

F A C T S &

FIGURES



**FRESENIUS
MEDICAL CARE**

PROFILE
2019

OUR PURPOSE

CREATING
A FUTURE
WORTH
LIVING.
FOR
PATIENTS.
WORLDWIDE.
EVERY DAY.

WHO
WE ARE

Fresenius Medical Care is the world's leading provider of dialysis products and services. We care for people with chronic kidney failure, of whom around 3.5 million worldwide depend on dialysis treatment. Thanks to our decades of experience in dialysis, our innovative research and our value-based care approach, we can help them to enjoy the very best quality of life.

WHAT
WE DO

We care for over 345,000 dialysis patients. Their well-being always comes first. Our top priority is to offer them the best possible treatment. To this end, our portfolio encompasses a comprehensive range of high-quality health care products and services as well as various dialysis treatment options for both in-center and home dialysis that are individually tailored to our patients' needs.

AT A GLANCE

SINCE
1996
WITH CORPORATE
HEADQUARTERS
IN BAD HOMBURG,
GERMANY

45
PRODUCTION
SITES

No.
1

PRODUCTS AND
TREATMENTS IN
AROUND
150
COUNTRIES

€17.48
BN
REVENUE

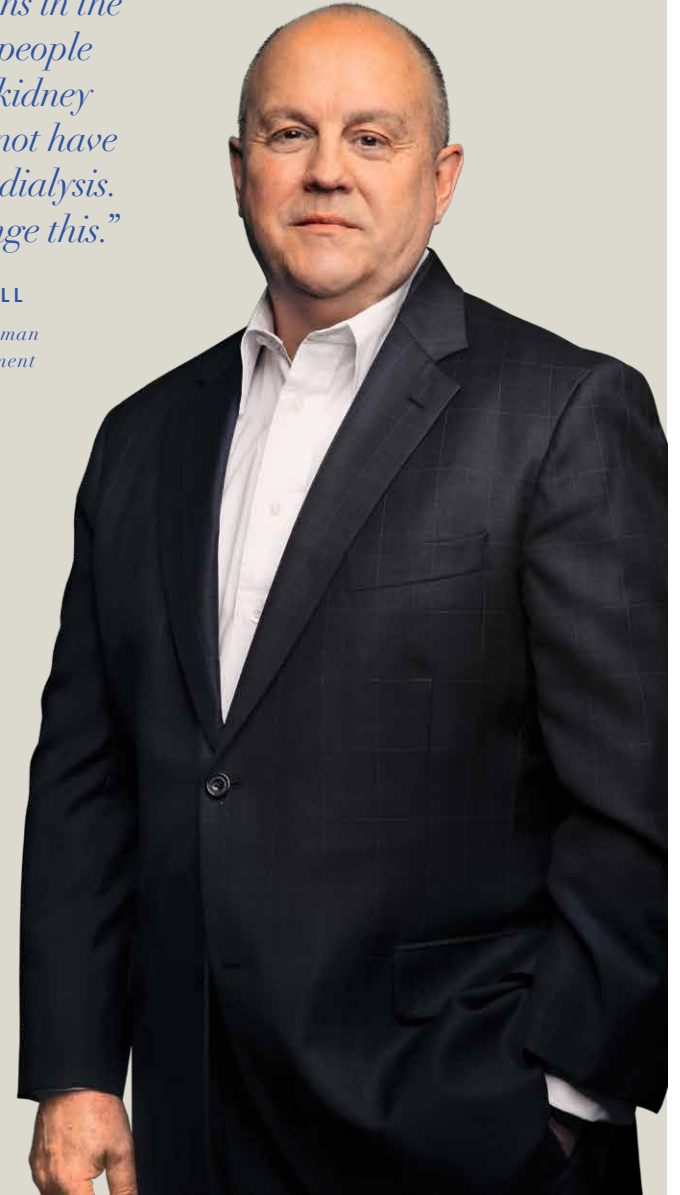
IN HEALTH CARE
SOLUTIONS
FOR PATIENTS
WITH CHRONIC
KIDNEY FAILURE

120,659
EMPLOYEES

“

There are regions in the world where people with chronic kidney disease still do not have direct access to dialysis. We aim to change this.”

RICE POWELL
CEO and Chairman
of the Management
Board



CHRONIC KIDNEY FAILURE

People with kidney failure are not able to remove excess water and toxins from the body through their kidneys and urine.

HIGH
BLOOD PRESSURE

DIABETES

VARIOUS FORMS OF INFECTION

CAUSES



3 There are three options for treating chronic kidney failure: hemodialysis, peritoneal dialysis or transplantation.

DIALYSIS

The process of filtering blood and removing waste products and excess fluid from the body.

