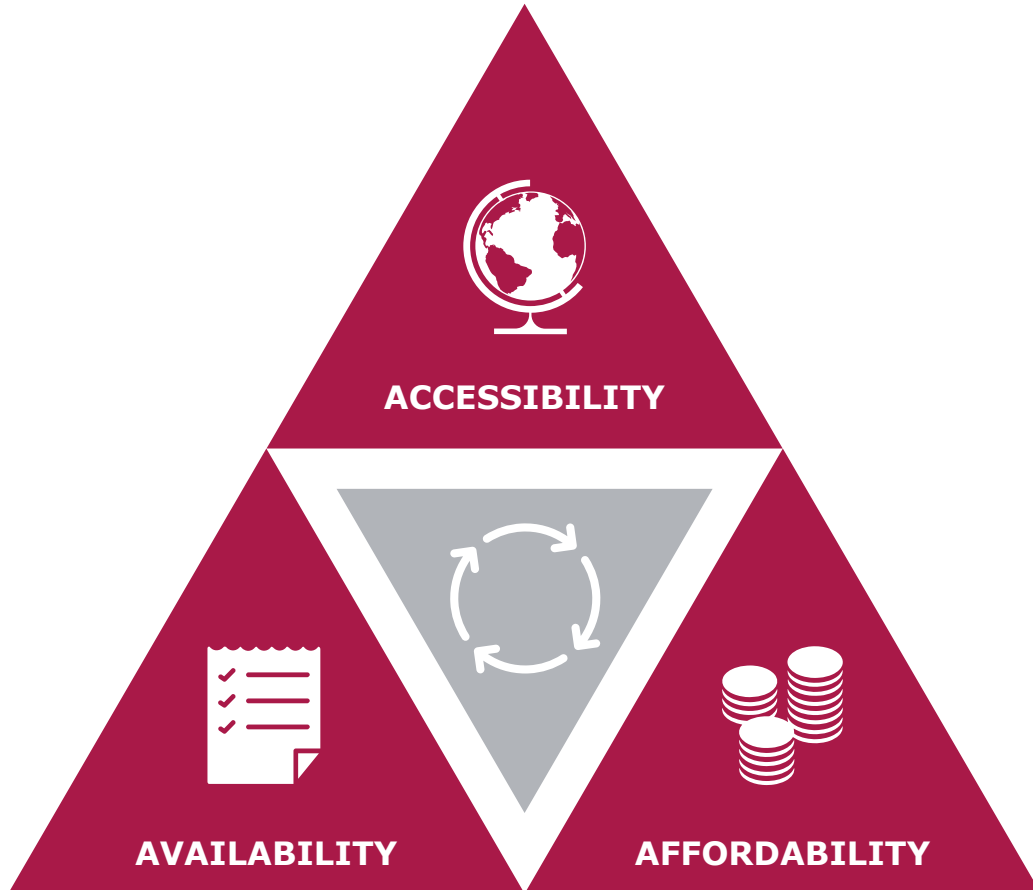
Novalung enables therapies for lung failure via the CO₂ removal and oxygenation in acute respiratory failure

Support of **kidney replacement therapy** and **respiratory functions** in COVID-19 patients

Global cooperation to address unprecedented demand

Production capacities temporarily **increased**

■ OPPORTUNITIES IN DEVELOPING MARKETS



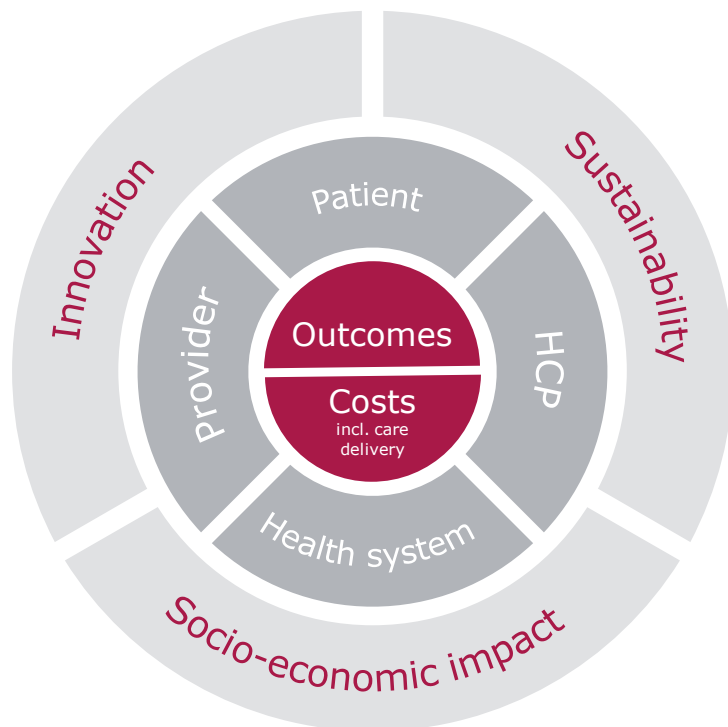
Direct presence or representation by **reliable business partners**

Local manufacturing wherever feasible

Roll out of our **economic portfolio**

■ VALUE-BASED PROCUREMENT OFFERS NEW OPPORTUNITIES TO DIFFERENTIATE

UNIQUE POSITIONED WITH OUR MULTIDISCIPLINARY APPROACH TO ACHIEVE BETTER OUTCOMES AND COST-EFFECTIVE CARE



~70%* of FME EMEA

- Revenue through customer group purchasing
- Institutionalized procurement (i.e. tenders)

FME advantage is a comprehensive offer

- Across the continuum
- From product to holistic care
- From basic to premium offering

INTEGRATED BUSINESS MODEL AS KEY DIFFERENTIATOR

* This figure is in line with the general percentage of medical technologies purchased through procurement in the EU
Source: MedTech Europe, <https://www.medtecheurope.org/access-to-medical-technology/value-based-procurement>