

## Factsheet Q1/2017



### COMPANY PROFILE

Fresenius is a global health care group providing products and services for dialysis, hospitals and outpatient medical care. In addition, Fresenius focuses on hospital operations. We also manage projects and provide services for hospitals and other health care facilities. More than 260,000 employees have dedicated themselves to the service of health in over 100 countries worldwide.

### FRESENIUS GROUP IN FIGURES (IFRS)

€ in millions	Q1/2017	Q1/2016	Change	FY/2016
<b>Sales and Earnings</b>				
Sales	8,362	7,015	19%	29,471
EBIT	1,216	959	27%	4,302
Net income <sup>1</sup>	457	358	28%	1,560
Earnings per ord. share in € <sup>1</sup>	0.83	0.65	28%	2.85
<b>Balance sheet and cash flow</b>				
Total assets	54,418		17%	46,697
Non-current assets	41,341		18%	34,953
Equity <sup>2</sup>	21,921		5%	20,849
Equity ratio <sup>2</sup>	40.3%		--	44.6%
Net debt/EBITDA <sup>3,4</sup>	2.98		--	3.09 <sup>6</sup>
Investments <sup>5</sup>	6,411	519	--	2,559
Operating cash flow	476	336	42%	3,585
Operating cash flow in % of sales	5.7%	4.8%	--	12.2%
<b>Profitability</b>				
EBIT margin	14.5%	13.7%	--	14.6%
Return on equity after taxes (ROE) <sup>1</sup>	12.3%		--	12.3%
Return on operating assets (ROOA) <sup>3</sup>	9.7%		--	10.0%
Return on invested capital (ROIC) <sup>3</sup>	8.0%		--	8.5%
Employees	263,957		13%	232,873

<sup>1</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA

<sup>2</sup> Including noncontrolling interest

<sup>3</sup> Pro forma acquisitions

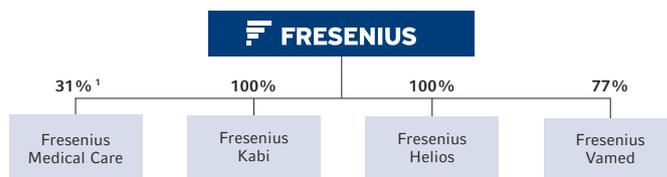
<sup>4</sup> At LTM average exchange rates for both net debt and EBITDA

<sup>5</sup> Investments in property, plant and equipment, and intangible assets, acquisitions

<sup>6</sup> Pro forma Quirónsalud

### GROUP STRUCTURE

The operating business comprises the four business segments Fresenius Medical Care, Fresenius Kabi, Fresenius Helios and Fresenius Vamed, all of which are legally independent entities managed by the operating parent company Fresenius SE & Co. KGaA.



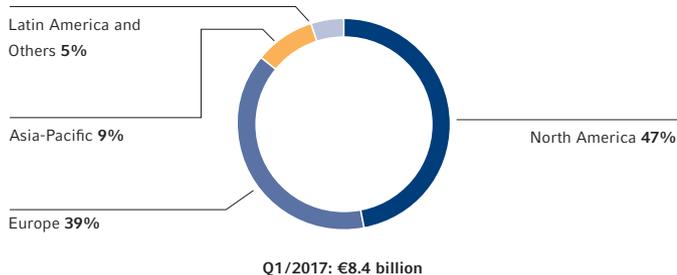
<sup>1</sup> As of March 31, 2017

### BUSINESS SEGMENTS (IFRS)

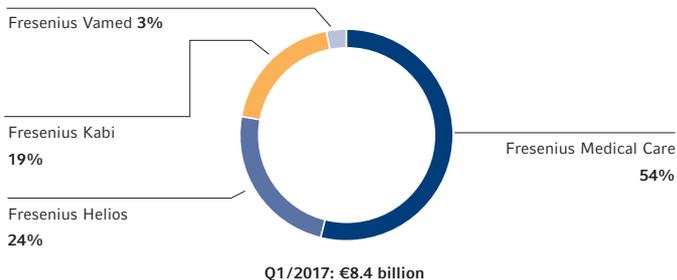
€ in millions		Q1/2017	Q1/2016	Change	FY/2016
	Sales	4,548	3,916	16%	16,570
	EBIT	651	497	31%	2,409
	Sales	1,604	1,470	9%	6,007
	EBIT	313	303	3%	1,171
	Sales	2,018	1,435	41%	5,843
	EBIT	255	159	60%	683
	Sales	223	218	2%	1,160
	EBIT	6	7	-14%	69

- ▶ **Fresenius Medical Care** is the world's largest integrated provider of products and services for individuals undergoing dialysis because of chronic kidney failure. As of March 31, 2017, Fresenius Medical Care was treating 310,473 patients in 3,654 dialysis clinics.
- ▶ **Fresenius Kabi** Fresenius Kabi offers intravenously administered generic drugs, clinical nutrition and infusion therapies for seriously and chronically ill patients in the hospital and outpatient environments. The company is also a leading supplier of medical devices and transfusion technology products.
- ▶ **Fresenius Helios** is Europe's leading private hospital operator. The company comprises HELIOS Kliniken in Germany and Quirónsalud in Spain. HELIOS Kliniken operates 112 hospitals, thereof 88 acute care clinics and 24 post-acute care clinics, and treats more than 5.2 million patients annually. Quirónsalud operates 44 hospitals, 43 outpatient centers and around 300 occupational risk prevention centers, and treats approximately 9.7 million patients per year.
- ▶ **Fresenius Vamed** manages projects and provides services for hospitals and other health care facilities worldwide. The portfolio ranges along the entire value chain: from project development, planning, and turnkey construction, via maintenance and technical management, to total operational management.

