

Factsheet Q3/19



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 292,000 employees have dedicated themselves to the service of health in over 100 countries worldwide.

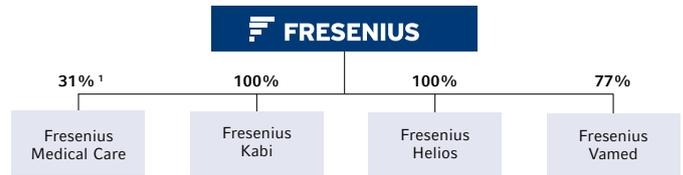
FRESENIUS GROUP IN FIGURES

€ in millions	Q1-Q3/19	Q1-Q3/18	Growth	FY/18
Sales and Earnings				
Sales ¹	26,173	24,179	8%	33,009
EBIT ¹	3,322	3,297	1%	4,547
Net income ^{1,2}	1,398	1,368	2%	1,872
Earnings per ord. share in € ^{1,2}	2.51	2.46	2%	3.37
Balance sheet and cash flow				
Total assets ⁷	61,092		8%	56,703
Non-current assets ⁷	45,912		10%	41,913
Equity ^{3,7}	26,928		8%	25,008
Equity ratio ^{3,7}	44%		--	44%
Net debt/EBITDA ^{4,5}	3.13		--	2.71
Investments ⁶	3,884	2,246	--	3,249
Operating cash flow ⁷	2,439	2,549	-4%	3,742
Operating cash flow in % of sales ⁷	9.3%	10.3%	--	11.2%
Profitability				
EBIT margin ¹	12.7%	13.6%	--	13.8%
Return on equity after taxes (ROE) ^{2,4}	11.3%		--	12.1%
Return on operating assets (ROOA) ⁴	8.2%		--	9.0%
Return on invested capital (ROIC) ⁴	7.4%		--	8.3%
Employees	292,635		6%	276,750

¹ On a comparable basis
² Net income attributable to shareholders of Fresenius SE & Co. KGaA
³ Including noncontrolling interest
⁴ Before special items; adjusted for IFRS 16 effect
⁵ At LTM average exchange rates for both net debt and EBITDA; pro forma closed acquisitions/divestitures
⁶ Investments in property, plant and equipment, and intangible assets, acquisitions
⁷ Adjusted for IFRS 16 effect

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.



¹ As of September 30, 2019

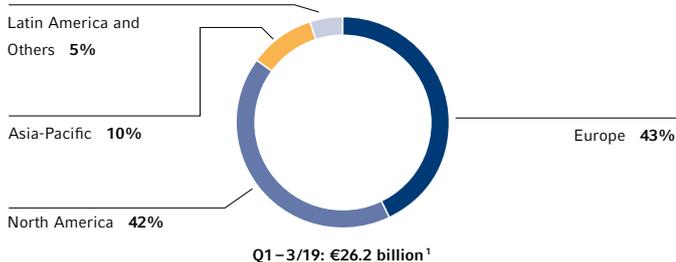
BUSINESS SEGMENTS (IFRS)

€ in millions		Q1-3/19	Q1-3/18	Growth	FY/18
FRESENIUS MEDICAL CARE	Sales ^{1,2}	12,784	11,731	9%	16,026
	EBIT ^{1,2}	1,641	1,656	-1%	2,292
FRESENIUS KABI	Sales	5,153	4,857	6%	6,544
	EBIT ³	917	854	7%	1,139
FRESENIUS HELIOS	Sales	6,890	6,762	2%	8,993
	EBIT ⁴	723	775	-7%	1,052
FRESENIUS VAMED	Sales	1,469	991	48%	1,688
	EBIT ⁴	65	49	33%	110

¹ On an adjusted basis; before special items, adjusted for IFRS 16 effect, excluding effects from NxStage transaction
² Adjusted for divestitures of Care Coordination activities (Q3/18 and Q1-3/18)
³ On a comparable basis, before special items and adjusted for IFRS 16 effect
⁴ Adjusted for IFRS 16 effect

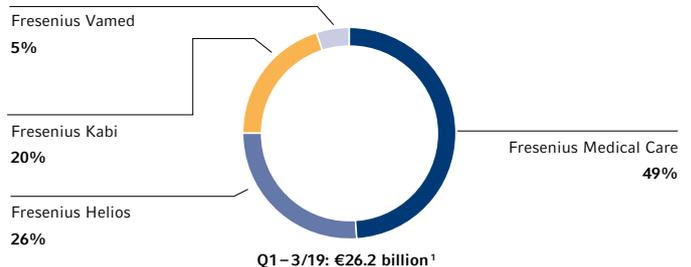
- **Fresenius Medical Care** is the world's largest provider of products and services for individuals with renal diseases. As of September 30, 2019, Fresenius Medical Care was treating 342,488 patients in 4,003 dialysis clinics. Along with its core business, the company provides related medical services in the field of Care Coordination.
- **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. In the biosimilars business, Fresenius Kabi develops products with a focus on oncology and autoimmune diseases.
- **Fresenius Helios** Fresenius Helios is Europe's leading private hospital operator. Helios Germany operates 86 hospitals, ~125 outpatient centers and treats approximately 5.3 million patients annually. Quirónsalud operates 50 hospitals, 62 outpatient centers and around 300 occupational risk prevention centers, and treats approximately 13.3 million patients annually.
- **Fresenius Vamed** manages projects and provides services for hospitals and other health care facilities worldwide and is a leading post-acute care provider in Central Europe.