HEMO-DIALYSIS

Hemodialysis is the most common procedure in renal replacement therapy. It usually takes three to six hours and is performed at least three times a week, usually in a dialysis center – but there are options for home hemodialysis.

PERITONEAL DIALYSIS

Peritoneal dialysis is typically administered several times a day by patients themselves at home or at work and using a machine, a so-called cyclor, at night.

AROUND
3.5
MILLION PEOPLE WORLDWIDE DEPEND ON DIALYSIS TREATMENT.

12%
HOME DIALYSIS

DIALYSIS PATIENTS:
88%
IN-CENTER DIALYSIS

OUR PORTFOLIO

AROUND
167
MILLION DIALYZERS PRODUCED IN 2019

1

OF

2

DIALYSIS MACHINES WORLDWIDE IS MADE BY FRESENIUS MEDICAL CARE

AROUND
52
MILLION DIALYSIS TREATMENTS IN 2019

HEALTH CARE PRODUCTS

- Hemodialysis machines
- Peritoneal dialysis cyclers
- Dialyzers
- Peritoneal dialysis solutions
- Hemodialysis concentrates, solutions and granulates
- Bloodlines
- Systems for water treatment
- Renal pharmaceuticals
- Other equipment and medical devices
- Acute cardiopulmonary products
- Apheresis products

HEALTH CARE SERVICES

- End-Stage Renal Disease-related treatments
- End-Stage Renal Disease-related laboratory testing services
- Acute dialysis services
- Pharmacy services
- Vascular, cardiovascular and endovascular specialty services
- Ambulatory surgery center services
- Value and risk based arrangements
- Urgent care services
- Physician nephrology services
- Ambulant treatment services