### SALES BY REGION



### SALES BY BUSINESS SEGMENT



## FRESENIUS SHARE / ADR

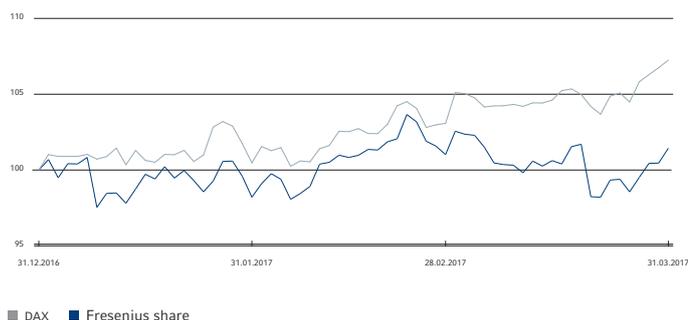
	Share
Securities code no.	578 560
ISIN	DE0005785604
Ticker symbol	FRE
ADR CUSIP	35804M105
ADR Ticker symbol	FSNUY
Number of shares (March 31, 2017)	553,497,393
Market capitalization (March 31, 2017)	€41.7 billion

## SHARE PERFORMANCE<sup>1</sup>

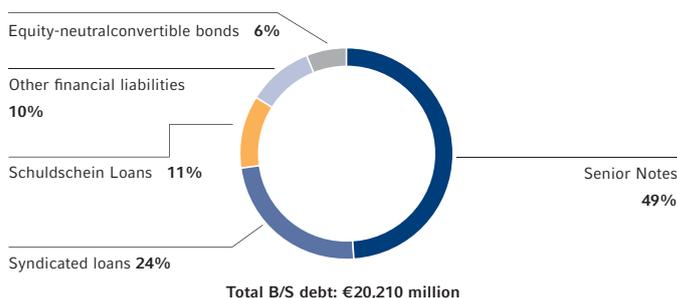
1 month	-1.1%
1st quarter	+1.4%
1 year	+17.3%
3 years	+98.9%
5 years	+193.9%
10 years	+275.8%

<sup>1</sup> Effective date/closing price: March 31, 2017

## RELATIVE SHARE PRICE PERFORMANCE FRESENIUS SHARE VS. DAX



## FRESENIUS GROUP: FINANCING MIX



## DEVELOPMENT SHARE DIVIDENDS IN €



## GROUP OUTLOOK 2017 (IFRS)

	Targets 2017
Sales, growth (in constant currency)	15% – 17%
Net income <sup>1</sup> , growth (in constant currency)	19% – 21% <sup>2</sup>

<sup>1</sup> Net income attributable to shareholders of Fresenius SE & Co. KGaA

<sup>2</sup> Before transaction costs of ~€50 million for the acquisitions of Akorn and Merck KGaA's biosimilars business; before expected expenditures for the further development of Merck KGaA's biosimilars business of ~€50 million (expected closing H2/17)

For the outlook of the business segments please see the Investor News of May 3, 2017.

## FINANCIAL CALENDAR

	Dates
Annual General Meeting, Frankfurt/Main	May 12, 2017
Payment of dividend <sup>1</sup>	May 17, 2017
Report on 2nd quarter 2017	August 1, 2017
Report on 3rd quarter 2017	November 2, 2017

Please note that these dates could be subject to modifications.

<sup>1</sup> Subject to prior approval by the Annual General Meeting

## CONTACT

### Fresenius SE & Co. KGaA

Else-Kröner-Straße 1, 61352 Bad Homburg v. d. H.

e-mail: [ir-fre@fresenius.com](mailto:ir-fre@fresenius.com)

Internet: [www.fresenius.com](http://www.fresenius.com)

### Markus Georgi

Senior Vice President

Telephone: ++49 61 72 6 08-24 85

Investor Relations

Telefax: ++49 61 72 6 08-24 88

Follow us on twitter and linkedin



This release contains forward-looking statements that are subject to various risks and uncertainties. Future results could differ materially from those described in these forward-looking statements due to certain factors, e.g. changes in business, economic and competitive conditions, regulatory reforms, results of clinical trials, foreign exchange rate fluctuations, uncertainties in litigation or investigative proceedings, and the availability of financing. Fresenius does not undertake any responsibility to update the forward-looking statements in this release.

Fresenius SE & Co. KGaA

Registered Office: Bad Homburg, Germany

Commercial Register: Amtsgericht Bad Homburg, HRB 11852

Chairman of the Supervisory Board: Dr. Gerd Krick

General Partner: Fresenius Management SE

Registered Office: Bad Homburg, Germany

Commercial Register: Amtsgericht Bad Homburg, HRB 11673

Management Board: Stephan Sturm (Chairman), Mats Henriksson, Dr. Francesco De Meo,

Dr. Jürgen Götz, Rice Powell, Dr. Ernst Wastler

Chairman of the Supervisory Board: Dr. Gerd Krick