GLOBAL MANUFACTURING OPERATIONS (GMO)
Kent Wanzek

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Agenda

A  Our Global Manufacturing Operations Network

B  Our Capabilities

C  Our Strategy - Adding Value
Our Business Today

FMCNA Supply Chain
- 14 Distribution Centers
- 47 Cross Docks
- 450 Trucks
- $12m TruBlu Revenues
- $3m Savings – Raw Materials on TruBlu fleet

$989m PPE (Net Book Value)
- CapEx 4-6% of Product Sales (External + Internal)

Strategic Procurement
- $1.1bn purchased raw materials and components
- 70% long-term supply agreements

$2.3bn Production Value

13,700 Employees
- 12,700 Operations
- ~15% of Production Value
- 1,000 Supply Chain

40 Production Sites in 20 Countries

2013 Numbers
- #1 Dialyzers – 112m
- #1 Hemodialysis Machines – 48,500
- #1 Bloodlines – 175m
- #1 Concentrates - 30%
- #2 Peritoneal Dialysis - 25%
- 24/7 or 24/6 in most facilities
Our Capabilities

- Fiber Spinning
- Dialyzers
- Durables
- Injection Molding, Extrusion
- Solutions
- Foils, Films
- Warehousing, Distribution
- Electronic Components
Our Strategy - Adding Value

- Reliable Product Quality
- Performance Monitoring
- Risk Management
- Vertical Integration (Make vs. Buy)
- Commercial Deployment
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