



GLOBAL MANUFACTURING OPERATIONS

FRESENIUS MEDICAL CARE

**GLOBAL MANUFACTURING
OPERATIONS (GMO)
Kent Wanzek**

April 3 2014, New York City

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



Durables



Solutions



**Warehousing,
Distribution**



Dialyzers



**Injection Molding,
Extrusion**



Foils, Films



**Electronic
Components**



Our Strategy - Adding Value





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FRESENIUS MEDICAL CARE

Leading. Quality. Value. Solutions.

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