SALES BY REGION



¹ Adjusted for IFRS 16 effect

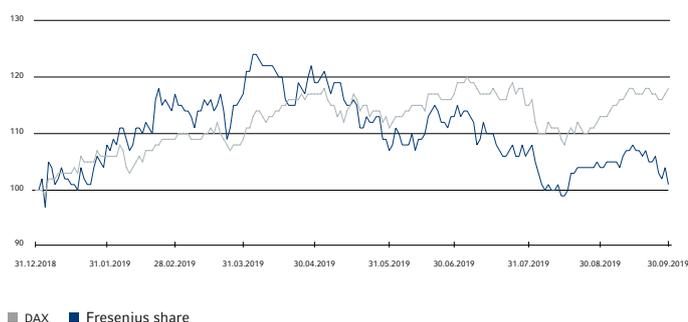
SALES BY BUSINESS SEGMENT



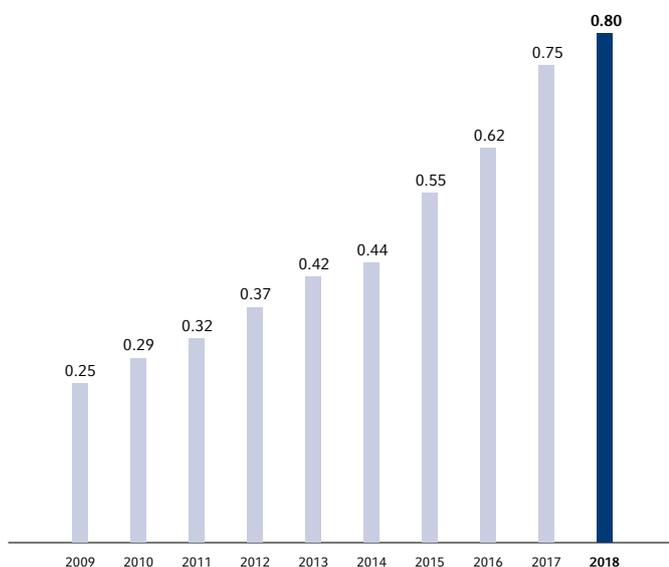
FRESENIUS SHARE / ADR

	Share
Securities code no.	578 560
ISIN	DE0005785604
Ticker symbol	FRE
ADR CUSIP	35804M105
ADR Ticker symbol	FSNUY
Number of shares (September 30, 2019)	557,201,495
Market capitalization (September 30, 2019)	€23.9 billion

RELATIVE SHARE PRICE PERFORMANCE FRESENIUS SHARE VS. DAX



DEVELOPMENT SHARE DIVIDENDS IN €



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

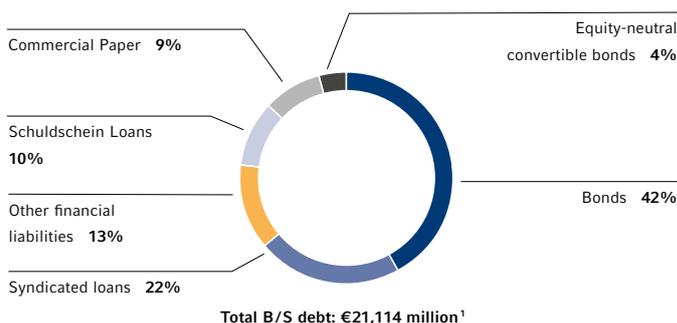
General Partner: Fresenius Management SE
Registered Office: Bad Homburg, Germany
Commercial Register: Amtsgericht Bad Homburg, HRB 11673
Management Board: Stephan Sturm (Chairman), Dr. Francesco De Meo, Rachel Empey, Dr. Jürgen Götz, Mats Henriksson, Rice Powell, Dr. Ernst Wastler
Chairman of the Supervisory Board: Dr. Gerd Krick

SHARE PERFORMANCE¹

1st to 3rd quarter	+1%
1 year	-32%
3 years	-40%
5 years	+9%
10 years	+283%

¹ Effective date/closing price: September 30, 2019

FRESENIUS GROUP: FINANCING MIX



¹ Adjusted for IFRS 16 effect

GROUP OUTLOOK 2019

€m (except otherwise stated)	FY/18 Base ¹	Targets 2019
Sales, growth (cc)	33,009 ¹	4% – 7% ¹
Net income ³ , growth (cc)	1,872 ²	~0% ²

¹ On a comparable basis: FY/18 adjusted for divestitures of Care Coordination activities at FMC; FY/19: adjusted for IFRS 16 effect

² On a comparable basis: FY/18 before special items and adjusted for divestitures of Care Coordination activities at FMC;

FY/19: before special items (transaction-related expenses, revaluations of biosimilars contingent liabilities, gain related to divestitures of Care Coordination activities at FMC, expenses associated with the cost optimization program at FMC), adjusted for IFRS 16 effect

³ Net income attributable to shareholders of Fresenius SE & Co. KGaA

FINANCIAL CALENDAR

	Dates
Report on Fiscal Year 2019	February 20, 2020
Report on 1 st quarter 2020	May 6, 2020
Annual General Meeting, Frankfurt am Main	May 20, 2020
Report on 1 st half 2020	July 30, 2020
Report on 1 st – 3 rd quarter 2020	October 29, 2020

Please note that these dates could be subject to modifications.

CONTACT

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