3,994

DIALYSIS CENTERS IN AROUND 50 COUNTRIES

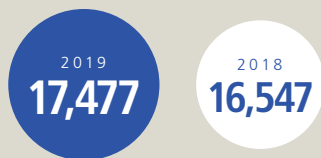


345,096
PATIENTS

EVERY
0.6 s
WE PROVIDE A DIALYSIS TREATMENT

REVENUE

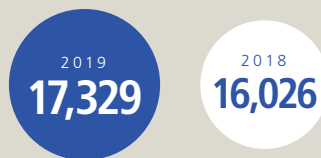
IN € M



CHANGE
+2%
CONSTANT CURRENCY

REVENUE

ADJUSTED¹
IN € M



CHANGE
+5%
CONSTANT CURRENCY

NET INCOME²

IN € M



CHANGE
-42%
CONSTANT CURRENCY

NET INCOME²

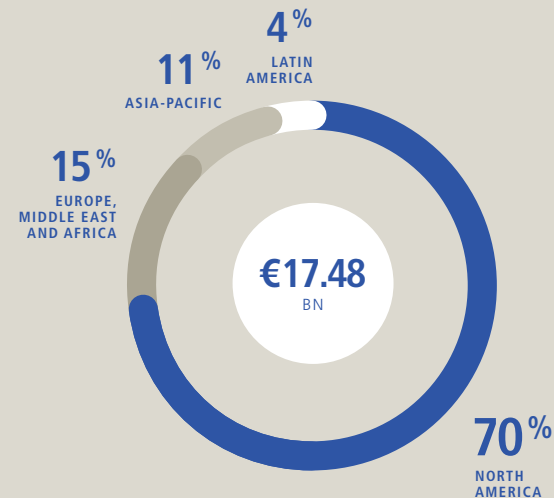
ADJUSTED³
IN € M



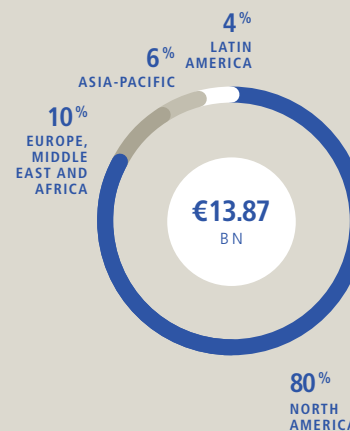
CHANGE
-2%
CONSTANT CURRENCY

REVENUE

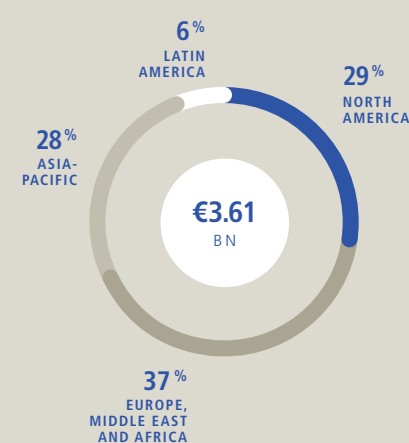
2019



thereof
HEALTH CARE SERVICES



thereof
HEALTH CARE PRODUCTS



SELECTED KEY FIGURES

in € M, except where otherwise specified

	2019	2018	Change
Operating income	2,270	3,038	-28 % cc
Operating income adjusted ³	2,296	2,292	-4 % cc
Basic earnings per share in €	3.96	6.47	-41 % cc
Basic earnings per share adjusted ³ in €	4.52	4.37	-1 % cc
Net cash provided by (used in) operating activities	2,567	2,062	24 %
Free cash flow ⁴	1,454	1,059	37 %
Capital expenditures, net	(1,113)	(1,003)	11 %
Acquisitions and investments (excluding investments in debt securities), net	(2,178)	1,088	
Operating income margin adjusted ³ in %	13.2	14.3	
Return on invested capital (ROIC) ^{5, 6} in %	6.8	12.4	
Net leverage ratio ^{5, 6}	2.5	1.8	
Equity ratio (equity/total assets) ^{6, 7} in %	47.0	49.2	

cc = constant currency

1 2019 adjusted for the effect of the IFRS 16 implementation and the contribution of NxStage; 2018 adjusted for the contribution of Sound Physicians in H1 2018.

2 Net income attributable to shareholders of Fresenius Medical Care AG & Co. KGaA.

3 2019 adjusted for the effect of the IFRS 16 implementation, the effects of the NxStage acquisition, expenses for the cost optimization program and the gain related to divestitures of Care Coordination activities; 2018 adjusted for the contribution of Sound Physicians in H1 2018, the gain related to divestitures of Care Coordination activities and the FCPA related charge.

4 Net cash provided by (used in) operating activities after capital expenditures, before acquisitions and investments.

5 See calculation in form 20-F 2019, operating and financial review and prospects, performance management system.

6 Adjusted for the effect of the IFRS 16 implementation.

7 As of December 31 of the respective year.

OUR REGIONS

- Average annual growth rate of dialysis patients (2019–2025) based on Company data and estimates.
- ⊙ Company headquarters and regional headquarters.
- Regional headquarters.

NORTH AMERICA

2019

Revenue	€ 12.2 BN
– Health care services	€ 11.2 BN
– Health care products	€ 1.0 BN
Employees¹	60,478
Patients	211,064
Treatments	32 M
Clinics	2,579

+ 3–4%

+ 3–4%²

+ 3–4%

+ 7–9%

WALTHAM
U.S.

BAD HOMBURG
DE

RIO DE JANEIRO
BR

LATIN AMERICA

2019

Revenue	€ 0.7 BN
– Health care services	€ 0.5 BN
– Health care products	€ 0.2 BN
Employees¹	10,469
Patients	34,810
Treatments	5 M
Clinics	234

EUROPE, MIDDLE EAST AND AFRICA

2019

Revenue	€ 2.7 BN
– Health care services	€ 1.4 BN
– Health care products	€ 1.4 BN
Employees¹	20,103
Patients	66,217
Treatments	10 M
Clinics	781

ASIA-PACIFIC

2019

Revenue	€ 1.9 BN
– Health care services	€ 0.9 BN
– Health care products	€ 1.0 BN
Employees¹	11,836
Patients	33,005
Treatments	5 M
Clinics	400

HONG KONG
CN

¹ Full-time equivalents.
² Inclusive Mexico.

DIVIDEND PER SHARE IN €



CHANGE
+3%



¹ Proposal to be approved by the Annual General Meeting on May 19, 2020.

SHARE PRICE PERFORMANCE – 2019



BASIC SHARE DATA

Ticker symbols

Frankfurt Stock Exchange/Prime Standard	FME
New York Stock Exchange (NYSE)	FMS
Reuters: XETRA/ADR NYSE	FMEG.DE/FMS.N
Bloomberg: XETRA/ADR NYSE	FME GY/FMS US

Security identification codes

WKN	578580
ISIN	DE0005785802
CUSIP No. (NYSE)	358029106

FINANCIAL CALENDAR 2020



Report on first quarter 2020



Annual General Meeting, Frankfurt am Main (Germany)



Payment of dividend
Subject to the approval by the Annual General Meeting



Report on second quarter 2020



Report on third quarter 2020

Subject to change.

IMPRINT

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